

MICHIGAN TRADESMAN

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Volume XVI.

GRAND RAPIDS, WEDNESDAY, OCTOBER 19, 1898.

Number 787

Everything in the Plumbing Line

Everything in the Heating Line

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

WEATHERLY & PULTE, 99 Pearl St., Grand Rapids

WORLD'S BEST

S.C.W.

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

A GOOD SELLER



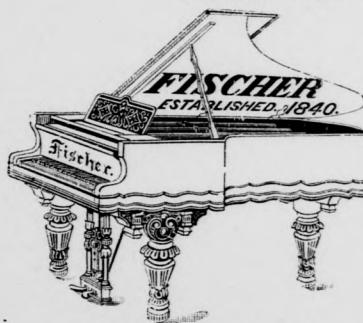
The Economy Farmer's Boiler and Feed Cooker

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.

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 Merchandise. Everything in the Music line at lowest prices. Catalogues sent free on application.

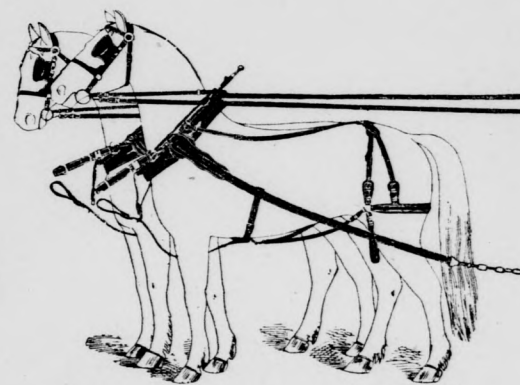
JULIUS A. J. FRIEDRICH

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

THE LEADING MUSIC HOUSE OF WESTERN MICHIGAN.

NOW OPEN

Carnival of Horse Furnishings



In the Wholesale Showrooms of

BROWN & SEHLER, W. Bridge St., 1210 Rapids.

Prices right.

We manufacture only "HAND MADE" Harness.



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.

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.



IF YOU ARE A DEALER

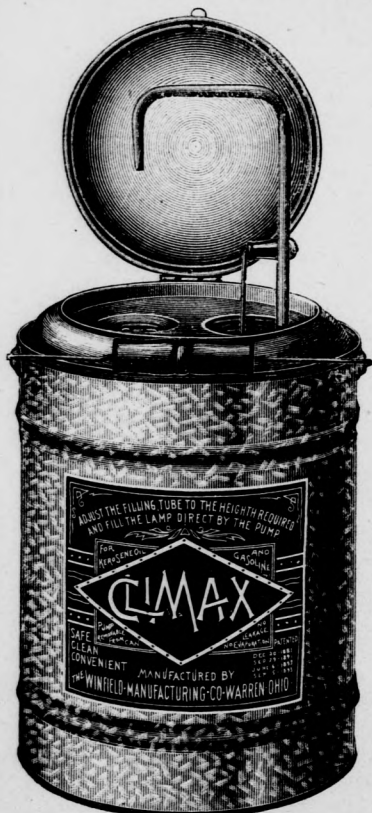
in LIME and
do not handle

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.

THE "CLIMAX" FAMILY OIL CAN



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

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

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

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

The Winfield Manufacturing Co., Warren, O.

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

A DESK FOR YOUR OFFICE

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

Less than the Manufacturer's Cost

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

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



SAMPLE FURNITURE CO.

JOBBERS OF SAMPLE FURNITURE.

PEARL AND OTTAWA STS.

GRAND RAPIDS, MICH.

The Keeping Qualities of Seymour Crackers

should commend them to the up-to-date grocer. They never become stale, for even the very oldest of them, by a little warming up, become as crisp as at first. This isn't possible in ordinary crackers, and it's by using none but the choicest selected ingredients, and being mixed and baked in the improved way, that the SEYMOUR Cracker retains its hold upon the buyers of pure food products. Always **FRESH, WHOLESOME, NUTRITIVE.** Has absorbing qualities far in excess of all other crackers. Is asked for most by particular people, and hence brings the most acceptable class of customers to whoever sells it.

Can you afford to be without it?

Made only by

National Biscuit Company

Grand Rapids, Mich.

MICHIGAN TRADESMAN

Volume XVI.

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Number 787

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.

L. P. WITZLEBEN Manager.

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

Commercial Credit Co. Ltd.
Private Credit Advances
Collections and Commercial
Litigation
GRAND RAPIDS, MICH.

L. J. STEVENSON, MANAGER AND NOTARY,
R. J. CLELAND, ATTORNEY.

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 \$7.50. 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 FORGOTTEN PAST

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

TRADESMAN COMPANY,
GRAND RAPIDS.

FRANCE'S DANGER.

That France is threatened with serious dangers, both from abroad as well as at home, is becoming only too apparent to close students of the drift of international events. The Fashoda incident, which at one time seemed to be so easy of settlement, is looming into a serious war-cloud. Lord Salisbury has issued his ultimatum and a definite reply thereto is now hourly expected.

Should France refuse to recall Marchand, Lord Salisbury will be compelled to sever diplomatic relations, and steps will no doubt at once be taken to remove the French force from Fashoda, a feat which would be attended with little difficulty, as Major Marchand's line of retreat is entirely cut off and he has not sufficient forces to make a successful stand even against the Anglo-Egyptian garrison now at Fashoda. While the French government would probably like well enough to yield as gracefully as possible, there is strong pressure being exerted by the army against yielding. The speech delivered, the other day, by Lord Rosebery, the leader of the Liberal party in Great Britain, at a banquet of agriculturists, has also made difficulties for the French Ministry. Lord Rosebery's utterances were exceedingly warlike and denounced France for having deliberately bearded Great Britain by invading territory she had been previously notified was British territory, to violate which would be considered an unfriendly act. This speech has very naturally greatly incensed the French people and has, of course, increased the difficulties of the government.

Owing to the influence of Lord Rosebery as a Liberal leader and his reputation as an adept in the management of foreign relations, his utterance is entitled to most serious consideration. That he is fully in accord with Lord Salisbury in the treatment of the Fashoda matter is evident; hence the British Premier felt himself strengthened by this evidence that the entire British public is behind him and that his course is indorsed unqualifiedly by public opinion. All this will lead to a firm insistence on his part that France shall promptly recede from Fashoda and from the Nile valley.

Another serious danger confronting the French government is the evidence of disaffection in the army. The government's course in the Dreyfus matter has mortally offended the officers of the army and discontent is known to be rife in the ranks. It is even reported that a plot has been unearthed to overthrow the government and offer the dictatorship to Prince Louis Bonaparte.

It will be recalled that only recently Prince Victor Bonaparte renounced his claim to the leadership of the imperialist party in favor of his brother, Prince Louis. The latter is at present a colonel in command of a regiment of lancers in the Russian army, and is popular with the Russian court and with military men all over Europe. He is said to be a thorough soldier and, consequently, well fitted to arouse the enthusiasm of

French soldiers, should circumstances lead to a coup d'etat.

The fact that the imperialist party has played but a poor figure in French politics of late means nothing as affecting the chances of Prince Louis Bonaparte. It is sufficient that he is a good soldier, with the firmness to promptly grasp a favorable opportunity. If the army is really ripe for revolt, and Prince Louis is willing to take the lead, there would be few obstacles in the way of his wearing an imperial crown.

Necessity of a Revision of the Exception Laws.

Hersey, Oct. 18.—At the grocers' meeting in Saginaw last month, one of the questions agitated was the matter of attempting to change the law of this State relative to exemptions allowed debtors. The constitution provides that a homestead of 40 acres or a house and lot in town not exceeding in value \$1,500 is exempt from execution. The constitution also provides that such personal property as shall be designated by law in value not less than \$500 shall also be exempt. In order to make any change in the quantity of lands exempt from execution, it would require an amendment of the constitution. It would also require an amendment of the constitution to make a law on reducing the value of the personal property exempt below the sum of \$500. As the law is to-day, there are exempt to each household in personal property: library not exceeding in value \$150, ten sheep, two cows, five swine, and provision and fuel for comfortable subsistence of the householder and his family six months, all household furniture and utensils in value \$250. There are also exempt to any person, tools, implements, materials, stock, teams, vehicles, horses or other things to enable him to carry on his trade, occupation or business not exceeding in value \$250, also a sufficient amount of produce to keep the animals which are exempt for six months, so that a debtor, if he has his property in proper shape, can have \$800 to \$1,000 worth of personal property besides the homestead of 40 acres or a house and lot in town worth \$1,500 and yet not one dollar of a grocery bill can be collected from him by execution. It appears to me that the only way the laws of this State can be changed so as to materially help creditors would be by changing the constitution of the State, which can be done only by a vote of the people, and then have laws passed which would be within the limits thereof. Can this be accomplished? It would certainly take considerable work all along the lines to do it, because:

1. The Legislature would have to submit the question of amendment.
2. The adoption of the amendments by a vote of the people.
3. The making of laws by the next succeeding Legislature to conform with the provisions of the amendment.

All of which would certainly be accompanied by considerable labor for those interested therein. Let us put forth an effort to keep this before the people, and try and profit by our labors.
C. M. BISBEE.

Hearts may sigh when lips are gay;
and it is known that many a smooth and fair shoe covers an aching corn.

A man who makes excuses for his shortcomings will never reform.

Spain has her honor left; but she can raise but little money on that.

As Clear as Mud.

My friend Watson was sitting at his desk one evening, when his wife said: "My dear, will you send a note to Sylk & Sattin and tell them that I must have the five yards of lining that I bought there yesterday? They said they'd send it right away and I must have it to-morrow, for the dressmaker will be here the next day." So Watson wrote as follows: "Me-srs. Sylk & Sattin: Will you please send at once the five yards of lining my wife purchased at your store yesterday?" "Let me see what you have written?" said Mrs. Watson. "Oh, dear," she said, after reading it, "that isn't half positive and definite enough. They'll pay no attention to that. I'll sit down and write to them myself." And this is what she wrote: "Messrs. Sylk & Sattin: You will remember that I was in your store at about 10 o'clock yesterday morning (or it may have been as late as 10:30), and I purchased five yards of percaline for dress lining. One of the salesladies at the lining counter will remember about it. The one I bought it of was tall and slender, with dark eyes, and I remember that she had on a red silk waist, trimmed with black velvet, and a red and green plaid skirt. She will remember that I purchased the lining of her and she promised me that it would be sent sure to-day. It has not come and it would not make any particular difference, only that my dressmaker is coming day after to-morrow, and she will need the lining the first thing, and can not go to work without it, and her engagements are such that she can not come to me any day but day after to-morrow and the next day, so if the lining should not come it would put her back so that she could not finish the dress, and I can not get her again for nearly a month, and I simply must have the dress by the last of next week, and I am too busy to come down town to-morrow and get the lining. The saleslady I spoke of with the red silk waist will be sure to remember about it, and I told her just why and when I wanted it, and she promised me that it would be sure to come. Of course, it may come before you get this, and if so it will be all right, but I simply must have it before the dressmaker gets here, for she will want to go to work on the skirt the first thing, and she can not if she does not have the lining. Please send it right away. P. S.—Five yards of percaline skirt lining at 38 cents a yard, bought of saleslady in red silk waist and plaid skirt, to be sent sure yesterday, and has not come yet. Must have it to-morrow." "There," said Mrs. Watson, as she folded the letter. "That will make it all clear to them."
J. T. PEARSON.

It is announced that the wife of a well-to-do Berlin merchant named Schilling has been challenged to a duel with pistols by a young student. This odd challenge is the direct result of a dispute regarding some debts contracted by the young man. The woman sent him a bill, which enraged him. He called upon her and demanded an apology, which she gave him with a horsewhip.

Judicious Advertising That Creates Demand.

Written for the TRADESMAN.

In this age of progress and science we must submit to the inevitability which the law of supply and demand creates in whatever vocation of life. Thus it is that the inevitable, if you please to call it such, has been created by the demand on account of the progressive spirit of this Nineteenth Century.

Some have termed advertising a fad; I pronounce it an absolute necessity. Years ago, the shrewdest merchant hardly dreamed of advertising; to-day, it is considered the mainspring of business. The hypothesis of life is demonstrated in the realization of activity; the vitality of a business enterprise is established when its life is breathed through the medium of advertising.

In seeking publicity, the experienced advertiser aims direct at the masses. What is the essence of the proverbial saying, "The pen is mightier than the sword?" Why is it that newspaperdom molds public opinion, sways political factions and wields the dominative power over sword and crown? It is the plain and simple fact that this medium reaches and largely controls the sentiment of the masses of the people.

It must be acknowledged that advertising has been reduced to such excellence that it has become an art; hence the demand for expert writers with sufficient acumen to advise a modus operandi at once simple, unique and profitable. To sceptics who confidently assert that advertising does not create demand for their particular brand of goods let me enumerate a few instances which explode this theory: Who has not seen and read Charles H. Fletcher's advertisements of Castoria? Who is not familiar with the name of Artemus Ward? Yet he is at the helm of the ship christened "Sapolio." Then there is Scott's Emulsion. Alfred E. Rose appeals to the judgment of young and old as to the merits and qualities of this preparation. How is it that these people reap a harvest on their productions each year of thousands of dollars? Simply because each concern spends over a round million of dollars annually in systematic advertising, so that their advertisements reach the masses, and in such manner that, by dint of reason and argument, they stir the public mind and almost compel the purchase of their goods.

Now I ask, in the interest of the advertising business fraternity in general, are the preparations which these gentlemen have placed upon the market articles of absolute necessity to the consumer? In other words, are there no substitutes for Castoria, Sapolio or Scott's Emulsion which might bring equally good results for the purpose for which they were originally intended? Any individual of intelligence will answer in the affirmative.

To argue, then, that advertising does not create demand and that it does not pay is fallacious. The class of people who so reason are optimistic in their views, and believe that, if Providence ordained a day's trade to be limited to \$200, no power on earth can increase or diminish it. However, there are those who can distinguish between the channels of profitable and unprofitable advertising. This is the pivot on which success or failure rests; and it must be conceded that "ways and means" form a combination not to be refuted.

Of course, all business houses do not

sell patent medicines. All merchants and manufacturers do not make Sapolio. But the rule which governs their case govern yours, be it that you are a dealer in groceries, dry goods, furniture, gents' furnishing goods, or a patent compound cathartic. In short, the secret of success lies in the fact of knowing how to advertise, when to advertise and where-with to advertise.

In my opinion, the most important point is the selection of the proper channel. An advertisement illy written and badly set up, if inserted in a good medium, may bring some trade, but the best advertisement in a bad medium is bad advertising and can not pay. Advertising by means of handbills may reach the masses, but is like sowing oats on the desert of Sahara. Ninetenths to ninety-nine-hundredths falls on barren soil, where it neither sprouts nor takes root. Get up some cheap advertising scheme and the next day your neighbor greets you with something which is up to the standard of good advertising and reaps the result.

Having found and selected your medium, the next problem to solve is how to write your advertisement. The art is not an easy one and demands more than mere facility in the use of words. The charm of an advertisement is elusive but deep. To write an original advertisement every day in the year on the same never-changing theme is very much like taking seven yards of cloth and making a new and entirely different suit of it three hundred and sixty-five times in succession. It requires infinite ingenuity to do either. To picture to the mind's eye of the public the appearance, quality and superior value of articles offered for sale may seem to many an easy task; but to have the air of sincerity pervade an advertisement and convince the reader that nowhere else can be do so well as in your particular store is vastly different from the proverbial "sliding down hill."

An advertisement bears the same relation to the business as does the drummer or outside salesman, only in a greater field of usefulness. It pleads the cause, and in order for it to do so to the best advantage, it should be clothed in pleasing and suitable raiment. When a salesman enters a store shabbily dressed, the proprietor eyes him askance and decides that no reliance can be placed on him. Your advertisement must attract notice and excite a pleasant curiosity. A good advertiser knows how to device catch phrases and use terseness and brevity.

Another important feature of advertising is truthfulness. To deviate from this rule is like giving a promissory note without the intention of paying when it falls due.

Advertising is nothing more nor less than a business investment. I do not believe in the statement sometimes made that advertising is a lottery, where the lucky number wins. To go at advertising blindly is like chasing your own shadow—the faster you run the sooner you lose your vitality; unless your advertising is done judiciously, at the end of the year you may find a balance on the wrong side of the ledger.

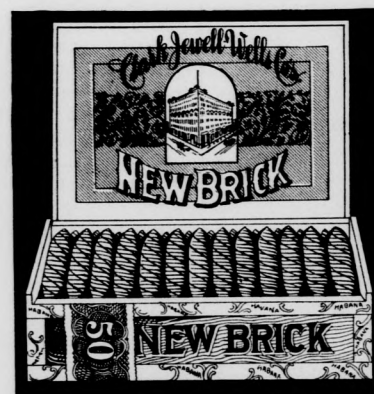
No Difference.

She—I am told that "Ben Hur" is sold in a dozen different languages.
He—Well, so are bananas—right in this town.

It is human nature for a man to look out for number one; but the young widow always looks out for number two.

Come to the Carnival

and while you are here visit the Clark building, the largest and finest business block in the city, and inspect one of the most complete grocery establishments in Michigan. We shall keep open house during the week and expect to have the pleasure of meeting many of our customers, especially those from a distance who do not often visit the Grand Rapids market. Among the good things we shall have on tap for our friends is the



New Brick Cigar

which was the official brand at the Island Lake rendezvous during the spring and summer, and is everywhere conceded to be the best nickel cigar on the market.

We also wish to call particular attention to our favorite brands:

**Jewell Chop Teas
Emblem Canned Goods
Emblem Flour
Pillsbury's Flour**

all of which have come to be regarded as standard brands because they are par excellent in quality.

**Clark-Jewell-Wells Co.,
Grand Rapids, Mich.**

The Dog I Passed Beyond.

Edward Swallow in American Druggist.

He came in the store the other evening about 8 o'clock, dragging a fox terrier dog behind him by a string. He was evidently a foreigner and wore a scared look on his face.

"Parlez vous Francais?" asked he, as he came to the counter. "Non, monsieur," answered I in my finest Latin-American.

"Well, Ize vant you to von poisoning dees leetle dog, eh?" said my visitor, as he jerked the animal's head nearly off, and shrugged his shoulders way up to the rim of his silk hat.

"Oui, Oui, monsieur, certainly; if you will bring him down into the cellar I'll fix the poor fellow all right," answered I, seeing an easily-earned half-dollar in view.

"But can not zee dog I leave with you? I pay you, and, pouff, it is done and trouble I have no more, eh?" he asked in his broken English and with more shoulder work.

"Why, no, sir; what should I do with a dead dog? We don't keep a private cemetery here; if I destroy the dog you must take it away; why, certainly," I exclaimed, seeing the man was a stranger to our custom of losing our dead animals in the dark.

After some arguments as to who should take charge of the funeral arrangements of the superfluous canine, I put the electric bell on the door, took up a vial of prussic acid, and, asking my visitor to follow, we proceeded to the region below, bent upon our deadly errand.

With due regard to my own safety, I told the Frenchman to sit upon a box handy, and take the dog between his knees and gently open the brute's mouth, at which the Frenchman turned the color of the chalk that bears his country's name.

"Vat, mees zee dog's mouth open? La diable, he with hydrophobia might me bite," cried he, alarmed at such an idea. I politely but firmly explained that though I was only a pharmacist, I was someone, too, and if anyone felt inclined to take any chances on that score, it certainly was not me. At last the Frenchman sat down and took the animal on his knees as a preliminary, and the electric bell ringing above just then, I hesitated no longer, but seized the dog suddenly, poured some acid down his throat, and hastily telling the man he might let him go now, I rushed upstairs, supplied a girl with two stamps and a postal card, and then returned below.

To my astonishment, the Frenchman was jumping all over the place, holding the wretched cur tightly with both hands around its neck and looking the picture of terror. Holding the dog out at arm's length, he shouted, "Zee dog will bite; he kick, and try to bite; scare! killed am I." He had mistaken its last kick for a ferocious attempt to bite him, and seized the dog, being afraid to drop it. Whether he had strangled the dog to death or the poison had sent it to the happy hunting grounds, I could not say; anyway, he calmed down when he saw the dog was

dead, and I hunted up a small sack into which I dumped the remains and handed the parcel to him, remarking the charge was fifty cents, which he paid.

I noticed as he went out of the store he did not take kindly to the queer-looking parcel, but thought no more of it until a couple of elderly ladies entered in a great state of agitation; one dropped in a chair and fainted, while the other asked me indignantly what I meant by having a horrid dead dog in my doorway. On going out, sure enough, the Frenchman had scored one on me by emptying the dead dog out of the sack just outside the door, and left the last sad rites to me!

Are Business Failures in Many Cases Necessary?

D. C. Delamater in New England Grocer.

In my opinion many failures could be averted by embarrassed merchants if they would only stop to consider results, and before taking any steps at all call their creditors together and frankly and truthfully lay before them the exact condition of their affairs and the causes of the situation existing. The result of such action, open and above board, would in nearly every case create a feeling of sympathy for the merchant upon the part of his creditors. Thereupon an earnest effort would be made to save the business and the man who, while unfortunate, had yet proved himself to be honorable. In many cases, with extensions, a business man in this condition, by handling his own assets, could pay up in full. By taking this course he would have very little trouble in procuring an extension. In a few instances it might be evident to the creditors that at best only a percentage of the debts could be paid. When a merchant, by an effort to serve all alike, has retained the confidence of those he owes, my experience shows that as a rule all cheerfully accept in full whatever it is shown can be paid. Thereby the debtor is left in shape to continue business.

I am a strong believer in these mutual conferences between debtor and creditors. If I were called upon for advice in cases of financial embarrassment, I would strongly urge this course in place of any other. A business failure and the closing out of a business that has been built up by years of hard work is a misfortune that should be avoided wherever possible. In my opinion by this method it could be avoided in all cases where the past record of the merchant has been such as to command the confidence and respect of his creditors.

Home Decoration.

Mrs. Fatpurse: You paint pictures to order, don't you?

Great Artist: Yes, madam. Mrs. Fatpurse: Well, I want a landscape, with lots of deer, and ducks, and quail, and reed birds, and cattle, and sheep, and pigs, and so on, you know; and put a lake and an ocean in—fresh and salt water, you know; and be sure to have plenty of fish swimming around, because it's for the dining room.

Suitable Mottoes for the Store.

You are as welcome to look as to trade.

We won't allow any dealer to outsell us.

We dare not send you away dissatisfied.

To cheat a customer is to kill a business.

If you don't want to buy, we beg you to look.

We want to please you. Tell us where we fail.

You can bring a poor bargain back to-morrow.

We pledge our honor to give you your money's worth.

Permanent profit can only come from satisfied buyers.

Be sure of your own mind before you make a selection.

Not to know this store is to incur pecuniary misfortune.

The business that prospers is that which pleases the customer.

We repair every possible mistake—yours as well as ours.

If you can tell us how to serve you better we shall obey the hint.

We will thank any customer to tell us how to improve our service.

We sell the best goods going for the lowest price ever marked on them.

The longer you stay and the more carefully you buy, the more you please us.

There is no demand a customer can ask of this store that we will not grant.

We wouldn't deceive you or have you deceive yourself for a hundred profits.

The quality of our goods and the method of our dealing make drummers unnecessary.

Tall talk and small performance may go for a while, but they bring ultimate disaster.

Awkward Ignorance of Stock.

One of the first duties of a clerk who undertakes to sell goods is to familiarize himself with the prices. An incident that was recently observed in a jewelry store in a small town illustrated the awkwardness of not knowing prices. A customer was looking at souvenir spoons and asked the price. The clerk looked at the spoon, turned it over in a vain search for a mark, then looked at the tray and finally asked to be excused a moment. He learned the price from another clerk and reported it to the customer, who at once asked the price of another spoon. The first performance was repeated. After it had been repeated with a third and a fourth spoon, the customer said with some irritation: "It

would save time if I could have somebody to wait on me who knew the prices." The situation was disagreeable not only for the clerk, but also for the customer, and it required all the arts of the proprietor to put her in a good humor.

As important as a knowledge of prices is a thorough familiarity with the stock. A salesman should not only know what articles are in stock, but also where they are. Order of arrangement will make it easy to know where to look for any article. To become acquainted with new stock, however, salesmen should be given an opportunity to see all goods purchased as soon as they are received in the store and before they are distributed in the showcases and show windows, and should be fully informed concerning them.

No Room for More Relatives.

Young Lover—Why do you refuse me as a son-in-law? Is it because I lack merit?

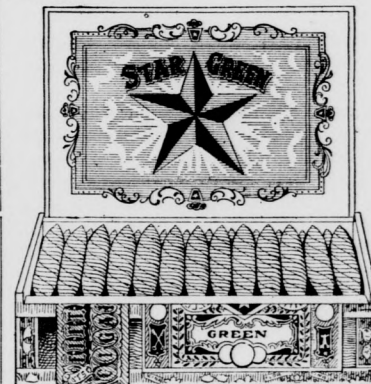
Old Man—Oh, no; it is simply on account of lack of space. We are really crowded for room here now.

REED CITY SANITARIUM

REED CITY, MICHIGAN.

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

ALWAYS A WINNER!



\$35.00 per M.

H. VAN TONGEREN, Holland, Mich.

MONEY SAVED IS BETTER THAN MONEY EARNED AND SPENT

THE EGRY AUTOGRAPHIC REGISTERS

save time and systematize business. Three instruments issued at one writing means absolute accuracy. For full information address

L. A. ELY, - State Salesagent, - Alma, Mich.

Special Shipping Manifold, \$15. Issues three exact bills, 4 5/16 x 8 inches, at one writing.
1000 triplicate shipments..... \$ 3 00 3000 triplicate shipments..... \$ 8 10
5000 triplicate shipments..... 12 00 10000 triplicate shipments..... 21 00
25000 shipments, 75000 sheets \$15 00.

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.

Around the State

Albion—M. L. Horning has been granted a patent on a hat bag.

Albion—G. D. Howe succeeds C. V. O'Connor in the cigar business.

Zeeland—C. Pieper, of Grand Rapids, has opened a jewelry store here.

Allegan—H. H. Cook has re-engaged in the undertaking business here.

Blissfield—C. W. Braney has sold his drug stock to Dr. Roland S. Mitchell.

Jasper—Warren B. Wyman has purchased the grocery stock of M. W. Perdue.

Charlesworth—Chas. Barnes has sold his stock of groceries to Frank Westgate.

Detroit—John A. Krekeler succeeds Krekeler & Mude in the grocery business.

Morrice—Byron Beard succeeds Beard Bros. in the furniture and jewelry business.

Remus—Kendall & Williamson succeed A. D. Kendall in the grocery business.

Owosso—Frank Mosely will open his grocery store and meat market about Oct. 22.

Edmore—H. P. Beebe has purchased the drug and wall paper stock of F. E. Heath.

Filer City—C. A. Nickum & Co. have sold their grocery stock to Wm. H. McFadden.

Hartford—F. W. Hubbard & Co. succeed H. L. Gleason & Co. in general trade.

Litchfield—Ray E. Hart has removed his dry goods, clothing and shoe stock to Marshall.

Kalamazoo—Nettie S. Cohen succeeds H. & J. Cohen as proprietor of the Sample Shoe Co.

Detroit—Sylvia C. Richardson succeeds G. Neuman & Co. in the boot and shoe business.

Owosso—Keiff, Pfeifle & Keiff succeed Keiff & Son in the merchant tailoring business.

Battle Creek—Fell & Fischer succeed the Riley-Fischer Co. in the clothing and men's furnishing goods business.

Orangeville—B. S. Wing has assumed the management of the branch general store of Cairns & Brown, of Prairieville.

Benton Harbor—Geo. H. Burwell succeeds F. J. Nichols in the feed store business. He will also deal in coal and wood.

Lansing—F. B. Johnson has sold his grocery stock to Frank C. Brisbin, who will continue the business at the same location.

Traverse City—H. L. Carter has purchased the undertaking stock of H. A. Hansen and will consolidate it with his present stock.

Eaton Rapids—It is reported that Geo. E. Walworth, dry goods merchant at Hillsdale, will shortly engage in the same business at this place.

Escanaba—A. E. Ellsworth, Jr., will shortly remove his drug stock to the new brick block now being erected at the corner of Ludington and Campbell streets.

Ann Arbor—Willets & Malley, representing the Faltis Market Co., of Detroit, have opened a wholesale and retail oyster, game, fish and poultry market here.

Clarksville—The report that Leonard Schrock contemplates engaging in the grain and produce business at Barryton is untrue. He will remain in Clarksville and continue his general merchandise business here.

Charlevoix—G. W. Beaman has sold his drug stock to Harry D. Luke, who was formerly engaged in the drug business at Petoskey under the style of Burrell & Luke.

Detroit—Geo. I. Major, senior member of the commission and produce firm of Geo. I. Major & Son, has filed a petition to have his estate adjudicated in the bankruptcy court.

Montague—Geo. H. Nelson, of Whitehall, has purchased the general merchandise stock of Geo. H. Mason. His son, Walter, and daughter, Nina, will have charge of the store.

Saginaw—The branch store of the Puritan Shoe Co., which has been located here for some months, has been discontinued. Fred Taylor, the manager, has gone to Ann Arbor to assume the management of the Puritan store at that place.

Owosso—Crowe & Payne, the implement dealers who were burned out a couple of months ago in the fire that destroyed the Woodard furniture factory, have begun the erection of a new building, which will be one of the finest of the kind in Central Michigan when it is completed.

Charlotte—J. L. Collisi has sold his hardware stock to Geo. W. Rue, for many years in the hardware store of A. H. Munson & Co., and Jerome Chapin, of Battle Creek, formerly traveling salesman for the Alaska Refrigerator Co., of Muskegon. The firm name will be Chapin & Rue.

Luther—D. Gardiner left Oct. 18 for Walhalla, South Carolina, where he will remain during the winter months in hopes of throwing off a threatened attack of tuberculosis, resulting from a recent severe siege of pneumonia. His grocery and hardware business will be managed in his absence by Geo. Cutler. He is accompanied by his wife and son.

Gladwin—H. A. Manenthal, better known as "Little Henry," who has been conducting a dry goods business at this place for some two years, has left the place for parts unknown. His stock has been taken possession of by the sheriff, under a writ of attachment sued out by creditors. A few local creditors are left to mourn for small amounts. He gave no hint of his intention to abandon his business and was gone several days before his action was known.

Shelby (Herald)—The Finch Shoe Co., of Springfield, Ohio, brought suit against C. C. & B. J. Moore in Justice Souter's court to recover the amount of a bill of shoes purchased from this firm by B. J. Moore. The Finch Co. tried to show that there was a copartnership existing between the Moore Bros. and that they were both liable for the bill. W. H. Churchill and A. S. Hinds were attorneys for plaintiff and C. W. Sessions, of Muskegon, for defendants. After listening to the evidence in the case, the jury brought in a verdict of no cause for action.

Manufacturing Matters.

Reading—Geo. Sheldon has sold his cigar manufacturing business to Denney & Osmond.

Charlotte—The Charlotte Manufacturing Co. is laying the foundation for the erection of a sawmill east of its present site.

Battle Creek—The Sanitarium Health Food Co. will erect, in the near future, a cold storage building at the rear of the Sanitarium Health Food Co.'s factory on Barbour street, the cost to be about \$4,500.

Hastings—Hon. P. T. Colgrove, assignee of the Cedarine Manufacturing Co., has declared a final dividend of 42 per cent.

Wayland—O. E. Harwood has removed his creamery outfit to Vicksburg, where he will re-engage in the business.

Owosso—Arthur Steggell succeeds Steggell & Shaw in the manufacture of bob sleighs and in the blacksmithing business.

Ferrysburg—Johnston Bros. and Duncan Robertson are considering the idea of putting in a complete shipbuilding plant at this place.

Saginaw—The Saginaw Suspender Co. has purchased the stock of the Saginaw Leather Co. and transferred it to its factory over 410 Court street.

Allegan—Irving A. Brown has purchased the foundry plant of Thos. Stewart. Especial attention will be given to the manufacture of plows.

Bloomington—The Bloomington Milling Co. has been incorporated and \$8,000 worth of stock disposed of. This will take the place of the grist mill burned out on Aug. 27.

Ypsilanti—The directors of the Peninsular Paper Co. have not yet decided to rebuild the mill recently destroyed by fire. The chances are that the mill will be rebuilt if satisfactory settlement is made with the insurance companies.

Detroit—The Star Heater Co. has filed articles of incorporation showing that the company was organized last April. The capital stock is \$5,000, held by Drower Margeson, Michael Keenan and Walter R. Robison, the latter having but one share.

Detroit—The International Cooperage Co. has been incorporated with a capital stock of \$100,000, of which \$70,000 is paid in. The principal stockholders are Elizabeth Tomlinson and Wm. C. Duffus, of Detroit; Michael Sweeney, St. Louis, and Wm. Curran, Sedalia, Mo.

Manton—Truman Bros. have sold their grocery stock here to Williams Bros. & Co. and have opened a store at Walkers, where they have a shingle and tie mill, with a contract for a two years' cut of shingles and cedar ties. They are also putting in camps near Manton to put in one million feet of hardwood logs at their mills here.

Bingham—The 700 acre tract of timber in Bingham township formerly owned by Lazarus Silverman, of Chicago, has changed hands and will be logged by the Barker Cedar Co. and put into its mill at this place. This tract includes 440 acres of the finest hardwood in Lelanau county, and is, in fact, about the only tract of this high grade timber, in one body, in the county.

A decision of the New York Court of Appeals declares unconstitutional the law passed in 1896 requiring that prison-made goods sold in the State, no matter in what state manufactured, shall be branded as such. In 1894 a similar law was passed affecting only prison goods manufactured in other states. This law was also declared unconstitutional, and the law of 1896 was passed with a view of meeting the opinion of the Court of Appeals in that case.

The first granulated white sugar ever made in Michigan was turned out of the beet sugar factory at Bay City Monday night and put on exhibition Tuesday. The superintendent says the success of the factory is beyond doubt.

The Boys Behind the Counter.

Belding—H. A. Waldron has returned from Hart and is clerking for Henry A. Smith, taking the place of C. A. Cribb. Shelby—F. L. Hoffman has completed his fifteenth year with the Van Wickle drug store. Fifteen years is a long time to remain in the employment of one firm and is an indication of a man's capability and popularity.

Hudson—Charley Roys has gone to Kalamazoo, where he has been tendered a position with the dry goods firm of Olin, White & Olin.

Middleville—W. K. Liebler has severed his connection with the general store of John Campbell, where he stood behind the counter seven years, and removed to La Junta, Colo., where he has taken a responsible position in the dry goods and carpet house of R. C. Inge.

Cheboygan—Miss Dora M. Ramsay has taken a position with S. Simons & Co., of Wolverine, as stenographer and book-keeper.

Lansing—Louis Smith, local agent for the Singer Sewing Machine Co., has resigned that position to accept one with the Wheeler & Wilson Co., at Jackson.

Stockbridge—H. P. Beebe, who for the past six months has been acting as prescription clerk for W. E. Brown, has bought a drug stock at Edmore, and has gone there to invoice and take possession of the stock.

Petoskey—Charles Slater has resigned his position as manager of the clothing department at Levinson's and accepted a similar position with J. Welling & Co.

Ann Arbor—George Cropsey has accepted a position as salesman in the shoe department of Hunter, Glen & Hunter, Detroit.

Ypsilanti—John Bachman, who has been with Weinman & Matthews since their opening, has accepted a position in Wilder's drug store at Ann Arbor.

Saginaw—Charles F. Kramer has resigned his position with Prall's Jefferson avenue pharmacy and has gone to Chicago to accept a position as manager of the branch establishment of a Cincinnati firm.

Lansing—E. D. Press, of Elkhart, Ind., formerly employed by Wales & Co., has accepted a position with H. Kositchek, the clothier.

Dexter—Frank Lemmon, manager of the grocery department of Davis Bros. & Co.'s store, has severed his connection with that firm and taken charge of the branch clothing store of Wadhams, Ryan & Reule which is located here.

Clocks Almost Unknown.

In Siberia clocks are almost entirely unknown. The reckoning of time is made by the movement and position of the sun. The islanders of the South Pacific make a time marker by taking the kernels from the nuts of the candle tree and washing and stringing them onto the rib of a palm leaf.

The first or top kernel is then lighted. All the kernels being of the same size, the substance burns a certain number of minutes, and then sets fire to the next one below. The natives tie pieces of bark cloth at regular intervals along the string to mark the divisions of time.

The natives of Singar, in the Malay archipelago, make use of another peculiar device: two bottles are placed neck and neck, and sand is put in one of them, which pours itself into the other every half hour, when the bottles are reversed. There is a line near, on which are hung twelve rods, marked with notches from one to twelve. A regularly appointed keeper attends to the bottles and rods, and sounds the hour upon a gong.

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

Grand Rapids Gossip

Flour and Feed.

As the facts become better known regarding the shortage of wheat and rye crops in Russia this year, the trade are manifesting more confidence in a probable rise from the present low price of flour, and have been buying on quite a liberal scale. On account of high local prices for wheat, the Russian millers recently asked their government to allow them a bounty on flour exported, to enable them to compete with other exporting countries. The situation is one of unusual strength, and if the farmers in this country would individually carry out the campaign inaugurated by Mr. Leiter last year, we should soon see the same sharp advance, to their advantage, and without the disastrous results attending his failure, on account of the necessity of marketing immediately millions of bushels of wheat.

Strong influences seem to have been at work in grain centers for several weeks to depress the price of wheat below its real value, but these are gradually being overcome by the urgent demand which continues for both wheat and flour at home and abroad. The city mills are running at full capacity and have orders booked covering the output well into December.

Millstuffs are very firm and have again advanced about 50 cents per ton. The demand is very strong. Feed and meal are firmer, with advance in corn, and are moving steadily.

WM. N. ROWE.

The Grain Market.

Wheat has been strong during the week. Receipts have been large, while exports have absorbed quite a large amount. However, the visible showed the largest income during the week that we have had in many weeks, being 2,388,000 bushels, or 750,000 bushels more than was anticipated. But, for all that, prices gained nearly 1c per bushel for cash and futures. The unsettled trouble between France and England also helped to give a strong tenor to wheat prices; also Russian crop reports are very contradictory as to the yield and from best reports their harvest will fall short of expectations. It also takes quite an amount to fill up the cleaned-out elevators. If our exports keep on at present rates we see nothing to reduce prices below the present level.

Corn, owing to the poor reports of Illinois and other sections in the corn area, also made a gain of nearly 2c per bushel, and some claim corn will see 40c per bushel. The future will show how true this prediction is. We are inclined to think higher prices will prevail.

Oats are strong, with improved tendency. The visible showed an increase of only about 611,000 bushels.

Receipts at this place were 77 cars wheat, 11 cars corn and 8 cars oats. We are paying 62c at mill for wheat to-day.

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, 15@16c 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 10c. Eight pound baskets of Concord, Brightons or Niagaras command 10c. Blue grades are getting scarce and this market will soon have to depend on Ohio and New York shipments.

Green Peppers—50c per bu.

Honey—Fine new comb commands 12@13c.

Onions—Home grown command 35c per bu. for yellow or red.

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

Pop Corn—50c per bu.

Potatoes—30@35c per bu. The market is weak.

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 Retail Grocers' Association.

At the regular semi-monthly meeting of the Grand Rapids Retail Grocers' Association, held at the Tradesman office on the evening of Oct. 18, two applications for membership were received and accepted—Cooper Bros., 418 West Bridge street, and Henry Hascher, corner Gunnison street and Butterworth avenue.

B. S. Harris offered the following resolution, which was adopted:

Whereas, We are informed that the Hon. Jerry H. Anderson proposes to re-introduce the so-called Anderson bill repealing the statute exempting municipal employees from the garnishee process, in the event of his re-election to the House of Representatives; therefore

Resolved, That we reaffirm our previous action by commending the scope and intent of this measure, because we believe it to be a move in the right direction.

Resolved, That we bespeak the kindly consideration of the Legislature when the measure comes before that body for action, and trust that the Governor will see fit to give it his approval.

Other matters of a routine nature were discussed at considerable length and several matters of a private character were considered and passed upon.

The time-worn subject of wage exemption was fully discussed, but no conclusion was reached as to the best course to pursue in the matter.

G. J. Johnson, President of the G. J. Johnson Cigar Co., has been compelled to take up his residence at Denver during the winter, in hopes the change of climate will relieve him from the asthma, which has troubled him for several months past. The business will be managed in his absence by Calvin W. Dierdorf, Vice-President and Treasurer of the corporation, who is thoroughly familiar with all the details.

Daniel McCoy, trustee of the creditors of the Michigan Brush Co., sold the assets of the corporation Tuesday to S. B. Jenks, J. B. Ware and E. A. Stowe, who will continue the business as a copartnership at the same location under the style of the Michigan Brush Co.

H. B. Fairchild, Secretary of the Hazeltine & Perkins Drug Co., is spending the week in St. Louis, attending the annual meeting of the National Wholesale Druggists' Association.

M. A. Herrick, general dealer at Lyons, has put in a grocery stock at Pewamo. The Olney & Judson Grocer Co. furnished the stock.

The Grocery Market.

Sugar—Refiners are guaranteeing that prices for refined sugar will not be advanced while goods are in transit. In other words, buyers can purchase sugar with the understanding that the price will not be advanced on them before the sugars arrive. The guarantee against a decline still holds good. In view of the severe cut of prices for refined sugar recently, and the increased cost of raw sugar to refiners, as indicated by the sale of centrifugal sugar at a supposed price of 4¼c, it is interesting to note that the cost of refining is from ½ to ¾c. As near as can be figured, it costs the American Sugar Refining Co. ¾c, and outside refineries, say .55c to .62c.

Tea—The tea situation is absorbing the interest and attention of the wholesale grocery trade, mainly because of the strenuous efforts being made by a large Eastern house to "bear" the market. Considering the exact facts as to the tea situation the action is that of a house whose stocks have been exhausted and must be replaced as cheaply as possible. All the usual and some extraordinary tactics are being resorted to as a means of bearing the market, even to the circularizing of Washington interests as to the advisability of removing the duty on teas this winter. The only effect, however, is to interfere with the outlook. Among the best houses handling tea the duty is looked on as the strongest possible backing to the tea inspection act, and one of the best safeguards of the trade even if the Government did not need the revenue thus produced. The safeguard lies in the fact of the exclusion of vast quantities of low grade trash, with which the country was flooded before the present tax became operative. One of the claims made by the bear interest on teas is that the duty will be removed by Congress soon, because the war is over and has not cost what was expected. Ordinary revenues are ample; therefore, an unpopular "breakfast table tax" will be the politician's talk. As a matter of fact, it is extremely improbable if the duty will be removed for several years; such, at least, is the promise by "business" men who lead Congress, and who claim the country's finances must be run on business principles. The war is over, but its expenses are only beginning. New territories must be heavily policed, and demands are for large navy and army increases. There is, also, little ground on which to base the claim, frequently made, that shipments are about as large as last year. Statistics show the crop in Japan is over 12 per cent. (55,000 half chests) short of last year, and last year's crop was a light one. At the beginning of this season Canada was bare of teas, and has taken more than her usual share. Pingsuey importations are less than one-half of last year, and less than one-quarter of the year 1896. Oolong importations are short 40 per cent. (90,000 half chests). At the present time there is a firm and high market in Japan, which has advanced almost continuously since the opening of the season, and soon will be closed for the United States. In the United States the market for the few remaining early medium and low grade Japan teas is several cents below what it ought to be. The bulk of the crop, consisting of later and poorer teas, costs to import much more than first teas are selling at here. The Pingsuey market at Shanghai is firm. There are no sellers except at high prices. The foreign market situation is entirely barren of

bear points. An analysis of the facts set forth above is the best evidence of the strength of the tea market. Trade is improving, and is in a position where comparatively little buying would naturally result in an advance of several cents a pound on all lines. It might still be added in reference to Japan that a few old teas which jobbers bought for the purpose of having something for a price are now almost gone, and will no more interfere with the legitimate market value of the new Japan.

Coffee—Prices are low, and there seems to be no change in the tone of the market, and indications are that there will be none for some time to come. Jobbers generally continue to complain of the slowness of trade, the distributing business being at an exceptionally low point, the demand from the country trade being confined almost exclusively to peddling lots and they showed no disposition to take other than such supplies as were needed to meet immediate wants.

Canned Goods—There is some demand for spot tomatoes, but few are to be had on spot. Prices are unchanged. A little trade is doing in corn, but no heavy sales are reported. Prices are unchanged. Peas are very dull at unchanged prices. The only peaches selling at present are the California low grades, which are moving at full prices. Eastern-packed peaches are dull.

Dried Fruits—New pears, plums and peaches have made their appearance this week. While some of the fruit is of very good quality, considerable quantities are being shipped from California not up to expectation. The California crop of raisins is turning out fine, running largely to three-crown. Recent rains, however, have retarded packing somewhat, although the quality of the fruit has not been affected. Apricots are scarce and firm. Reports claim that the California olive crop is about as near a failure as possible. The shortage of Smyrna figs seems no longer to be a doubt. For the season to this date last year there had been received at New York 3,200 cases and 5,200 bags, while so far in 1898 the arrivals have amounted to but 662 cases and 351 bags, these light receipts being taken as evidence that the shortage of the crop has not been overstated. The quality of a considerable quantity of this fruit has been poor and inferior to that of former seasons. The California crop is far in advance of anything heretofore offered from the coast.

Syrups and Molasses—Compound syrup is moving well at unchanged prices, although glucose has advanced nearly 1c per gallon. This may cause an advance. Molasses is very dull and prices are unchanged. The first receipts of the new crop will come forward during the next few weeks.

Reuben Bliss and Thomas J. Atkinson filed articles of copartnership, for the purpose of transacting a general fruit and vegetable commission business, with the County Clerk yesterday. The firm is to be known as R. L. Bliss & Co.

Hiram Munger, formerly engaged in trade at Sullivan, has opened a grocery store at Levering. The stock was furnished by the Musselman Grocer Co.

It is easy for a conceited man to convince himself that the world is not treating him right.

Any young man wishing to work as emperor should apply for a job in China.

The Cloven Hoof of Unionism.

Written for the TRADESMAN.

The Colorado brewers are having trouble with their workmen. The contest centers on the time question, the day's work calling for nine hours instead of ten. Local union No. 44 rejects the contract proposed by the State Brewers' Association, because Section 1 completely ignores the local union; because Section 2, although providing for nine hours' work, fails to state that the hours shall be consecutive, "which would enable the bosses to divide the hours at their whim," and because Section 8 gives the foreman full power to engage or discharge any workman at his pleasure, thereby again ignoring the union principles and opening the opportunity for discrimination against workmen who are citizens of the State, mostly with families on their hands, who would be displaced by outsiders. No fault is found with Section 10, which provides that beer shall be furnished as heretofore.

The sections referred to are chosen from a dozen or more. While they are made to center around a day's work of nine hours, they can be reduced to one with the single idea that the union not only proposes but insists upon running the brewery business according to its "whim" and making such use of the brewers' capital as to it seems best. Furthermore, the union has decided to present its ultimatum to the brewers and to insist on the acceptance by the proprietors of the demand which the union makes; and the atmosphere, although at present undisturbed, is full of suggestions and signs that if the demands are not granted and if the proprietors do not lay aside their haughty

contempt and recognize the local union, a strike may follow.

It would be amusing, if little less exasperating, to note how the same old desire in these labor troubles is constantly cropping out. "Labor and Capital" is the sign nailed above every mercantile establishment. The junior member of the firm, with his two more or less—usually less—skillful hands, without experience, without any essential qualifications for the business, orders the junior member of the firm to furnish the brains and the money, to run all risks and to do the worrying for twenty-four hours, while the senior member, without any responsibility whatever, saunters to his work at 7 in the morning, quits at 5 in the afternoon, with a half-hour at midday for luncheon, and, after a pleasant evening of self improvement, goes contentedly to bed to sleep the sleep of the just!

That is the union program. So long as it is carried out to the letter, the wages promptly paid and the beer "furnished as heretofore," everything is lovely and the union "goose honks high;" but if there be a hitch in the program, no matter for what cause, the junior partner calls the senior member of the firm to strict account, with threatened correction if the old and pleasant order of things is not promptly restored.

Depending upon the fact that human nature is the same the world over, it may be safe to conclude that the workmen in the present contest will go right on at the rate of 10 hours a day, with the beer furnished as heretofore. It is fairly probable that the man furnishing the brains and the money will insist on making use of both as he pleases; and

it is more than likely that Capital in Colorado, as in the other states of the Union, will find ways and means to carry on its business without any dictation from any interfering organization, especially when such interference is brought about by the persons making up its own pay-roll.

R. M. STREETER.

Gotham's Estimate of the Apple Crop.

From the New York Commercial.

The apple crop throughout the country is very short this year, and not more than 50 per cent. of the usual crop will, it is said, be produced. Nearly the whole crop is in the East, and in Michigan, which has about 50 per cent. of the crop. About 40 per cent. is in New York State and the remainder in the New England States. There is practically no crop in Maryland and only a small crop in Virginia. The apples are of an inferior quality and the prices are poor. There will be but few apples canned this year, the canning being done principally in New York State.

Time to Renovate Your Stock.

From the Stoves and Hardware Reporter.

When the frost is on the pumpkin and there's ginger in the air—when the sunburned summer maiden's skin is bleached from black to fair—when the autumn nights are chilly, and the autumn days are hot—when the fortunes of the Spaniard have essentially "gone to pot"—when the signal-lights of Christmas flash a little way ahead—when is passed the summer dulness and no longer trade is dead—when the wheat crop has been garnered and the fodder's in the shock—then's the time to grab a pencil and go through your ancient stock!

It is hard for anybody else to please the man who is well pleased with himself. Advice, like castor oil, is easy enough to give, but dreadful uneasy to take.

Commendation of the Anniversary Issue.

Minneapolis Commercial Bulletin: It is a pleasure to commend the work of good trade papers. The Michigan Tradesman, of Grand Rapids, has just entered upon its sixteenth year of publication, a strong paper. A special edition was issued and full evidence was given of the esteem in which the Tradesman is held by the advertisers of Michigan and outside points. We wish to congratulate Mr. E. A. Stowe, the manager, on the excellent work he is doing. The paper is fearless and it commands the respect that independent papers always do.

Furniture Journal: The Michigan Tradesman is fifteen years old and celebrates this event by a handsome number in which men who have been identified with various interests in Grand Rapids for an equal length of time recite the changes which have taken place. The Tradesman is one of the distinct successes in trade journalism and no paper which comes to this office is read with more interest. Editor Stowe is one of your virile men, who has a policy and maintains it. May he continue to make profits from the Tradesman for three times fifteen years, and then enjoy the rest and idleness which should come to every man who makes a success of a paper for that length of time or less.

Eternal Hope.

Mrs. Newrich—Do you think my daughter will be a musician?

Professor—I gant zay. She may. She dell me she come of a long lived family.

Perquisites Omitted

Stranger—How much pay does your city council get?

Resident—Nobody knows. All we know is what its regular salary is.

Watch the little leaks and you can live on your salary.

One of Our Special Bargains for Carnival Week



This elegant Quarter Sawed, Hand Carved, Rubbed and Polished Finish, Serpentine Front, Swell End Bedroom Suit, (three pieces, Bed, Dresser and Commode) with large pattern French Beveled Plate. **WORTH \$75.** Limited number only at 50 per cent. off. Net..... **\$37.50**

GRAND RAPIDS WHOLESALE FURNITURE COMPANY, Masonic Temple, cor. Louis and Ionia Sts., Grand Rapids.

Write for catalogue, as we furnish all kinds of Furniture at proportionate rates.

Many Men of Many Minds.

Persistently, ever since I began to formulate and put in order my desultory impressions of the modern highwayman of trade, I have tried to select some one salesman of my acquaintance, whom I could use as a model, embodying in the greatest degree the good qualities of the commercial tourist; but I find it impossible to settle upon any one—not because of any lack of material, but because the dozen or so of men who come to my mind in this connection exhibit so many contradictory traits of character and temperament and such radical differences of method that all attempts to find a standard are rendered futile. The old Hoosier adage that "There is as much difference in folks as there is in anybody" finds exemplification here.

Where one traveling salesman will seem to court the buyer's objections that he may overcome them, another will wave them aside as airy nothings, and a third hardly gives him a chance to find out that he has any. One will come in with a don't let-me-disturb you air, and wait until his buyer is quite through with the man ahead of him before making his presence known, while another will walk in as though his foot were on his native heath, call ut a cheery "Hello!" to the busy buyer and engage in animated conversation with any one whom he finds disengaged until the chair he is waiting for is vacant. One will tell his tale in confidential accents hardly audible to the buyer; another proclaims his mission in a voice that attracts attention thirty feet away. When one man comes in his manner impels a talk of business, and business only, from the start; with another, social gossip or banter comes first and barter is seemingly given second place. One makes the buyer feel that an order is of the greatest personal importance to him; another says by his manner, "Buy if you will, don't if you won't. I have stated the case fairly, and if you can't see the extraordinary value I am offering it is no affair of mine."

Men showing all these characteristics get orders in equal amount and seem to stand upon the same basis in the buyers' favor—so who shall say that one is better than another, or select one type as setting forth the peculiar qualities that are to be looked for in a good salesman?

Are my perceptive faculties becoming dulled, or is it true that the salesmen of the newer generation exhibit more of a dead level of mediocrity, and that one must look to the older men on the road for the distinguishing marks of special merit? Those who, to my mind, rise above the others are almost all among the older ones, and the later comers seem to be cast in a different mold. They do not appear to make friends as the older ones did, nor to leave any lasting impression behind them. They come in, transact their business, vanish and are forgotten, and upon the twentieth call are upon the same footing they were upon the first. Their faces are recalled with an effort and their names not at all except as they appear on the buyer's note book. It is possible that their failure to make an impression is due to the fact that there are so many more men out than there used to be or that the natural liking for "old books, old friends, old wine," creates a perdition in favor of the older men, but I do not think this will account for it all. There is a tendency in these days of special hurry and everlasting bustle to reduce everything to routine, and it may be that the newer

men who have had a routine business training at home carry the effect of it with them and show more of machine and less of individuality than the veterans; or that class of men that formerly took to the road now find a better paying field for their efforts in other directions. There is a greater percentage of salesmen stopping at the second-class hotels, under-dressed in appearance and smoking cheap cigars, while the autocrat of the road for whom nothing was too good and who has given to the craft all the glamour it possesses for the young boys entering upon their business career is, according to my observation, growing perceptibly scarcer. Within a week I have heard a buyer complain of the large number of men on the road who are lacking in ability, and a recent article in a trade paper contained a similar complaint couched in most ungentle style.

Not that the recruits are all unworthy or that the older men are all of the best. There are good men among the newer ones who carry with them the marks of success, and, perhaps, a generation later, when the present traveling force shall have been changed so that the better men among the present youngsters are the veterans and the poorer ones sifted out and replaced with the ever-shifting majority of new men, some other writer will find occasion to complain of the decadence of the craft as I do now. Still, I doubt very seriously whether many of the young men of the present day will ever find themselves upon the free-handed, liberal basis of the men who rule to-day.

JOHN T. ROBINSON.

The Local Store.

The question of advertising a store situated in the outskirts and catering to a sectional trade is worth thought. It is necessary that the merchant shall keep in touch with his trade, therefore he must advertise. Questions arise as to the best methods to follow. Papers of general circulation are not entirely worthless, but there is so much circulation which the suburban merchant does not want, and yet must pay for, that this plan is generally impracticable. Many plans have been tried, and among the best of them seem to be the booklet and circular, and the publishing of a small paper of local interest. Besides the many circulars and booklets furnished by manufacturers and jobbers, the dealer should issue some good literature of his own. This should be distributed in his territory by trustworthy carriers, or mailed from a carefully kept list of names. The following plan has been tried by several merchants similarly located, and has proven successful: A small paper is issued at regular intervals. This contains news of local interest as well as the merchant's advertising. Many times there are other merchants in the same locality who will bear part of the expense in order to have advertisements displayed therein. This paper is distributed free throughout the section, and will find ready readers if the news is carefully gathered and edited. Many times publications of this character can obtain accounts of local interest that never find their way into papers of general circulation. Such papers are being published by many merchants who cater to a sectional trade, and even those with a more general circulation often find the plan remunerative.

The Boy Was Bright.

Tommy—Did you do much fighting during the war, pa?
Pa—I did my share of it, Tommy.
"Did you make the enemy run?"
"You're right, I did, Tommy."
"Did they catch you, pa?"

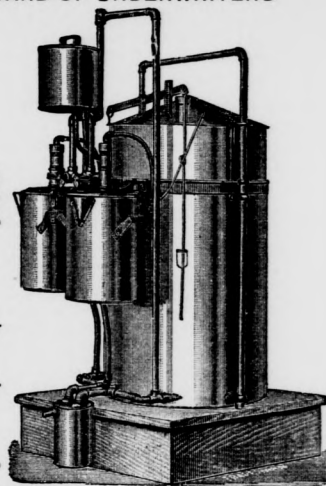
Inscribe on your banner: "Luck is a fool; pluck is a hero."

APPROVED BY THE NATIONAL BOARD OF UNDERWRITERS

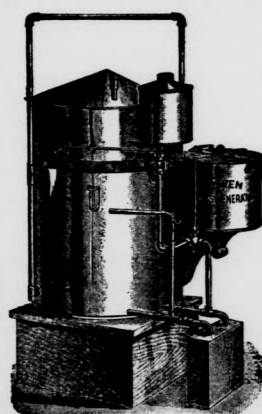
THE "KOPF" ACETYLENE GAS MACHINE

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



Belding, Mich., Aug. 17, 1898.
Gentlemen. I have one of your gas generators, and it is just the thing. I can light my room for about half the expense of electricity. I had electric lights and used four in the same room, and your four lights make more than double the light. I cannot praise them enough.

Yours truly,
E. TRALL.

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

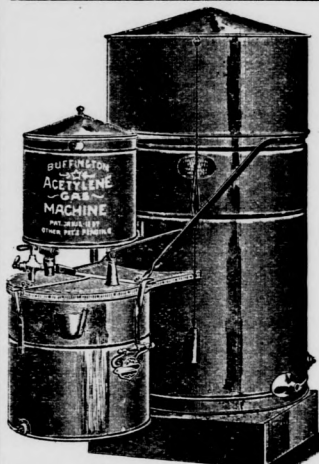
ACETYLENE GAS

WHAT IT IS AND HOW TO GET IT

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

BUFFINGTON GAS MACHINE

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



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

Holiday Goods

afford BIG PROFITS
if you buy from us.

FRANKE BROS., Muskegon, Michigan.

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

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

HENRY M. GILLETT

Manufacturers' Agent for Advertising Specialties.

State Agent Regent Manufacturing Co., Chicago.

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





Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
Grand Rapids, by the
TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

Communications invited from practical business men. Correspondents must give their full names and addresses, not necessarily for publication, but as a guarantee of good faith. Subscribers may have the mailing address of their papers changed as often as desired. No paper discontinued, except at the option of the proprietor, until all arrearages are paid. Sample copies sent free to any address.

Entered at the Grand Rapids Post Office as Second Class mail matter.

When writing to any of our Advertisers, please say that you saw the advertisement in the Michigan Tradesman.

E. A. STOWE, EDITOR.

WEDNESDAY, - - - OCTOBER 19, 1898.

HUMILIATING BACKDOWN.

No better example of the power of organized co-operation among business men was ever presented than by the recent humiliating backdown of the American, Adams, United States and National express companies from the arbitrary position they had assumed toward the independent telephone company of Grand Rapids.

Early in the summer the Citizens Telephone Co. was notified that the Bell Telephone Co. was giving the express companies free service and that the independent company must do the same or remove its telephones from the offices. A vigorous protest resulted in a stay of proceedings, but three months later the express companies simultaneously promulgated an edict that telephone service must be free after Oct. 1 or the independent telephones removed. This action was so manifestly one-sided, considering the fact that the Bell exchange has only about 500 business connections while the Citizens exchange has more than three times that number, that the business men of the city regarded the ultimatum as an attack on local interests in behalf of a decaying monopoly, and governed themselves accordingly. Realizing that the express companies had no regard for public sentiment, as shown by their defiant attitude on the war tax, and that the only thing which would bring them to time would be a curtailment of their revenues, concerted action was immediately resorted to by local shippers, resulting in a falling off in express shipments out of the city of fully 40 per cent. the first week and a still heavier shrinkage the second week. This decrease in the revenues of the local offices, coupled with the intense feeling which resulted from the arbitrary action of the companies, naturally brought them to a realizing sense of their helplessness in the face of such a compact force of loyal citizens, animated by a common purpose and acting as one man in combating a common enemy. Within the space of a fortnight the district managers of the express companies found it necessary to change front. Instead of arrant dictators they became cringing supplicants, begging for mercy at the hands of a community inflamed with just resentment. A public meeting of business men was called for Monday evening and representatives of the express companies were invited to be present. They came to the city, but they possessed neither the courtesy nor

the courage to face the representatives of a community which they had undertaken to bulldoze into patronizing the Bell monopoly. Instead of walking into the meeting man fashion and frankly admitting they had gone a step too far in undertaking to discriminate against local enterprise, they timidly kept out of sight of the men they had exasperated, and permitted a citizen to make the announcement of their humiliating backdown. The victor can always afford to be generous to the vanquished, but the foe who surrenders and then sneaks out of camp ceases to be the object of magnanimity and becomes the subject of contempt.

GENERAL TRADE SITUATION.

The report for the week signifies generally favorable and improving conditions, the only exception of importance being the dullness in the stock market, which is attributed to political and speculative causes. Prices have fluctuated enough for speculative interest, holding some gain; but, considering the favorable condition of earning reports, the wonder is that there should not be a marked advance all along the line. For lack of other reasons the situation is attributed to the political situation, and many are looking for a continuance of this dullness until the election season is over.

The general tide of business continues to flow without material abatement anywhere. Export movement continues very heavy. Clearing house reports show a material increase over the corresponding period of last year, notwithstanding the fact that the reports were phenomenally large at that time. Records of volume of business in most lines are not only exceeding those of last year, but are breaking those of the year preceding the panic, and so all records. Considering the difference in values the increase is very great.

The iron and steel manufacture, in nearly all lines, continues its steady course of greater activity than ever before known. Production is constantly increasing at a rate which would be alarming were it not for the fact that consumption continues in an equal ratio. Prices are well sustained, but there is some disappointment that there is not a more decided advance from the low levels so long maintained. However, a more radical advance would no doubt quickly affect the volume of business, as the present low prices not only encourage the prosecution of domestic engineering undertakings, but make it possible to reach other markets in competition with foreign production.

The movement of the grain trade has been mostly in the right direction, although there was a tendency to reaction the first of this week. Export movement continues large, nearly equaling the phenomenal outgo of last year. The fact that prices for the season were arrested at so high a figure of the decline and that improvement has been almost uniform since would seem to assure the maintenance of good prices for the year. During the week there has been a gain of two or three cents in both spot and options.

The textile situation shows little change. Talk of restricting production in the Eastern mills continues, but without material result. The boot and shoe trade continues to exceed all records for the season, being 8 per cent. more than last year and 20 per cent. more than in 1892.

OFFICIALS SUPERIOR TO LAW.

The essential requirement in all official obligations, incorporated into every oath of office, is the upholding of the laws of the country. So conclusive is this proposition deemed it has become an axiom, and the extent of its application has come to include all laws in force, even if, in the judgment of the official, the code includes some that are not in harmony with the principles of right or justice. It is to be observed that the question of right is a matter of judgment, and it is a conclusion too obvious to need statement that the exercise of individual judgment would be fatal to all law and order. If there are evil laws it is often said there is no quicker way to secure their repeal than by their enforcement. The only conceivable exception to the rule stated is the changing of conditions which might make the need of a change in laws so manifest that a tacit agreement to delay enforcement until action in the premises could be had could by no possibility work injury to any. In such a case the factor of personal judgment must be eliminated.

The common law of all the states of the Union recognizes and defends the right of individual ownership and control of all property, including industrial undertakings of all kinds subject to the rights and well-being of the communities in which such are carried on. The rights of the community preclude the maintenance of a nuisance and include a proper regard for the rights and welfare of employees, but there is yet to be found a case in which the rights of the community can compel the operation of a factory against the wishes of the owner, or the employment of operatives that in his judgment are inimical to the interests of the enterprise or who may prevent the employment of any he may wish, not involving the bringing of improper characters into such community. Force of combinations may interfere with the rights of employment, but such force is against the common and universal law in every case.

But there has somehow come to be accepted by a class of officials and demagogues the idea that the employees in any enterprise possess certain rights of control in the industry with which they are connected; that it is their privilege to dictate as to who may and who may not be employed. Combinations assert and maintain these prerogatives; but they do this because they have the power—few of their number try to defend them as a right.

During the past week the State of Illinois has afforded an example of the defense of these assumptions by its Chief Executive, which has resulted in the loss of a considerable number of lives. The striking miners had assumed control of the town, and refused to permit other workmen to enter the mines. The appeal to the Governor for the control of the rioters by the aid of the State troops was refused, for the reason that such control would enable the mine owners to operate their mines with new employees. Not knowing the extent to which the mob would go, the mine owners attempted to bring in a trainload of negro workmen. In the battle which resulted twelve or fifteen were killed and many more wounded. Further appeals to the Governor brought only the reiteration that the State troops could not be used to enable the mine owners to operate their mines, and in addition to this the assertion that if there were not laws forbidding the importation of

labor from other states there ought to be, and he would anticipate the enactment of such laws.

It may be contended that the Virden mine owners could have avoided bloodshed by refraining from the bringing in of other workmen; but they had no reason to suppose that the rioters would presume upon the attitude of the Executive to the extent of armed resistance. When the event transpired the company showed commendable diligence in taking the obnoxious workmen out of the reach of the brutal element which had assumed control of the town; and later, when the order of the Governor for the disarming of the company's guards was executed, there was no hesitation in complying.

Thus there is seen the Chief Executive of a State refusing to control a lawless mob on the ground that it would permit the operation of the industry against which they were striking. In this refusal he is recognizing the right of this mob to interfere with the industry in question; and, as if this was not enough, he asserts that, if in preventing the bringing of other workmen there is no law to defend his action, he should proceed upon the assumption that there ought to be such a law. By his action the Governor has virtually taken the control of the mines, and it is a matter of interest as to what he, and his coadjutors, the rioters, will do with them.

As a campaigner Charles F. Rood has demonstrated that he possesses genius of a high order. Confronted with united action on the part of the four express companies doing business in the city, he so directed the forces at the disposal of the local telephone company as to achieve a complete victory in the short space of seventeen days. Careful in statement, conservative in conclusion, but vigorous in action, he succeeded in routing the express companies at every turn and compelling them to recede from every position they assumed in opposition to local interests. The management of the magnificent property which is being created by the Citizens Telephone Co. is safe in his hands.

The humiliating surrender of the express companies to the public sentiment of Grand Rapids is not the first time the express companies have been compelled to bite the dust under similar circumstances. They took a similar stand in several cities in Indiana, but in each case they have been compelled to come down from their pedestal of bluff and effrontery and eat crow in the presence of the men they undertook to rule with a rod of iron.

No, the express companies are not on the pauper list. Public sentiment has decreed that the express companies must pay for telephone service—that is, telephone service that is worth anything—the same as ordinary people, and the proud and haughty officials who thought they could bring to time a city the size of Grand Rapids have acknowledged their mistake and bowed their heads to the inevitable.

In asking this country to pay her war expenses Spain is evidently trying to apply that principle of the common law which allows the victim of an assault and battery to recover damages.

When a man says his friend is "working like a beaver," he praises his industry; but does not compliment him as to methods. The beaver works with its teeth and its tail.

INCREASED RAILWAY MILEAGE.

It may be a long time before the people of the United States will again see railways built at the rate of 10,000 miles and more a year, as was the case in the eighties of this century; but it appears that a healthful revival of the industry has begun.

Such, at least, is the conclusion arrived at by the Chicago Railway Age, which is an intelligent and careful observer. The Age finds that no less than 1,000 miles of track have been laid in the United States since July 1. This, added to the 1,182 miles put down in the first half of the year, makes almost 2,200 miles for the nine months ending Sept. 30.

The figures presented above have no reference to renewals and sidings, but mean that 1,000 miles of new railroad have been built in the last three months. If this ratio of increase keeps up until Dec. 31 the close of the year will see not less than 3,000 miles of new road built in 1898, with many hundred miles more under way to be completed in 1899. There is enough work in progress to bring the total up to 3,000 miles without difficulty, unless something unforeseen occurs to cause delay.

The statistics show that the 2,200 miles of road built during the first nine months of 1898 exceed the total mileage for any entire year since 1893, when 2,635 miles were completed. In 1894, 1,948 miles were added; in 1895, 1,728 miles; in 1896, 1,848 miles, and in 1897, 1,880 miles.

Track-laying has been confined to thirty-eight states and territories, and no new mileage has been added in Connecticut, Iowa, Massachusetts, Nebraska, Nevada, New Hampshire, New Jersey, Rhode Island, Utah, Vermont and Wyoming. Alaska this year joins the list of territories in which railway construction is in progress, and contributes twenty miles of road, extending from Skaguay, north, through the White Pass to the international line.

Railway construction has long been considered a test of the condition of business and of the confidence of capitalists in the financial situation. These have been more or less disturbed since the financial panic of 1893. The country seems to be growing out of those embarrassing conditions, and the Railway Age is entitled to thanks and important consideration for its encouraging view of the situation, backed up by facts and figures.

MODERN METHODS.

The exertions which are being made in Germany to acquire great progress in commerce, and foreign commerce particularly, are the result of a determination by the German government to follow as much as possible the example of England.

One of the means employed is the education of the people in all sorts of technical trades and industries. United States Consul Monaghan, at Chemnitz, in the Kingdom of Saxony, reports that, with a population of 3,783,000, the Kingdom has 1,953 of these schools, with 75,358 boys and 1,699 girls in attendance. Besides these, there are 39 higher industrial schools, with 10,660 scholars; 112 industrial technical schools, with 10,119 scholars; 44 commercial schools, with 4,781 scholars; 11 agricultural schools, with 691 scholars; 7 schools of all kinds of work for girls, with 1,569 scholars, and 18 technical schools for girls, with 2,445 scholars. These schools are supplementary to the

common schools, in which the children of both sexes are given general instruction up to their fourteenth year.

The merchants of the principal cities have formed export unions, which send out agents to various countries to collect and send home samples, study goods, tastes, methods of transportation, systems of payment, credits, etc. Nor are these agents sent out without any definite aim, or simply to see what is going on. First of all, the territory is investigated. If necessary, agents will be sent to reconnoiter, so to speak. For such purposes, 380,000 marks (\$90,440) was expended between 1886 and 1895. The first trip was to Venezuela, Peru, Bolivia and Chili; the next to Eastern Europe; the third covered Mexico, Canada, the West Indies and Cuba; the fourth, Japan; the fifth Africa.

The technical education embraces the current modern languages. A merchant or manufacturer is often master of five, six, seven or more languages. Boys born in Germany that have never been beyond the walls of Hamburg speak English, Spanish, French, etc. To this, as much as to any other factor, this empire owes its wonderful success in recent years.

Thus everything is done for commerce. England, by commercial enterprise and wisdom, has become the first nation on the globe. The Germans realize the fact, and they have set out to emulate and profit by the example. Germans realize this as a necessity, because theirs is a poor country in many respects. The United States, which produces everything in the greatest abundance that other nations want, is content to have no ships and to carry on no foreign commerce. The American people sit still and wait for the foreigners to come with their money and ships and do all the business. The Americans would do well to display a little energy and enterprise. They will not always be able to depend on their natural advantages.

By the federal law of July 1 is permitted the use of private mailing cards at the same rate of postage as postal cards in the United States, but it leaves the rate on them when mailed to Europe or elsewhere outside the country the same as letter postage—5 cents. A movement is on foot to obtain the passage of a law permitting them to go at the same rate of foreign postage as postal cards. The German and Austrian governments derive annually a large profit from the use of private ornamental souvenir postal cards, but it comes mainly from tourists, who send them home as souvenirs. It is thought that if the United States Government should allow to them the same privileges as the German or Austrian does, it would not only augment the postal revenues, but would create a new industry of considerable proportions. So far the manufacture of private postal cards has been limited mainly to war souvenirs.

Horseflesh, assflesh and muleflesh are now eaten in such large quantities in France that the regular butchers who deal in beef and mutton are getting uneasy. In the dingy restaurants frequented by the lower orders of Rome, Florence and Naples they go one better. There, a dish composed of the harmless wood serpent's flesh is regarded as something of a dainty.

The sort of men who make lions of prize fighters are not above making dogs of themselves.

PILGRIMAGE TO PALESTINE.

Emperor William, of Germany, has set out on his long-heralded journey to the Holy Land, to visit the famed shrines associated with the beginnings of Christianity. Like all movements of Germany's Emperor, this pilgrimage is to be made as spectacular as possible, and incidentally there is to be a visit to Constantinople and to the Sultan of Turkey, with whom the Emperor has been on friendly terms for some time—so friendly, in fact, that Germany is one of the powers which has abstained from taking part in the joint movement to compel the withdrawal of Turkish troops from Crete.

Whether or not the purpose of the Emperor in visiting the Holy Land is mere curiosity will not be known, at least for the present; but there are many people suspicious enough to believe that the Kaiser has political designs with respect to Palestine which he hopes his present pilgrimage will further. It is said to be a fact that, at the time, some years since, when it was thought that Turkey was upon the eve of final dismemberment, Emperor William was anxious that Germany should secure that section of the Turkish possessions in Asia in which the Holy Land is situated. It is also known that German capitalists have made investments in that part of Asia.

The Sultan of Turkey, who is decidedly more of a diplomat than the German Emperor, is making all the necessary preparation to profit by the imperial visit to his dominions. A most elaborate reception is being prepared for Emperor William and his suite, and every effort is to be made to render his trip both pleasant and secure. In this way the Sultan hopes to secure the moral support of Germany and at the same time to frustrate any political designs the young Emperor may harbor in his mind.

As Emperor William, because of his eccentricities, is always an interesting personage, his journey to Jerusalem will be watched with interest. It is reported that he has taken with him a huge box of presents and decorations, to be bestowed upon Turkish officials, and he will no doubt bring back with him an equally large case of similar baubles, of which he will be the recipient, as Abdul Hamid is a past master in the art of properly placing gifts and decorations where they will profit him most. The world will, consequently, be treated to a number of great spectacular displays and much ceremonial, all of which will be strictly in keeping with Oriental custom, and not distasteful certainly to Emperor William, if we are to judge of his tastes in that direction from the liberal interjection of the spectacular in official acts in his own country.

AN AUXILIARY NAVY.

Previous to the war with Spain many regular officers of the navy predicted that the actual test of war would show that the naval militia system would prove practically of no value. This opinion was based, no doubt, partly on natural prejudice against any apparent association of civilians with the naval service, but largely upon the more substantial ground that through the fault of Congress the naval militia had had but scant opportunity to perfect themselves in the duties essential to successful work afloat.

The actual test of war has been applied and as a result the leading officials of the navy have become thorough-

ly convinced that the naval militia is a most valuable institution, and it is freely admitted that the officers and men of this organization rendered valuable service. As a result of the actual experience with the militia under war conditions, it has been determined to devote more attention to this organization for the future, and to use it as a nucleus of a National naval reserve.

Although the plans of the heads of the Navy Department with respect to the future of the naval militia have apparently not yet taken definite shape, the general idea is to bring about a uniform system of organization and discipline throughout the United States. The militia battalions are to continue their connection with the State National Guard, and to be subject to duty within their respective States, like any other portion of the militia; but the discipline, training and organization are to be directed by the Navy Department, and the entire organization is to be subject to the orders of the National Government for war purposes.

The plans contemplate the use of proper training ships by the militia, the facilities for great-gun drill and target practice, and opportunities for a couple of weeks' training on a regular cruising ship each year. A regular officer is to be assigned to each state battalion as instructor, and improved arms and equipments are to be supplied to the force.

It should be said, to the credit of the naval militia of the country that, while their total strength prior to the war was about 5,000 officers and men, the number serving in the navy during the war exceeded that figure, showing that not only did the entire strength of the force volunteer, but that many additional recruits were also furnished the naval service.

While the naval militia served mainly on the auxiliary cruisers and coast-defense vessels, quite a number were also drafted into the regular ships. They participated in a number of the fights, and wherever used did efficient and loyal service. According to the admissions of naval officers of high rank, the naval militia have created for their service by actual achievements during the war an acknowledged place in the general system of National defense.

The Sultan is said to have nearly completed the largest hotel in the world, at Mecca. This establishment is to lodge 6,000 pilgrims at once, with, presumably, their camels and other beasts of burden, and promises to be one of the most picturesque places to stay at in the world, although, of course, infidel dogs are not allowed to approach it. Its vast size has drawn attention to monster residences. The largest dwelling house in existence is in Vienna, where there is an apartment house with 1,500 rooms in it, occupied by more than 3,000 people. This building has thirty-two staircases, thirteen interior courts, and 850 windows on the street.

The citrus fruit season, which has just ended in Southern California, shows that the output amounted to 5,000,000 boxes, or as much as Florida ever produced in her best year. The crop sold for \$11,000,000, of which sum \$4,500,000 was paid for freight. The high tariff and increasing demand for California oranges have greatly encouraged the growers, although they still protest against the high railroad rates, which eat up too large a part of the profits.

BEET SUGAR.

Early Efforts to Establish the Industry in this State.

Written for the TRADESMAN.

The manufacture of sugar is now a Michigan industry. The Michigan Sugar Company of Bay City has completed its large plant and this week went into commission for its first run, with a capacity of 400 tons of beets daily and an expected production this season of upwards of 100,000 pounds of granulated sugar. If the Bay City factory proves the success hoped for, other factories will, undoubtedly, be started in other parts of the State and Michigan will no longer be dependent upon the outer world for its sweetness. The last Legislature granted a bounty of 1 cent a pound on all the beet sugar produced in Michigan for a period of years, and this will undoubtedly encourage the industry. The bounty for sugar recalls that the salt industry received a similar encouragement in its days of infancy. The manufacture of salt had been vainly attempted in this city and was finally abandoned. The geological reports were favorable to the existence of salt, but the failure here somewhat daunted other explorers. Finally, Saginaw parties decided to explore and experiment and, as a preliminary, asked the Legislature for a bounty of 10 cents a barrel on all the salt that should be produced. The lawmakers thought it a joke and promptly conceded the bounty, and in their generosity made it 10 cents a bushel, instead of barrel, which multiplied the bounty asked for by five. A company was organized in Saginaw with \$5,000 capital and a salt well was sunk. The well was a success from the very start—so successful, in fact, that the Legislature became seriously alarmed and at the very next session repealed the bounty. Salt having been discovered in paying quantities, however, the industry did not languish, and Michigan to-day is one of the greatest salt-producers in the world. It is possible that the sugar bounty will share the same fate as that which befell salt and that it will be repealed as soon as the industry seems to threaten the stability of the State Treasury.

The manufacture of sugar from the sugar beet is not a new industry. It is not new, even in Michigan, although the factory just started at Bay City will be the first that the present generation will remember and will, doubtless, be pointed out, when the sugar industry shall have attained large proportions, as the sugar pathfinder. Something like half a century ago much interest was taken in the raising of beets for sugar purposes and the old patent office reports dating back in the '40s and early '50s, when the patent office paid as much attention to the agricultural development of the land as to the mechanical discoveries, disclose very many interesting papers and reports upon the manufacture of sugar from beets, and also from cornstalks. At Kalamazoo sugar was actually manufactured, both from the beet and the cornstalk, and the process is described in detail by the old reports. The industry was not profitable, however, and that it was ever even tried has been forgotten by most people.

It is, perhaps, an interesting coincidence that the first explorer for salt in Michigan was also among the first to try for sugar. Lucius Lyon, just as he was completing his term as one of Michigan's first Senators in 1830, sent a package of sugar beet seed to his farm at Lyons, with explicit instructions how it

should be planted. He procured the seed in Pennsylvania at a cost of \$1.25 a pound and intended to plant 100 acres, but could get seed enough for only ten acres, which, perhaps, was fortunate, as the experiment was not a success. Then he sent to France and imported a lot of the seed for himself, and he personally planted it and superintended its cultivation. The season was unfavorable and, with drouth, grasshoppers and worms, his crop suffered. He raised about ten tons to the acre, but whether he tried to convert beets into sugar is not related. The following season he visited Massachusetts to visit David L. Childs, who had written a book on the sugar question and set himself up as an expert. Childs assured him that beet cultivation could be made very profitable and offered to come to Michigan to give lectures and instructions and also proposed to open a school of instruction at \$100 a pupil. Mr. Lyon, in a letter which has been preserved, made a curious calculation in regard to sugar, and as it may be of interest even at this date, nearly sixty years later, it is given:

The consumption of cane sugar is at least 12 pounds for each person and, estimating the population of Michigan at 215,000, the consumption of cane sugar in our State would be 2,580,000 pounds annually. The entries at the custom house show that we import about ten times as much brown sugar as we do white, and that the cost of the brown is about six times that of the white that is consumed, although the cost of the brown per pound is only two-thirds that of white. Assuming that our brown sugar costs in Michigan 10 cents a pound, our 2,580,000 pounds would cost \$258,000 if it were all brown. Add for additional manufacture, \$25,800, and it makes the cost of the sugar annually imported and sold in our State \$283,800, all of which money, according to Mr. Childs' book, we can keep among ourselves by manufacturing sugar from the beet, which he says may be done at an expense not exceeding 5 cents a pound, or about half what it now costs our merchants to bring it on.

Considerable interest was taken in beet sugar in St. Joseph county and ex-Governor John S. Barry was sent to France and Germany to investigate the subject and to learn the processes; but sugarmaking, except maple sugar, was not in those days a success and was finally abandoned. Now it is taken up again, and the prospects are better.

L. G. STUART.

Why Some Men Die Poor.

In a down-East village store the wise-acres sat in council on the nailkegs and cracker boxes.

"I'll tell you just what kind of a man Tom Jones was," said the chief critic, a sharp-eyed but not unkindly son of the soil. "He's dead now, and we can't hurt him by what we say, and I might as well speak out plain.

"He never got on in the world, and there was a mighty good reason for it. Fact is, he never did anything so 'twould stay done.

"He was a good worker; he lived on the next farm to me a dozen years, and I can testify that he wasn't lazy. He would mow, for instance, and was careful to pick up every stone in front of his scythe. He'd pick it up and carefully lay it out of the way behind him. Next year, when he came to mow that field, he'd pick up the same stones again and lay them behind him, and that way he picked those stones over and over year after year.

"That way of doing things gave him a good chance to work hard and die poor, and that was what ailed him all through life."

It may take nine tailors to make a man, but ninety-nine collectors can't make him settle.

Beecher's Advice to His Son.

From a letter once written to his son by the famous preacher, we take the following wise hints, which are good for all young men—and young women, too:

"You must not get into debt. Avoid debt as you would the devil. Make it a fundamental rule: Cash or nothing.

"Make but few promises. Religiously observe the smallest promise. A man who means to keep his promises can't afford to make many.

"Be scrupulously careful in all statements. Aim at accuracy and perfect frankness, no guess work—either nothing or exact truth.

"When working for others, sink yourself out of sight; seek their interest. Make yourself necessary to those who employ you by industry, fidelity, and scrupulous integrity. Selfishness is fatal.

"Hold yourself responsible for a higher standard than anybody else expects of you. Demand more of yourself than anybody expects of you. Keep your own standard high. Never excuse yourself to yourself. Never pity yourself. Be a hard master to yourself, but lenient to everybody else.

"Concentrate your force on your own business; do not turn off. Be constant, steadfast, persevering.

"The art of making one's fortune is to spend nothing; in this country, any intelligent and industrious young man may become rich if he stops all leaks and is not in a hurry. Do not make haste; be patient. Do not speculate or gamble. Steady, patient industry is both the surest and the safest way. Greediness and haste are two devils that destroy thousands every year."

Insisted on a Hospital Diet.

"I suppose you greatly enjoy having George at home again?"

"Yes, but he's very exacting about his diet."

"In what way?"

"He's got so accustomed to hospital fare that he insists upon having quinine, champagne and milk three times a day."

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.



Spain Is Settling

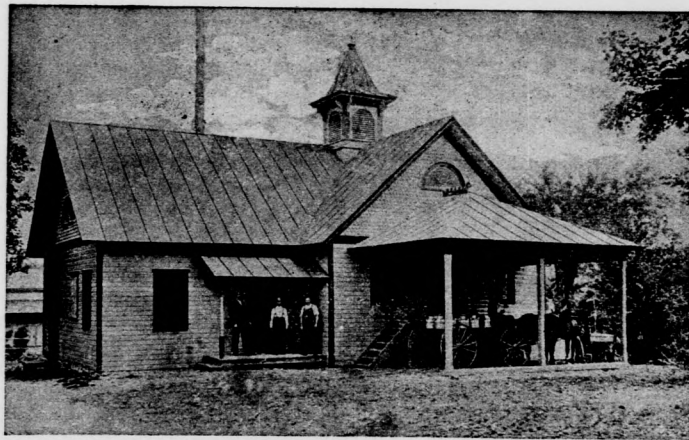
Dwight's Liquid Bluing never will.

Manufactured by

The Wolverine Spice Co.,
Grand Rapids, Mich.

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.



A Model Creamery of the Elgin System.

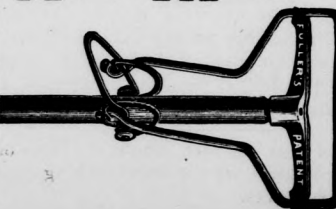
R. E. STURGIS & CO.,

Contractors and Builders of the

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

Address all correspondence to R. E. STURGIS & Co., Allegan, Mich.

WE MOP THE WORLD



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

Fuller Patented Eccentric Spring Lever Mop Stick

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

E. F. ROWE, Ludington, Michigan.

LAX CREDITS.

Direct Cause of a Large Proportion of Failures.

If we are too easy in granting credits or too easy in collecting what is due us, we must pay the penalty by being short when the time comes to make our own payments. Don't forget this fact: It does not pay to be too lenient with our customers—if we are, they impose on us. You can see it illustrated every day in your own experience. The consumer fails to pay the retailer, who in turn can not pay the jobber, who again can not pay the manufacturer or importer. No class of merchants suffer more from bad credits than the retail dealer. Now, why is this? Isn't he too easy in giving credit and not fully informed on the financial standing of his customers? Too often we find he has granted credit where none should be given and frequently we find he has granted too large an amount of credit and cripples himself financially because it is impossible to collect his bills. Credit must be watched carefully and systematically. We cannot use too much care in ascertaining just how responsible our customer is. Does he own his property? Is it encumbered? Is he paid weekly or monthly—if weekly, why should he want credit for a month? He should pay his bills each week, or else he will go behind in payments. If we permit this, what amount will he owe, or how can we collect it? These are questions which should be considered when we allow credit, and not when he owes and won't or can not pay. A good credit business can be done on business principles, and money made, but a good many merchants fail, lose their credit, capital and business, and go into the sheriff's hands because they are careless in granting credits and collecting bills.

In granting credits, four things must be considered—capital, character, energy, and the chances of success in each individual case. It is often the case that a retail merchant permits an account to increase when he knows it is already too large. He does not seem to have the nerve to close the account or have a definite understanding as to time of payment. He says to himself: If I raise the question, I may lose the bill. That is no reason why he should go on and make it larger. Do you think so? Isn't it the reason why he should have some definite understanding or arrangement? The trouble arises when the account first becomes slow; that is the time and opportunity to get information, and if it can not be had, stop the account and not permit it to become

larger. Small accounts, say under a hundred dollars, are very hard to collect from people who are not in business, and only engaged on a weekly salary. They practically have no financial responsibility and credit granted them is on the basis that they are honest and mean to pay. This being the case, the account should be watched closely to see that it is paid promptly, and that it does not become larger than the individual can pay. If it can not be paid one week, how can it be paid the next? The merchant is not careful enough when opening the account—then is the time for him to get all the knowledge he wants and not when he finds the bill is uncollectible. Credit is too easy to get. How many retail merchants open an account without any information? Carelessness in keeping books is another evil that makes bad debts. The account grows before you know it; it is twice as large as you expected. Change your system. Keep books in such a way that you will know what amount is due you by each customer, and examine your accounts daily and weekly; see that the accounts that are due are paid; if not, find out why. You can save many a dollar by close, judicious, careful examination of your books. You may say that you are not a book-keeper—you don't need to be, but if you sell goods on credit you must watch your accounts if you hope to be successful. You should not give credit to every person who asks for it. You must select your accounts. This takes care, good judgment and information—get it, get all you can. Don't open the account and hunt for information when it is of no use. Learn when to say No and try to do it so nicely that you won't offend the applicant for credit. Perhaps if you don't give them credit they will pay cash for what they want. At any rate, molasses catches more flies than vinegar. Always be polite, and don't make an enemy if you can not make a friend.

I find retail merchants who don't take stock. They say, "No need to; I pay all my bills, I own all I have." My experience convinces me that it is a good business for every merchant, wholesale or retail, large or small, to take stock at least once a year—for several reasons: If he buys on credit and wants a larger bill than usual, taking stock enables him to make a correct statement of how he stands—he does not guess at it, but knows what amount of stock he had on a certain day, what amount he has outstanding in good accounts, and the amount he owes for merchandise. I think it necessary for him to hunt out all the corners and clean

them up; they need it very frequently, for they contain unsalable merchandise that he should sell as bargains. Even if he lost money, he would get the cash and use it in his business. He would be compelled to ascertain what amount he owed for merchandise, and also what amount was due him, what accounts were good, bad or doubtful. If he found, on striking a balance, that he had not made money, that he had too much outstanding, that too many notes were doubtful or bad, he could reorganize his business, watch his credit accounts closer, collect his bills sharper, and put himself in position to do a paying business. On the other hand, if he does not take stock and gets into trouble, he is so deep in it that it is an impossibility to redeem himself. If a merchant is careless in granting credit, careless in collecting, how is it possible for him to make a success? It can't be done. Know your business, and know it thoroughly. What are your expenses? What is the percentage of profit on your business? What does it cost a week to run the business? Keep intelligently posted, so that if you are not making money you will know it at once. You can then take measures to reduce expenses and regulate them so you can show a profit and not a loss. Many a retail merchant allows himself to be slow in paying and takes umbrage at a wholesaler who requests payment when bills are due. This is all wrong. He should be glad for some one to wake him up, for if he is going behind the sooner he realizes it the better, and he should do the same with his own accounts.

It is a conceded fact that frequent settlement between debtor and creditor contribute to better profits in all lines of trade, whereas laxity in making credits and collections is the direct cause of a large proportion of the failures of retail merchants throughout the country.

SAMUEL F. IRWIN.

Unjust to Herself.

"It really made me indignant, Henrietta," said Mr. Meekton, "when you intimated that I had not accomplished much in this life."

"Indeed!"

"Yes. I don't like to dispute your opinions; but to suggest that a man who succeeded in becoming your husband hasn't achieved much does seem just a little bit unjust."

Wise Precaution.

Jones—Coyne was worth over a million when he died and didn't leave a will.

Brown—I wonder why?

"I guess he wanted his heirs to get the benefit of his wealth instead of the lawyers."

Extravagance of Handbills.

Walking along a business street in a beautiful little city that is the center of population in a thickly inhabited neighborhood, I saw standing on the corner a man. He was old, unkempt, had on a dirty collar and a shabby hat. There are many like him all over the country, and if you met him on a lonely country road you would call him a tramp, and pass by on the other side.

Slung across this tramp's shoulder was a satchel containing handbills, advertising one of the city's stores. I had always considered that store respectable until I saw that tramp with those handbills. There he stood, and while he handed out those bills he was the representative of that store. And what a representative! I spent ten minutes watching him, and in that time probably several hundred people passed him. To each he endeavored to give a bill. Three out of every five refused the bills and would not take them, the balance accepted them to throw them in the street after they had passed him, and not more than one really kept the bills for longer than two minutes, for as I followed the procession up and down the street that whole block was strewn with the bills.

The business house putting out those bills must be extravagant and careless. Extravagant, because this was the poorest kind of advertising, throwing money in the street; and careless, because they authorized their representative to throw paper into the street, which had to be cleaned at the expense of taxpayers; and if I was a member of that city council or board, that business house would pay a fine for every bill thrown.

How much more business-like, economical and sensible to have inserted the same advertisement in the favorite family newspaper which enters the homes of all the people in the city and its suburbs. The firm would not then make of itself a public nuisance, but would gain and hold the respect of the community.

H. M. HILL.

The Spirit of the North.

The sea blood slumbering in our veins
Through the life we've led on hills and plains
Has caught the sound of waves once more
That break upon the northern shore.

And a thousand years are swept away—
The Vikings' time was yesterday—
We cannot live in land locked bowers,
The sea is ours! The sea is ours!

And we'll scour the seas in our ships of steam,
And our merchantmen with their sails shall gleam,
And it shall come to all men's ken
That the old Norse spirit moves again.

OSCAR WILLIAMS.

Life is full of contrasts; you are so good, you know, and other people are so very bad.

BOUR'S
COFFEES
MAKE BUSINESS

We Realize

That in competition more or less strong

Our Coffees and Teas

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

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

Fruits and Produce.

Pertinent Hints on Handling the Apple Crop.

In picking, packing and marketing the apple crop great care, honest purpose and sound judgment are necessary to success.

First, then, let us suppose that kind Providence, supplemented by skill and industry on the part of the grower, has given you a fairly good lot to dandle (for no man, however great his skill or honest his intentions, can possibly make good apples out of bad ones). True that, in off seasons, when both quality and quantity are wanting, the increased demand enables the shipper to obtain good prices for even poor stock that could not be sold for enough to pay the freight charges in a year of plenty; yet even here, in selecting, grading, packing and marketing, it is a pity that a uniform standard of excellence can not always be maintained, so that when a barrel of apples is marked "No. 1," the salesman, as well as the purchaser, can feel assured that they know the quality of the article they are dealing in. This, of course, would make a large increase of the second quality, or of those marked No. 2, but I think, on the whole, the grower would receive quite as much money for his crop, and all parties dealing in them would have more satisfaction.

In picking the apple from the tree great care and skill should be exercised; in fact, it is necessary that some varieties should be handled quite as carefully as eggs. The picker should have his basket hung close by his side, so that he may easily place (not drop) the apple carefully in the basket. Let these be gently poured upon a table placed near the trees, where all the grading should be done, and the apples placed carefully in the barrels. In doing this select good specimens, of fine color and uniform size, to place carefully, stem downward, on what should be the head of the barrel. One or two layers placed in this way and the barrel may be filled by pouring from a small basket that will easily go down inside the barrel and turn. Shake gently as each basket is emptied, fill full, and set away in a cool apple cellar for a few days to cool off, and they are ready to head up, if needed for shipping at once; if not, leave the heads out of the barrels until you wish to ship them—always endeavoring to store in cool places, remembering always to both pick from the tree and ship from the cellars before the fruit gets too soft and ripe. The advantage of good color often tempts the grower to delay picking, but in so doing the fruit arrives in market soft and somewhat off in flavor. A fatal mistake has been made—they have lost that crispness and firmness of flesh and flavor for which our Michigan apples are so celebrated.

In heading up apples for a foreign market great care should be taken to get the barrel full and tight to prevent any rattle. Shake barrels well; fill about one inch above the crease, press the head into place with a screw press, and nail it carefully, so that each nail goes into the head and not inside. A careful, skillful workman is invaluable in all this, while a stupid, careless fellow is as fatal as "a bull in a china shop." Let each grower and packer stamp their full name on the head of each barrel, with No. 1, No. 2, as the case may be, marked equally distinct on the same

head. A lot of x's are unintelligible, and may mean anything or nothing.

And now comes the important questions of transportation and ventilation, the most important because, while vital to success, they are the least under our control. In insisting upon better storage, in order to secure better ventilation, you have to contend, not only with the interests of the ship owners, where long usage has permitted them to stow cargoes as closely as it is possible to pack them, but the insurance companies also come in with their stipulations, which are very like confirmation of the practice of the ships. All that good, sound, well-packed fruit requires to cross the Atlantic in safety during the ordinary passage of from twelve to fourteen days is plenty of the good fresh air of the ocean freely circulated through every part of the cargo. Let means be adopted to secure this and the whole difficulty is overcome. Wanting this, all other means to success are liable to result in wretched failure, whenever an unusually large crop comes forward for transportation across the Atlantic. Cold storage may remedy the evil to a very small extent, but it is too expensive and too limited to be available for the principal portion of the crop.

J. E. STARR.

Why Choice Fowls Only Should be Marketed.

From the Homestead.

Many farmers are fast learning something about how fowls must be marketed in order to get the best prices. Some are learning that they can not afford to keep any kind of poultry that will not bring the best prices. It matters not how low the regular quotations are, if the farmer really has something choice he can dispose of it at a good price, whereas, the farmer who has inferior stuff will have to beg buyers to look at his poultry. The reason of this is told in a very few words: When prices are low, it is caused by a large supply of poultry and buyers have so many to look at before they buy and they will not have any but the best. The poorest is then left on the market with no buyers and that kind of stuff becomes a drug.

Whether the fowls are sent to the market alive or dressed, the farmer who is striving to get the best price should have them looking in good condition. If alive, they should present a nice appearance: all of one size, one quality, one figure and one age. He will not confine hens, pullets and old roosters in the same coop, saying to the purchaser that he has to buy all or none. If his fowls are dressed they must be in fine condition, with the skin unbroken, a bright yellow or white in color, and have a plump appearance.

We have noticed that buyers like to buy of a methodical man, for they feel that he is a safe man from whom to make purchases. Here are two farmers with poultry of the same breed and quality. One of them has a coop made of old, dirty boards, and his whole rig looks dilapidated, while the other has a nice, neat coop, well-fed horses and a nice wagon, and the buyer will pay more for these birds. We do not know why this is so, but it is, and it is only another evidence that it pays to place anything you have for sale on the market in a nice, presentable condition. The maxim is that "the chain will be no stronger than its weakest link," and this may be the reason that they do this. They do not see the poultry, but they see the rig, coop, etc., and are influenced by them.

In sending fowls to the market one should study the demands and put in the market at one time what the market demands, and hold other products for another time when the market is more favorable for such products. There are times when fat hens sell on sight, and fat hens should then be placed on the market rather than pullets or cull stuff. Old males seldom ever sell well, and if they can be disposed of at the farm, or used up in any way, it will pay to do so.

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, Apples, Celery, 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.

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.

GOTHAM GOSSIP.

News from the Meropolis—Index to the Market.

Special Correspondence.

New York, Oct. 15—Only average animation characterizes the grocery trade here this week. The feeling seems to be one of waiting. No one will regret the departure of 1898, although there was general rejoicing at its advent. In some lines there is a good deal of activity, and even canned goods, which have been lagging for years, now promise to be clothed in purple and fine linen. Politics, perhaps, interferes to some extent, also, and altogether there is room for improvement.

Coffee is especially languid. Purchasers take quantities known as "peddling" lots and, altogether, the situation is about as quiet as it has been at any time during the year. Advices from Brazil are not especially encouraging, either, and quotations are barely sustained. Rio No. 7 is worth 6½¢ here, with big stock in store and afloat, the aggregate being 996,338 bags at present, against 872,406 bags at the same time last year. Mild grades are very quiet, and the generality of supplies here leaves something to be desired as to quality. Good Cucuta, 8¼¢@8½¢.

Jobbers seem to be well stocked up with sugar and for the past few days there has been a lull in the refined market, although prices are apparently very firm at last-made quotations. On some of the soft kinds a fractional concession is made if round lots can be sold by so doing. No change is noted in the local market for raw sugars. Nothing new has openly developed as to the war between the refiners, but a representative of the trust is reported on good authority to have said that it must be "a fight to the finish."

In teas, the month, so far, has a little better record than many of the preceding ones this year; but there is still room for improvement. Discussion still takes place as to the probable removal of the duty, and while it seems to be the general opinion that this will not be done, there is yet a feeling that matters are not moving as smoothly as might be the case. Little is doing in an invoice way.

Rice assortments are meagre and supplies generally are light in the line of domestics, so that foreign sorts are more in evidence. Prices are firm and the chances are that a hardening tendency will be shown for the rest of the year at least. While the loss of rice in the South may not be total, as was feared in some districts, the quality is doubtless greatly deteriorated. Choice to fancy domestic, 5¼¢@5½¢.

There is a quiet and steady market in spices, both in an invoice and jobbing way. Pepper is a little firmer and some difficulty might be experienced in obtaining supplies at recent quotations.

Grocery grades of molasses show some improvement. Open kettle is especially in request, but supplies are not large and the man who wants to buy gains nothing by shopping around. He takes the stock offered and pays the price asked. New syrups are still in light supply and quotations made on quantities that have changed hands have run from 20¢@22¢. The market is decidedly firm and the outlook for the coming season is favorable.

More canned corn is being offered than previously and the effect has been to cause some reaction from the recent upward tendency. Not many tomatoes are offered and good goods are quickly snapped up. Pears are in fair demand. California fruits are conspicuous by their absence. Salmon is firm. Tomatoes have been packed in Maryland and Delaware during the week, as the frost still holds off, but the quality grows poorer all the time.

Dried apples are in fair supply, but the demand is not sufficient to keep the market as closely sold up as is desired. Choice stock is held from 7½¢@8¢. The demand for Pacific coast goods is light and the situation seems to be a waiting one on both sides.

Jobbers report a moderate business on lemons and oranges. Oranges are meet-

ing with better enquiry and, while quotations are practically the same, the feeling is stronger, and this will be the case until arrivals are freer. Repacked Jamaica oranges are held at \$5.50@6.50.

The demand for beans is hardly brisk enough to take care of arrivals and best medium will fetch hardly more than \$1.50, although 5¢ more is generally given as the asking price. There is a moderate jobbing enquiry for pea beans at \$1.20@1.25. New choice red kidney, \$1.25.

The butter market is "rounding up" into excellent shape and for the best Western creamery 22¢ is quoted—possibly a little more. Firsts, 20¢@21¢; seconds, 17¢@18½¢; thirds, 15¢@16¢; June extras, 10½¢@20¢; Western imitation creamery, finest, 16¢@17½¢; firsts, 14¢@15¢; Western factory, extra June, 14½¢; current make, 13½¢@14¢.

The cheese market lacks animation. The demand is hardly up even to the usual and, as supplies continue ample, the immediate outlook is for a continuance of prevailing conditions.

Strictly fresh eggs are in light supply and, with the increasing demand, the quotations have been advanced until now 21¢@22¢ is the prevailing rate for near-by stock. Fresh gathered Western fetch 18¢@19¢.

The apple market shows no particular change. Arrivals of choice fruit are quickly taken at \$2.50@4 per bbl. The great majority of stock will not bring beyond \$1.50@2. Cranberries are quiet and there is much room for improvement. Strictly fancy, \$14¢@4.50 and up to \$4.75.

How Honey Is Handled in Gotham.

New York, Oct. 17—Honey dealers are now at the height of their busy season. Many hundred crates of the little glass-covered boxes containing the white, dripping combs are arriving in the city every week, and the shipments will continue for about a couple of months. The chief sources of the honey supply for this market are the country districts in New York State, in Vermont and in Pennsylvania. This year, however, through no fault of their own, but owing to the peculiarity of the weather, the New York and Pennsylvania bees were not able to turn out quite their usual supply. When there is an uncommon amount of dampness and rain in the summer, honeymaking is seriously hindered. So, because of the deficiency in the nearby districts, the honey merchants here have been obliged to draw upon the Maine hives this fall. Usually the honey from there finds its market in Boston and thereabout, but this year New York needed it and got it. A firm on West Broadway, which deals almost exclusively in honey, expects to receive 30,000 crates this fall, an increase of 5,000 crates over last season's business. As each crate contains about twenty-five pounds, a total of 750,000 pounds will probably be received by this house. The fact that it is necessary to bring much of the honey from a greater distance this year has had the effect of raising the prices somewhat, and there has been an advance of two or three cents a pound on the various kinds.

There are three principal varieties of honey from the Eastern States sold here, known respectively as white clover, buckwheat and mixed. The first is the finest and most expensive. When a comb of it is held up against the light the wax looks snow-white, and the honey itself is of the clearest light amber color. Buckwheat flowers make a dark, less attractive-looking product, which is also inferior in quality, having a strong, often stinging taste. The grade known as "mixed" is a combination of white clover and buckwheat honey. It ranks about halfway between the two, both in color and flavor.

California honey is sent to this city in considerable quantities every year, but this season the crop in that State is almost a total failure. It does not come in combs, but is extracted and put up in jars. It tastes much the same as the Eastern honey, and sells for about the same price. Arizona has stepped in to supply the California shortage in New

York this fall, but the honey from that region is not particularly good. It is likely to have a rather sharp, bitter tinge. Extracted honey in jars also comes from the South, and that made from orange blossoms is considered particularly fine. It is probably the most expensive honey sold.

For use in making various kinds of fancy sweetcakes bakers buy large quantities of the liquid honey. Dozens of gallons of it are sold at the time of the Passover to the orthodox Jews, who use it instead of butter with their bread. They also make from it a kind of wine, which, a honey merchant who has tasted it declares, is "horrible stuff; the very worst thing called wine that I ever drank. But they seem to like it, and at Passover time this place is crowded every day with Jewish retail dealers, buying honey to supply their customers."

To preserve credit, do not use it much.

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.

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

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Peaches Apples Potatoes

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44 W. MARKET STREET

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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 17¢. There is a distinction now between storage and fresh and the trade is calling for both, but for the past six weeks they have been using storage principally.

N. WOHLFELDER & CO.
WHOLESALE GROCERS.

SPECIAL DRIVE:
Rolled Oats, 50-lb. sacks, "fancy stock," per sack. \$1.50 net
Schulte Soap Co.'s Cocoa Castile, ¼s in 15-lb. boxes, 8½¢ per lb.

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

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

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.

Shortage of the Fig Crop in Asiatic Turkey.

The importations from Asiatic Turkey of figs into the American market average from 8,000,000 to 10,000,000 pounds a year. They exceeded the latter quantity by 200,000 pounds in 1896, when the value of Asiatic Turkish figs imported into this market was \$600,000. Occasionally when there is a short supply abroad the volume of importations falls off greatly, and such appears to be the case this year, when there is a corresponding increase in price.

Figs are the chief article imported into the United States from Asiatic Turkey, with the exception of licorice, but there come, also, a considerable amount of wool, some opium, several million pounds of raisins and some Turkish tobacco of a kind highly esteemed by some smokers. The gross value of Asiatic Turkish importations into the United States varies from \$2,500,000 to \$3,500,000 a year. The American exportations to Turkey are insignificant in volume and value and are made up chiefly of cotton goods and spirits, but neither in large quantities.

The importations of this country in 1897 of figs from Turkey amounted to 9,000,000 pounds, and for the fiscal year ending July 1, 1898, they were 9,650,000. This year the shortage in what are known as Smyrna figs is not a matter of any serious dispute, for the receipts to Oct. 1 in New York City last year were 3,200 cases and 5,200 bags, while so far in 1898 the arrivals have amounted to only 662 cases and 351 bags, these light receipts being taken as conclusive evidence of the shortage of the Turkish crop. The quality of a considerable quantity of the figs so far received has been inferior, but notwithstanding this, in consequence of the shortage, prices have increased. The failure of the Turkish supply has led already to a larger market for other figs, particularly those of California. The average yearly product of California figs amounts to 12,000,000 pounds, or about 20 per cent. more than the total American importations from Asiatic Turkey in the years of largest supply; but California figs are regarded in the trade as being, as yet, inferior to the imported article, which results from climatic conditions on the Pacific coast not yet entirely overcome. Then freight rates between New York and Turkey on slow-going Italian steamers are not heavy, whereas railroad charges on figs brought East by cars are considerable. The American market for figs is chiefly in and about the City of New York and in Eastern cities generally, and the disadvantage of California competition is, therefore, evident.

There are other countries which supply part of the American trade in figs, and Portugal and Greece especially are taking advantage of the short crop in Turkey and pressing their wares on the American market. Portuguese and Greek figs, although esteemed less highly than those shipped from Asiatic Turkey, have many advantages and in a year of a short Turkish crop are accepted as fair substitutes.

The Apple Outlook From a Minnesota Standpoint.

From the Minneapolis Commercial Bulletin.

There is much interest shown in the apple situation, not only by wholesale dealers, but by the great number of carlot buyers throughout the Northwest, who find the season at hand when they must either decide to purchase now or wait until later on when more is known as to what the crop will amount to and what values will prevail. To the care-

ful observer it looks very much as though the season of 1898 will be a close repetition of last year, except in one respect. At that time the indications were for a scarcity of apples, and speculative buyers loaded up heavily, anticipating a nice fat profit before spring. As the season advanced it was plain that the crop was made up mostly of poor keepers, and storage goods had to be withdrawn long before prices had advanced sufficiently to allow even a moderate profit. At the same time the shrinkage was extraordinarily heavy, and the season proved a losing venture to most apple handlers. This will undoubtedly have some tendency to restrict storage this year.

Reports from most districts are showing that there is a fair-sized crop, but quality is not fancy. The best goods will undoubtedly come from New York and the New England States. Vermont has an unusually large crop, and there will be a larger proportion of stock moving West than was the case last year, when the crop was not over and above that wanted to supply the nearby outlet. Michigan also has a fine crop as to quantity, but will have less than the usual amount of choice to fancy goods. Many local houses have their own packers in the orchards, so as to have some reasonable assurance of securing nice stock that will run even and stand up for some time. Missouri, after many bountiful crops, will prove a buyer instead of a seller this year. This will probably have some influence in firming up growers asking prices in districts having a good crop.

All along the Western coast the crop is the largest ever known, and while the high freight rates have generally prevented their being an important factor in ordinary seasons, should the market go high enough, it will bring sufficient supplies this way to prevent any scarcity. Canada also has a bountiful crop, and will probably have a liberal supply to spare when prices get high enough to allow a profit in shipping. The tariff of seventy-five cents per barrel will restrict the movement to United States points so long as present prices prevail.

Growers have had a strong view of the situation, anticipating a big scramble for stock at big prices for any kind or quality. In fact, many of them have sent out their first cars with a mixture of No. 1 and No. 2, and insisting buyers must either take them or secure none. They have also rounded out cars with full stock, which have to be taken out on arrival and sold immediately to prevent them falling down. This condition has been widely prevalent, and has had some tendency to hold back the carlot purchases by country buyers.

A comparison of values with a year ago shows about same prices prevailing. Jonathans are not in large supply. There is a fair supply of Snows. Some good Michigan Ben Davises are coming, but mostly run small in size. We would suggest that buyers make up a list of such varieties as they can handle, and state whether wanted for eating or cooking purposes. This will give your dealer a good idea of what you want, and the chances are excellent for your getting sufficient stock at a fair price.

As near as the situation can be sized up, there will be plenty of apples, with no extreme prices, but on the whole the quality will not rule fancy.

The Montana Apple Crop.

From the Minneapolis Commercial Bulletin.

There is little doubt that the earlier predictions as to the size of the apple yield this year will prove to be correct. The orchards have yielded more abundantly this year than ever before in the history of the culture of fruit in Western Montana. But the best feature of the situation is that all of the growers are finding a big demand for their product, and there will not be enough apples to supply the market. The shipments from the Missoula and Bitter Root valleys this year will far exceed those of any previous year and then the supply will be inadequate to meet the demand. This seems to dispose of the argument that there are too many orchards in that section.



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

Price Has a Loud Voice

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

SILVER BRAND CIDER VINEGAR

has no equal.

Genesee Fruit Company, Lansing, Mich.

Every Grocer should sell it.

WE GUARANTEE

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

ONE HUNDRED DOLLARS

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

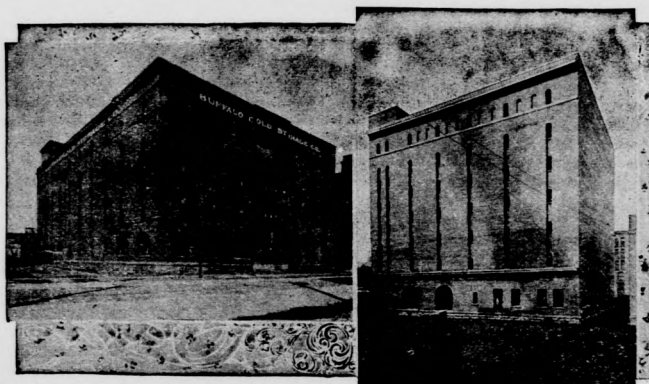
Robinson Cider and Vinegar Co., Benton Harbor, Mich.

J. ROBINSON, Manager.

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

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.

Some Reasons Why Canadian Cheese Excels.

New York, Oct. 17—Alfred C. H. Fromcke, who was for many years connected with the cheese trade of New York, but who removed his business to Canada some years ago when the Canadian export cheese trade began so largely to exceed the traffic in this country, paid a brief visit to the New York market last week.

The northern climate evidently agrees with Mr. Fromcke, and he seems fully impressed with the superiority of Canadian methods of conducting the cheese trade, to which he ascribes chiefly the recent rapid development of the industry in that country.

Comparing methods in vogue in Canada with those in this country, Mr. Fromcke asserted in the first place that a better average quality of cheese was made there than here. This was not because the Canadian cheesemakers understood their business better so much as because they appreciated the necessity of maintaining a high standard; that they put more value into their full cream goods, using say full 10 pounds of milk to the pound of cheese, while States makers generally tried to make their product from a scant allowance of the raw material.

Further, in regard to transportation to market, Mr. Fromcke stated that, while refrigerator service was not available in Canada, the dairy cars used were much superior to those in which cheese is transported in this country, giving the goods better protection; for this reason, and because of the cooler climate, the condition of cheese, he stated, was better on arrival at Montreal than at New York. Moreover, the care of stock by the merchants at Montreal was such as to better preserve the quality. All cheese arriving during the summer and early fall are, he said, placed immediately in the coolers and the Montreal trade were accustomed to buying the goods from cold storage, finding that they obtained superior quality by this method.

Some New York cheese men who were standing by during Mr. Fromcke's talk stated that the difficulty in inaugurating such a system here was largely in the fact that buyers of cheese in this market seemed to regard ice-house cheese as being in some manner depreciated and would not buy them on even terms with current receipts; but Mr. Fromcke was of the opinion that if all the merchants adopted the system of thus caring for receipts the trade would soon appreciate the value of the system and the improvement of average quality thus secured.

Speaking of stocks of cheese now held in Canada, Mr. Fromcke said that in Montreal the accumulations were understood to be some 780 boxes less than at this time last year, and that it was believed they were lighter also in other parts of the Dominion, as the relative value of cheese and butter had been such as to induce a larger make of the latter in proportion to the total milk product.

How the Potato Situation Is Regarded in Minnesota.

From the Minneapolis Commercial Bulletin.

The past few days has seen a big falling off in the carlot demand from the East and South. The weather in those districts has been warm, with values tending lower each day. A big proportion of the cars going East have been turned down, either from fancied or actual reasons. The proportion of refusals have been larger than in any year previous, at least in the memory of those now doing business. The real truth of the matter is that the decline in price promised a loss to the men at the further end of the line, and they have conjured up such excuses as scabby, small, green, etc., in order to make a plausible excuse for not accepting them.

The quotations ruling to-day upon the Minneapolis market are undoubtedly a little extreme so far as outside price is concerned. Burbanks do not move freely above 23 cents, while the other white varieties range about a cent lower. The

supply is running in excess of the immediate outlook for them, owing to the shutting off of the usual jobbing call. At the same time, growers evidently are rushing their holdings to market, and it is believed that a much smaller proportion of the crop than usual is being placed in cellars and storage for spring trade. The sentiment seems to be that around 25 cents is a fairly good price for the season of year.

Among local buyers the sentiment is quite unanimous that no very high prices can prevail, as there are no districts heard of outside of those usually buying that are short. After the first great deluge of marketing is over, prices will probably advance to some extent, but none of those spoken to ventured the opinion that the raise would be above a nickel a bushel.

Shippers can often improve matters by using judgment when loading cars. Wherever possible, each variety should be kept separate. In any case, red and white shock should not be mixed, unless there is a bit of gambling bacilli in the blood and you want to see how little potatoes can be sold for. Mixed varieties do not always sell low, but when there is a surplus on the market of all kinds, which often happens, as seasons run, mixed stock usually rules the slowest.

Do Hens Lay Shrunken Eggs?

From the New York Produce Review.

It has been claimed by some collectors of eggs that the size of air space in an egg is not a safe criterion of its age. This is undoubtedly true, because the amount of shrinkage from evaporation during a given time depends upon the temperature and moisture of the atmosphere in which the eggs are held. However, expert egg candlers have nothing to guide them as to the age of a good egg other than the amount of shrinkage, the flavor of the egg and the strength of the albumen; the latter is even a more uncertain guide than the former. Between shrinkage and taste, however, they come pretty near to a judgment which answers commercial purposes.

Speaking of shrinkage, a Western egg and poultry shipper once told the writer that he had taken eggs out of a poultry coop—laid within 24 hours—which showed so much air space as to match a long-held egg. A case of the kind came up here the other day in the store of one of our live poultry houses. The receiver found an egg in one of the coops, yet warm from the hen. He handed it in turn to three egg handlers and asked for their opinion. One called it an "ice house" egg, another said it was a "held" egg and the third gave it up owing to the combination of new-laid appearance of shell and size of air space within. So it looks as if hens do sometimes lay shrunken eggs—but probably only when placed in unnatural conditions.

Apple-Fed Deer in Maine.

Bangor, Me., Oct. 15—The tameness of the deer this year is remarkable. They chum with cattle in the pastures and make themselves at home in barnyards, while a few cases are reported where men have made pets of deer and allowed them to fatten in their orchards, so that the animals might be good and fat when the shooting season opened. Such an apple-fed deer was brought to Bangor on Monday, and it is asserted that the fruit diet will greatly improve the flavor of the meat.

A man who was carting a load of apples along the road to Ellsworth, the other day, had a strange experience with hungry deer. The cart broke down, and the man decided to camp out on the road for the night. At midnight he was awakened by a crunching noise and found his outfit surrounded by a herd of deer, who were helping themselves to the apples in the crates and boxes. The man had a gun, but it was one day before open time, and he had too much respect for the law to shoot.

Be generous. Meanness makes enemies and breeds distrust.

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.

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."

Shoes and Leather

American Shoes the Standard for the World.

In practically all other articles, except footwear, Paris sets the fashion for American women, as it also does for a good many American men. To know that a certain style is in vogue in the gay metropolis is all that is necessary to make at least the members of the gentler sex in this country take to it with avidity, no matter how incongruous it may at first appear, or how contrary to what common sense teaches is right and proper in the matter of dress.

There was a time, less than a score of years ago, when practically the same held true in regard to footwear. "French kid" was considered the acme of perfection, and the lady who didn't possess a pair of shoes made of this kind of stock felt that her life was not complete. In a measure it marked class distinction, because it was too expensive and too perishable for general use. "French heels" have for centuries been associated with the gayety of nations, and the dream of many a fair miss and comely matron. They still retain a pretty firm hold on the feminine favor throughout the world.

The American shoe is, however, a thing of originality. It is not copied after any foreign fashion-plate. The American shoe manufacturer, as also the American leather manufacturer, is an originator. The American shoes have come to be the world's standard of footwear. In London, in Berlin, in Paris and throughout the civilized world their merits are not only known, but freely acknowledged. One of the most interesting trade features is the development of changing styles. They are no longer radical, as was once the case, but come about almost imperceptibly to those not actively engaged in the industry until a change has become thoroughly established in the requirements of the shoe-wearing public. Who originated the style, or why it was adopted, with them is a matter of no interest or importance. They simply know that it is "the style" and insist upon having it. Of course, there are a few who still demand to have their footwear after foreign styles, but the number is so limited that it is scarcely worth taking into consideration. In style and general make-up the American shoe stands alone, and it typifies the strength of the American character, which has made such a profound impression upon the world recently.—Shoe and Leather Facts.

Giraffe and Other Hides.

In Mashonaland and Central Africa the trade in skins still flourishes, although only the poorest of the Boers follow it, and they have to trek north of the Limpopo. The hides of the largest bucks, such as the sable antelope, the roan antelope, the harte-beest, or any of the zebras, are worth 8 or 9 shillings each, and there is now something to be made by selling beads and horns as curiosities. Leather made from the skins of these big antelopes is still in common use in high-class bootmaking. No one knows exactly what animal may not have supplied the uppers or soles of his footgear, and the possibilities range from the porpoise and the Arctic hair seal to the blesbok or the koodoo. Three other African animals' skins are in commercial demand for curiously different purposes.

The giraffes are killed so that their skins may be made into sandals for natives and suambok whip for colonists. In the Soudan they are also killed for the sake of their hides, which are made into shields. Many of the dervish shields captured during their attempt to invade Egypt under the Emir Njumi were made of this material. The elephant and rhinoceros skins go to Sheffield. There they are used to face the wheels used in polishing steel cutlery. No other material is equally satisfactory, and it would be most difficult to find a substitute.

The rhinoceros skin used was formerly that of the white rhinoceros. Now that this species is extinct, the black rhinoceros of Central Africa is killed for the purpose. Much of this immensely thick skin, which is not tanned but used in the raw state, never leaves Africa. It is in great demand for making the round shields used by the Arabs and Abyssinians. A black rhinoceros' hide yields eight large squares, each of which will make a round shield two feet in diameter, and each of these squares, even in the Soudan, is worth \$2. The skin, when scraped and polished, is semi-transparent, like hard gelatine, and takes a high polish. Giraffe skin is even more valued as material for shields, as it is equally hard and lighter. Thus, while the South African giraffes are killed off to supply whips, those of North Central Africa are hunted to provide the Mahdi's Arabs with shields.

Some Shoe Lines.

Our store is the porch to the world of shoe economy.

Haven bliss in shoes.

Two dollars a pair—Don't expect to find regular two-dollar shoes. Think of the best three-dollar and four-dollar shoes you ever owned, and then come here expecting to see shoes like them. You'll not be disappointed.

Walking made easy—Try our new walking shoes. So easy, oh! so easy. Make life worth living. Gentlemen's and ladies' alike. Children are in it, too.

Seems like charity to offer shoes at the low prices we are asking for good, reliably-made shoes at this store. Odd sizes very cheap—they may just fit you.

Shoes for the boys—and the little secret goodnesses about them will surprise the youngster who expects to go through them in a hurry. Read these prices.

If you've nice little feet we can shoe you, in leather and styles that are nice. If you've not enough money to do you, why, we'll make it all right in the price. We'll try them on you, if you'll give us a chance.

Little tots' summer footwear—Combinations that are rich and pleasing to the eye, fine and soft as satin, in fitting and wearing qualities that are not excelled.

What kind of shoes? The very, very best. Never fear the consequences, but depend on what we tell you about them. We can only afford to care for your interests; that alone will protect our business reputation.

Can a man afford to walk around on his uppers when Kalamity offers such inducements as these?

A shining example are our patent leather Oxfords. Shake a handkerchief at them and a free shine is had.

The old song—Shoes—But set to the new music of a further reduction.

A shoe for every foot. A price for every pocketbook.

Foot comfort combined with purse comfort.

Real Nerve.

"Why do you think he is such a remarkable man?"

"He's the only one I ever knew who had nerve enough to make the response in the marriage service loud enough so that anyone could hear him."



We are the



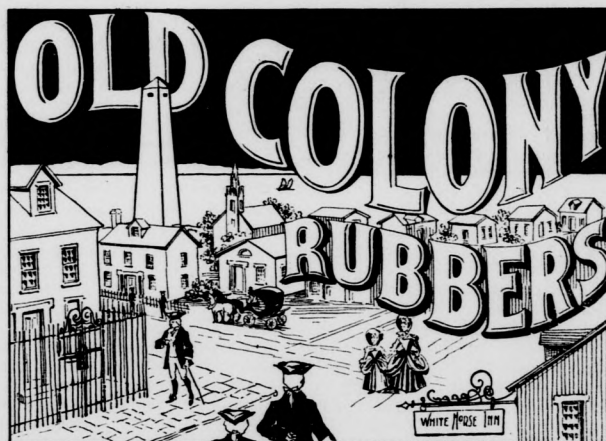
Oldest Exclusive Rubber House

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 RUBBERS

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

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

Boots, Shoes and Rubbers

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

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

See our lines for Fall before placing your orders.

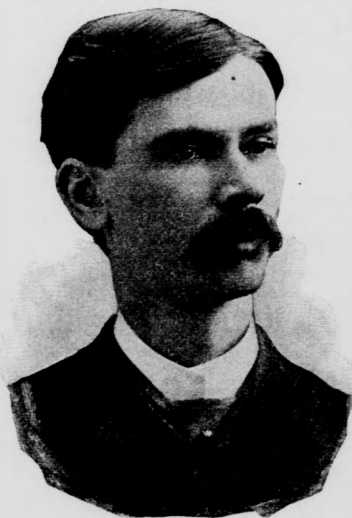
Rindge, Kalmbach, Logie & Co., 12, 14, 16 Pearl St., Grand Rapids, Mich.

THE STREET FAIR.

Dr. Bradley Voices the Sentiment of Many Good People.

Dr. Dan. F. Bradley, pastor of Park Congregational church, preached an excellent sermon on rational amusements last Sunday evening, in the course of which he took occasion to condemn the modern street fair or carnival, in the following manner:

What about these periodic seasons of festivity and amusement which, like a craze, are passing over the cities and towns of our land? The least and most charitable thing that can be said is that they are like measles—all the towns apparently must have them once, and we hope that in providence of God we may not be afflicted with them again, or at least not for the third time. Such scenes as we witnessed in October of last year and that Kalamazoo and Saginaw witnessed this year are neither uplifting nor are they educational. They are, to say the mildest thing, paroxysms of senselessness. They symbolize no true ideas; they represent neither patriotism



nor civic enterprise, and the industrial and military features thrust in are foreign to their spirit.

Nobody learns anything good from them, and many learn much that is bad. The masking is grotesque where it is not stupid, and is too often a cloak for mischief and for vice. The side shows are usually abominable and the schemes to rob the unwary are innumerable. That such things are possible in communities like ours is due to the presence of that free and tolerant spirit that allows much which it does not approve, and also that commercial spirit that will wink at a great deal of evil if a little money can be coined from the affair. No legitimate business enterprise is permanently helped by such paroxysms of barlequinism, and the people who waste their substance upon fakirs are not going to give the jobbers and manufacturers of our city any increased business. Some features of beauty there may be, but the vicious then find their opportunity and the unwary then form habits of vice. The characters of many are turned definitely toward evil, and the pure imaginations of multitudes are made purer. I am disposed to be charitable to the larger masses who come for such occasions, and hope much in the goodness of God, who gives us chances to be forgiven of our sins, but I can not without dismay contemplate such things, and fear that the way of death is made wider by these events.

From the standpoint of one who loves the true and the beautiful such exhibitions are utterly bad. Artistically and ethically there is not one good word that can be said of them. There is no great truth they represent, no National date which is commemorated, no human aspiration which they symbolize, no healthful instinct which they promote. A congeries of unworthy and ig-

noble things are too often gathered here, and these are sought to be made respectable by industrial parades and flower displays, which are of themselves good. But there is little to promote good taste, nothing to promote good manners, much to offend the sense of beauty and love of symmetry. That intelligent men can lend themselves to such an enterprise is strange—were it not explained by the natural desire for increased gains. Yet with even this in view it is far from satisfactory, is disappointing, and in the long run unprofitable.

The same effort put forth in making the city beautiful, in raising monuments and statues to commemorate great events and noble men, would bring far larger returns of satisfaction and of real commercial profit, and would add no sense of humiliation. A good citizen who should put on cap and bells and prance about the streets for a day out of the 365 must lose his self-respect; neither can a city do the same thing without paying the same penalty. If instead of fakirs and their tents and booths we should get together and rear a beautiful public library that should be the joy of the generations, if instead of tin horns and megaphones we should secure here a noble orchestra, if instead of hideous masks that leave bad visions in the minds of our children we should erect a hall where noble paintings and fine statuary should instruct and purify their taste, we should be doing a permanent service. The best that the defenders of such a festival as that which we contemplate with forebodings can say of it is that it could do but little harm—and it leaves with our people a little money. Is such an enterprise, for such an end, worthy the efforts of our citizens for weeks and months, even if it is as fully harmless as its friends claim? If, on the other hand, lives are smirched and blighted and drunkenness and folly are increased, what weight of solemn responsibility rests on the heads of its promoters.

Use Proper Stationery.

Use good stationery, for a man is judged by his stationery. If you desire to secure goods on credit from some jobber, be sure to write to him on a good quality of paper, for the impression made upon the jobber is the one that is created by your first letter. You want that impression to be "right." Proper stationery doesn't cost much. Indeed, it costs so very little more than a cheap kind that there is no comparison between the two when the good results that follow the use of presentable stationery are considered. Let no country job printer do your work. It too often happens that a retailer forms a sort of reciprocal relationship with the printer of the village, furnishes him with the wording and leaves it to his entire judgment as to what style, stock, etc., are to be used. After the job has been delivered the retailer naturally finds that he does not like it, but does not know where the fault is. He uses it, anyway.

A story is told of a prosperous Denver merchant who to-day credits a life-long use of neat stationery as being one of the principal factors in his success. In his earlier days, while struggling for recognition, he wrote to a manufacturer for credit, asking leave to open an account that required good rating to sanction. The rating obtained from the commercial agencies was not sufficient from a financial standpoint to warrant extending the credit, and the credit man handed the letter with the rating attached over to the head of the firm, who was an old gentleman of great shrewdness and observation. The latter read the letter and rating and then looked at the letter head, and finally, after putting "O. K." to it, remarked: "Any man who displays such good taste in his letter heads can have credit here." Retailers who use a rubber stamp for printing letter heads, and probably the cheapest quality of writing paper, should note this incident.

Goods bought in bulk and weighed or measured out in small quantities will not hold out with the original weight and measure.

MERCANTILE ASSOCIATIONS

Michigan Business Men's Association
President, C. L. WHITNEY, Traverse City; Secretary, E. A. STOWE, Grand Rapids.

Michigan Retail Grocers' Association
President, J. WISLER, Mancelona; Secretary, E. A. STOWE, Grand Rapids.

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

Detroit Retail Grocers' Association
President, JOSEPH KNIGHT; Secretary, E. MARKS, 221 Greenwood ave.; Treasurer, C. H. FRINK.

Grand Rapids Retail Grocers' Association
President, FRANK J. DYK; Secretary, HOMER KLAP; Treasurer, J. GEO. LEHMAN.

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

Jackson Retail Grocers' Association
President, GEO. E. LEWIS; Secretary, W. H. PORTER; Treasurer, L. PELTON.

Lansing Retail Grocers' Association
President, F. B. JOHNSON; Secretary, A. M. DARLING; Treasurer, L. A. GILKEY.

Adrian Retail Grocers' Association
President, A. C. CLARK; Secretary, E. F. CLEVELAND; Treasurer, WM. C. KOEHN.

Traverse City Business Men's Association
President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Owosso Business Men's Association
President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Alpena Business Men's Association
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

Grand Rapids Retail Meat Dealers' Association
President, L. J. KATZ; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

St. Johns Business Men's Association.
President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

Perry Business Men's Association
President, H. W. WALLACE; Secretary, T. E. HEDDLE.

Grand Haven Retail Merchants' Association
President, F. D. VOS; Secretary, J. W. VERHOEKS.

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 & Hathaway'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.

What Is Your Husband Doing

about decorating those rooms?

Do You Know

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

C. L. HARVEY & CO.

59 MONROE STREET, GRAND RAPIDS, MICH.

Picture Framing and Painting of the Highest Art.

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.

Dry Goods

The Dry Goods Market.

Staple Cottons—The staple cotton market is easy in tone and quiet in regard to the amount of business transacted. Some of the leading lines are held firm, but nearly everything else is in a condition to be readily handled by the buyer. Ducks and osnaburgs are very quiet at previous prices. There is a very light export business reported for brown sheetings and drills. Bleached cottons are being ordered for immediate delivery in small lots, although the total has reached quite a fair amount. There is but little of interest to report in wide sheeting, cotton flannels, blankets and quilts, but denims show more enquiry and a trifle more business.

Dress Goods—Despite a fairly active demand for new lines of spring dress goods during the opening weeks of the season, business decreased considerably last week and was accompanied by price irregularities that were unexpected, and, if continued, can not fail to have a restraining effect upon buyers' operations. Price cutting was unexpected, because of the fact that the major portion of the market opened upon the low basis of values existent last season, and that were, as a rule, upon a free wool basis. The declines that have now been registered were upon goods that had opened at slight advances, and they should not affect the position of goods opened at old values. Competition has been severe so far, and the market has been a narrow one. The unsettledness of prices of fall goods, combined with unfavorable weather, has affected buyers' operations. Improvement is inevitable as the season progresses and gets further away from the influence of fall trade.

Carpets—The carpet market entered the first stage of the spring season during the past week. Several lines of ingrain were opened at no advance in prices, but business up to date has been slow and has not been marked by a display of confidence upon the part of buyers in the price position of the market. An event, however, that seems destined to have considerable effect upon trade transpired during the closing days of the week, but too late to disclose its influence upon the market. The event referred to is the change in management of the firm that has been most prominently connected with the auction sales that have demoralized the market in previous seasons. With the change came the announcement that the firm would positively hold no auction sales the coming season. Further than this, the trade is confident that the firm in question will adopt a live-and-let-live policy that will be conducive to a steadier and more profitable market than has been enjoyed for a long period.

Secure Public Esteem.

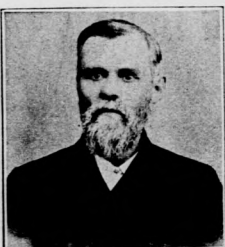
No process is of slower growth than the one through which the merchant must pass before he can hope to secure a firm and permanent footing. In a great world, where each individual is almost wholly occupied with his own concern to the absolute exclusion of that of others, to attract attention of any kind is most difficult and to become favorably known certainly requires more time and effort than to pose as the hero of some scandal. People are much readier to think unkindly, to gossip about shortcomings and derelictions, than to praise and feel due appreciation of good qual-

ities. Approbation seems to come harder and with a greater struggle to many minds than do disapproval and a tendency to criticize. The picking of flaws, the habit of seeing what is wrong, seems to come most naturally to the minds of the majority of humanity. "Errors like straws upon the surface flow," sings the poet, and this is probably the principle which actuates every one to see them first. However, it may also be said at the same time that with judicious and conscientious endeavor the most palpable errors may be kept in the background so that the good points may have the greater prominence. Every one who has lived in the country remembers that forcible and expressive saying about "putting the best foot foremost," and keeping it there, too. The ambitious merchant must be continually on the watch in order that his derelictions do not exceed his good deeds. That is to say, no palpable evidences of neglect or omission should first become evident to the customer upon entering the store. This spirit of fault-finding on the part of many is the merchant's bug-bear, which he must be continually combating. The more permanent his position becomes the less people will be inclined to see what is wrong and the more ready they will be to approve and join in the chorus of praise. Nothing succeeds like success, as every one well knows.

Avoid Monotony.

There is no doubt that it requires less mental and physical effort to adhere to ancient forms and methods, but the easy and customary method is not always the most satisfactory or highly advantageous. People are as quick to detect antiquated ways as to appreciate those which are more modern and wide awake. The general movement now must be onward; there can be no motionless pauses. If a man does not progress he inevitably goes backward. Each one must assist himself forward by observing the trend of the times and acting accordingly. No one is going to aid another by opening his eyes to the fact that his store is out of repair, that his fixtures are inadequate or his goods unsatisfactory. He may not discern the fact himself until he has retrograded so far that progression is impossible. Let him therefore wake up before it is everlastingly too late.

The New Zealand government offers a prize of \$10,000 for the best process, mechanical or chemical, of treating the native fiber of New Zealand hemp, which works up to a fabric as soft as silk.



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.

For Carnival Visitors

Welcome to the Temple of

Millinery Fashion

Our wholesale millinery department occupies one solid block, filled with up-to-date styles.

Trimmed Hats	Breasts and Wings
Walking Hats	Ostrich Plumes
Ladies' Fedoras	Ostrich Tips
Fancy Feathers	Ribbons and Silks

Exclusive Agents Ladies' Knox Hats

Corl, Knott & Co., 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.

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.

Experiment in Commercial Education.
From the London Chronicle.

One of the most important changes contemplated by the London School Board in its evening schools is the establishment of commercial schools in conjunction with the London Chamber of Commerce. To fully appreciate this new departure it should be understood that it is to be uncompromisingly commercial in its spirit. The London Chamber of Commerce has set the hallmark of its approbation upon it by its members agreeing to accept for places in their offices such students of the school as obtain the certificates offered by the chamber for proficiency in commercial knowledge. But this practical partnership between Board and Chamber would perhaps count for little were it not for the fact that in every case members of the Chamber have resolved to give preference to the holders of the certificates as against all other aspirants to service in their offices. Here, at any rate, we may be creating the means of breeding the men best fitted by nature to bear the brunt of the commercial warfare of the future.

The curriculum includes accounting, book-keeping, algebra, commercial arithmetic, commercial English, business training, precise writing, commercial geography, commercial history, political economy, shorthand and type-writing, and the modern languages. Having regard to the incalculable importance of modern languages in present-day commerce, the School Board is entitled to no little praise for the manner in which it has devised its scheme of language classes with a view to achieving the highest possible results. Overcrowding is to be avoided, tutorial classes for individual help are to be formed, and revision of home work is to be undertaken at convenient opportunities. Every assistance is to be given, moreover, in the formation of conversational societies, and in the advanced classes English is to be spoken as little as possible. Pronunciation for business purposes, it is also interesting to note, is to be kept steadily in view, and special viva voce classes are contemplated for the purpose of enabling students to acquire a knowledge of the technicalities, customs and formalities of shipping houses, and to become conversant with the equivalents in French and German of colloquial business phrases and terms and of the names of the great variety of goods shipped to and from England. Nor is all this laudable enterprise to stop at French and German. Classes in Spanish, Portuguese and Italian are to be formed if a sufficient number of students present themselves to study those languages. The principal himself will preside over a class for the study of "the life and duties of a citizen."

The School Board last year spent \$211,225 on evening education. This year its expenditure reaches \$240,575, which should be the best possible proof to scoffers that evening continuation classes, although held in board schools, have something substantial to offer.

Big Fortunes From Little Inventions.
George Ethelbert Walsh in Cassier's Magazine.

It has become almost an axiom with the majority that larger fortunes are to be raised from some simple invention than from difficult and expensive inventions that involve a great outlay of money to manufacture. This is to a certain extent true. A certain American patent for fastening kid gloves has yielded a fortune of several hundred thousand dollars for its fortunate owner, and the inventor of a collar clasp enjoys \$20,000 royalty a year as the reward for his endeavor. A new kind of sleeve button has made \$50,000 in five years for its patentee, and the simple twisting of safety pins in such a way that there is no possible danger of the point sticking in the child promises to enrich its owner beyond any of his early dreams of wealth. A man one day turned a piece of wire so as to hold a cork more securely in a bottle, and forthwith somebody saw a brilliant idea, and patented the modern wire stopple-holder, which is now used annually on several million

bottles. The accidental bending of a hairpin by a woman to prevent it from sliding out of her hair also easily produced a fortune for her husband, who immediately saw the possibilities of a crinkled hairpin for women.

Instances could be multiplied indefinitely of large fortunes being made from small inventions; but, fortunately for those inventors who make a life study of intricate problems of mechanics, and disdain to waste their talents upon trivial, popular articles of the day, there is often also ample reward held in store for the products that take years to produce, and which revolutionize existing methods of industry and mechanics. Edison has reaped honors and riches of a princely character from his discoveries; McCormick has realized in his reaper the fortune of a millionaire; the Corliss engine brought honors and decorations to its inventor, and enabled him to amass a great fortune in a few years; Prof. Bell found in his telephone not only the consummation of his early hopes and ambitions, but a substantial pecuniary reward; Harveyized steel armor has become synonymous with the inventor's name, and it brings an annual income of huge proportions to its discoverer; Elias Howe, the inventor of the sewing machine, realized over \$2,000,000 from his inventions; and Nikola Tesla, although still young and rich in promises, finds an abundance of money in his work.

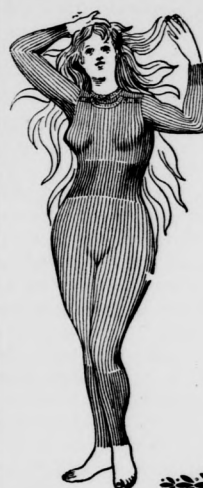
The Worst Enemy.

The worst enemy, next to ignorance, a man can have is self-distrust. He might as well have a mill-tone tied about his neck and be cast into the uttermost sea—so far, at least, as business success goes. It is said that this distrust is caused by a want of business talent; but there is no warrant for such an inglorious confession, and no man, certainly no young man, should encourage such a self-deceiving belief. The possibilities in every human mind are past finding out. Men are not made like pint measures, to hold just so much, but are limitless in their capacity and unlimited in their powers. The history of the race has proved it in thousands of illustrious examples. The history of our own people has shown it. There is scarcely a name among the illustrious men of the United States but proves it. Every one of them would have died unknown and unwept had they believed that their powers were limited to the achievements of a mediocre life only. They may not have believed at the beginning what the end would be, and perhaps they were more surprised at their advancements than anybody else; but, step by step, fortified by a reliance upon themselves, they moved forward, and always found the necessary powers within themselves. No man can tell what is within him, but every man may be certain that there is a rich mine to explore—one that will be far from being exhausted when he is called to lay down the push-cart.

Now, this self-reliance is a queer plant. In some men it requires cultivating; in others it needs pruning. Where it is just right it wants to be carefully tended, and there is no plant more beautiful to look upon. It is a quality in a man's character which calls forth the admiration and homage of his fellows. It has no pompousness, no conceit, no supercilious or patronizing airs toward the rest of humanity. It is a healthy, manly consciousness of power directed toward a definite and noble end, which inspires others with respect and enables the possessor to accomplish great and difficult things.

The young man in business, more than any other, should be full of this spirit. It is at his command if he choose to call it.

The most successful advertisers have pretty generally reached the conclusion that it is best to put the firm name at the top rather than at the bottom of announcements. Of course, the main thing is to advertise. The arrangement of the subject matter is a detail which merchants should not be long in mastering.



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.

Ruberoid Ready Roofing

Will last longer than any other roofing now on the market. We have full faith in its merits. But if you want other kinds we always have them at reasonable prices. Let us quote you prices, if you need roofing of any sort.

H. M. REYNOLDS & SON,

Detroit Office, foot of 1st Street.

GRAND RAPIDS, MICH.

Artistic Designs



An Advertisement

should attract attention and impress its value upon the reader's mind. Effective and appropriate illustrations help to do this. We prepare designs for all purposes and devote particular attention to the illustrating of advertisements, booklets, catalogues, etc. Sketches and estimates furnished on application.

Tradesman Company GRAND RAPIDS, MICHIGAN.

Woman's World

The Question of Appearances.

The daily papers have recently contained an interesting account of a lawsuit, now pending in Ohio, in which one of woman's immemorial rights is attacked and endangered. It seems that a woman charged another woman with falsely producing an appearance of beauty when she really possessed none, by means of cosmetics, pads, bought hair and other ingenious and nefarious devices calculated to deceive unsuspecting man and thus win for her admiration and attentions to which she had no just right or claim. Whereupon the accused party instantly retaliated by bringing a suit for malicious slander and libel, and consequent damages.

With the rival claims of these two ladies we have, of course, no concern, but beyond that the case is full of suggestiveness to the entire sex. For one thing, it is the first time woman's right—morally or legally—to look as well as she can has ever been assailed. For another, and this is far more important than tons of legal decisions, it is an effort to establish in a court of law the fact that a woman need not be ugly unless she wants to be, and that she can circumvent cruel nature if she so desire.

Of course, it is no trick at all to be beautiful if you were born that way. No one deserves the slightest credit for that; but for a woman like our Ohio sister, who, according to the statement of her enemy, produced the appearance of beauty when she wasn't even pretty, I have the enthusiastic admiration one accords a victorious general, and I like to imagine how she mapped out her campaign.

I can fancy her in the privacy of her own room, surveying the territory she was about to invade and taking stock of the difficulties. Item one, a muddy complexion; item two, scanty hair; item three, a figure all angles and bones. Enough to discourage the boldest spirit, one would think. But no. Death rather than surrender! She touched up the dull cheeks with a bit of rouge. She helped out the indistinct eyebrows with a discreet pencilmark or two. She curled the thin hair into soft little love-locks. She hunted up a dressmaker who knew her business and could cover up bones, and convert angles into gracious curves, and then, the battle won, she sallied forth, a thing of beauty and a joy forever. She really must have done it very well, you know, to wring this unsolicited tribute to her skill from her rival. Women are never jealous of a failure.

Let nobody undervalue the amount of character such a transformation requires. In the first place, it means an absolute lack of vanity that is nothing short of heroic. The ugly woman who would produce the impression of beauty must be a merciless critic to herself. She must see how every defect looks to other people. She must call a spade a spade and a pug nose a pug nose, in dealing with herself. Glittering generalities won't avail in that solemn hour when she consults her mirror and decides on a plan of action. Then she must have unlimited energy and an iron determination that refuses to be seduced away from the thing she knows she ought to wear by the thing she would like to wear, and, alas, how seldom is the article that comes up to our ideal the one that fires our fancy!

One of the greatest weaknesses of the feminine character is our invariable

tendency to shirk responsibility and shoulder everything off on Providence. It is so much easier to say, If the good Lord didn't make me pretty I can't help it, than it is to take the matter in our own hands. Of course, we can't make beauty, but we can at least help nature out and polish off a rough job; but how rarely is it done. It is easier to surrender than to fight, and we give it up, and lay the blame on our Creator.

You remember in one of Barrie's charming idyls, when Leebie tries to make her brother say he loves her, he flatly refuses, and says: "Love's a fearsome-like word to use when folks are well." So beauty is a fearsome-like word to use about people who are not Maxime Elliotts and Lillian Russells. What we mean when we apply it to our everyday acquaintances is something that is attractive, harmonious, artistic, something that gratifies our aesthetic sense, and it just as often means a woman's gown as her face.

Very few people have classically correct features, still fewer have beautiful complexions. No one can count on the freshness of youth for many years. After that, if a woman is still accounted good looking, it is a matter of gowns and bonnets and ways and means. Thank goodness, most of us don't discriminate much, nor analyze an agreeable impression. It is enough for us if we are pleased, and the woman who dresses intelligently, whose frocks are designed to emphasize good points and conceal bad ones, whose hats are neither accidents nor errors, and whose frills are fresh and clean, may deceive even the very elect among her own sex into giving her credit for good looks she never possessed. We admire the tout ensemble and don't go into particulars.

Heretofore no one has ever dreamed of questioning a woman's right to look as well as she could. Rather have we esteemed it her sacred duty, and most of us feel a sense of personal gratitude towards those women who, by good looks, pretty frocks and general charm of appearance, have helped "fill in the picture," as stage-folk say, and made our daily life more attractive. Assuredly, we have never considered it our business to pry into details and see how they did it. We rest satisfied with the result, and if it is in reality a triumph of art over nature so much the more credit for her, and so much greater our indebtedness. How absurd to call such a woman to account! Suppose she does use cosmetics and pads and false hair! Not to use them when she needs them is simply flying in the face of Providence and refusing the means of grace held out to her.

In a world where we must all bear with one another and where we are dependent on our neighbors for impressions it may well be doubted if anyone has a right to wound our feelings and trample on our sensibilities by unnecessary and gratuitous ugliness. Has the woman with a saleratus-biscuit complexion any moral right to wear sage green simply because it is not an offense punishable by law? Is a woman with a scrawny, yellow neck showing a Christian sympathy for the sufferings of her fellow-creatures when she appears décolleté at the opera? Is there any earthly excuse, with cotton at 5 cents a pound, for any woman going about doing the living skeleton act? These are solemn questions for every woman to ask herself, and they admit of but one answer.

There is no earthly use in any court

trying to hold a woman responsible for making herself attractive if she can. It may be true she wears false frizzes and plumpers, "the same with intent to deceive," like Bret Harte's heathen Chinese, but so long as the result is satisfactory and pleasing she will be enthusiastically supported by the general opinion of the community. Furthermore, ugly women should be encouraged to renewed efforts along this line. For, if the man is blessed who makes two blades of grass grow where only one grew before, how much greater shall be her reward who creates an effect of beauty where none really exists.

DOROTHY DIX.

Little Pitchers.

One of the things upon which Americans are wont to boast themselves is the unity of domestic life with us and the fact that children are not relegated to the nursery and the care of governesses, as in foreign countries, but form part of the daily family circle. Desirable as this system is in many ways, it still lacks much of being wholly admirable or of representing the ideal we are fond of claiming for it.

Physicians tell us that many children acquire a chronic indigestion by being permitted to eat rich sauces and highly seasoned dishes, like their elders, and it may well be questioned if they do not run an even greater danger of acquiring a mental dyspepsia from being fed on wise conversations they are too young and immature to rightly understand and appreciate. "Milk for babies; strong meat for men," is the fiat of the Scriptures, that may well apply to other things than those of the flesh.

The old proverb "Little pitchers have long ears" sounds a warning with which we are familiar, but which we seldom heed. Most of us are perfectly reckless in what we say before children. We criticize this person and that. We make a sweeping assertion about such and such a one's character, or, perhaps, declare our disbelief in a religious dogma or the efficacy of some society for moral reforms.

Mentally, we are making all sorts of reservations. Our criticism of a friend may be the result of some trifling misunderstanding that is explained away the next hour. We may deplore one trait of character in a man, yet honor him for other noble qualities. We may doubt a tenet of theology, yet rest steadfast on the rock of ages of belief in God. But a child can make no such subtle distinctions. We are his oracle. He accepts our crude statement, half understood, and our idle words may have implanted an unjust and unfounded prejudice in his mind, or sowed the seed of infidelity.

Probably there is no parent who has not been honestly shocked at some view a child expressed. "Where did you hear that?" you ask, and he replies, "You said so." You try to explain; but in vain. It is the way he understood it, and nothing is so tenacious as the first impressions of childhood. Often and often we see our own thoughts and beliefs reflected in a child-mind, distorted out of all just proportion, grotesque and horrible, as a warped mirror gives us back a hideous picture of our natural face.

It may not be possible to keep all conversation in a family down to the nursery level, but surely it is well to remember our conversation is forming the ideals of the children about our fireside and table, and so set a guard upon our tongues.

Obligations of the Retailer to the Jobber.

When a merchant purchases goods of a jobber or manufacturer he does so in specific terms as to date of payment, and a contract is entered into under which each has certain rights which they are equally bound to observe and respect.

When the jobber or manufacturer has made shipment and has properly observed the agreed terms as to price, quality, time of shipment and date of payment, and an invoice has been furnished for the goods and a receipt in good order has been taken from the transportation company or other agent of the purchaser, he has performed his part of the contract. The merchant always insists upon strictest compliance with the contract on the part of the jobber, and he should observe and carry out his part of the same with an equal degree of care and promptness.

I am sorry to say that there are some merchants who totally disregard their obligations in this respect and become offended when their attention is called to the fact. It never occurs to them that it is incumbent upon them to observe their part of the agreement with the same degree of promptness that they exact of the jobber.

Every merchant should discount his bills, if possible, but in case his means will not permit of his doing so he should pay them promptly at maturity. A draft should be in the hands of his creditor the day it is due, and not one day or more thereafter. He will thus have performed his part of the contract as faithfully as he insists the jobber shall perform his. Should it happen that from causes that are unavoidable the merchant is unable to pay promptly the day the bill is due, it is his duty, in strict justice to the other party to the contract, to arrange beforehand for an extension, and not, as many do, ignore the matter, as if the other party to the agreement had no rights which he is bound to respect.

Jobbers make their calculations upon receiving their money when bills are due, and they make contracts which will require the use of money thus collected. If they do not get it they are discommoded, and are obliged to borrow extra sums to make the deficiency good, thus contracting liabilities and making expense which their debtors are responsible for without rendering an equivalent. This, all good business men will agree, is an injustice. The retail merchant, as a rule, is not wholly to blame for slowness of payment. The jobber must bear his due proportion of it and for the many failures, with the loss and humiliation attendant, which are caused directly or indirectly by his indulgence or carelessness in the matter of making collections.

T. H. GREEN.

An Old Friend.

A gentleman, while traveling on a certain railway, got out at a station where the train stopped for a few minutes, and entered the refreshment room. His eyes resting on a basket containing buns, he suddenly burst into tears. The sympathetic attendant gently asked him what was the matter and elicited the following touching explanation:

"Pray excuse my emotion. Two years ago I was traveling on this line on my honeymoon. My wife came into this refreshment room and scratched our initials on a bun which I see in this basket. I beg you to let me have it as a tender souvenir. Here is half a dollar."

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A Popular Price Mackintosh. To possess the features of merit of these two garments hardly seems reasonable at the price, but when you consider the advantage we gain by the vast amount we handle and our **spot cash** mode of doing business, you can easily appreciate the reason we offer you these two specials at 25% below other people's prices.



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42618. Men's high grade mackintosh, made of standard quality black tricot, shepherd's plaid lining, 2 outside patch pockets with laps, black horn buttons, ventilated armholes, all seams are double-stitched and felled, 26-inch detachable cape. Each.....

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IMPORTANT: If you have not received a copy of our complete illustrated Fall and Winter Catalogue—No. 225—send in your request at once. We mail it to merchants **FREE** upon application only.

42617. Men's high grade box style mackintosh, in the latest tan shade, made of Covert cloth, fine plaid lining, velvet collar, warranted to be perfect fitting, extra well made and trimmed, 3 outside pockets with laps, silked worked buttonholes, velvet storm tab. Each.....

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HOYT CAPITULATES.

Ceases to Quote Trash as Pure Goods.

Smarting under the strictures of the Tradesman and wincing under the sweeping condemnation of the State Food Commissioner, the W. M. Hoyt Co. has reluctantly receded, step by step, from the defiant attitude it assumed some months ago, until it now concedes that the people have rights which even a vender of adulterated goods is bound to respect. When the Tradesman began its crusade against the vile compound of acids and gypsum sold as cream of tartar by the W. M. Hoyt Co., that house was quoting the goods in question under its "Pure" brand, with the following guaranty:

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

The Tradesman maintained then—and still maintains—that no house has a right to use the word "pure" in describing filthy compounds which resemble the genuine articles only in name and appearance. The W. M. Hoyt Co. took exceptions to this position and insisted that it could defile the term "pure" with the same wantonness shown in deceiving its customers and jeopardizing the health of its customers' patrons, but persistent pounding in the columns of the Tradesman resulted in the withdrawal of the fictitious guaranty printed in connection with the quotations of the brand, and its substitution by a milder phraseology, as follows:

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

This act plainly demonstrated that the W. M. Hoyt Co. was "on the run," as the expression goes, and the Tradesman continued to insist that the word "pure" should be discarded altogether or that the goods quoted under that head should be brought up to the standard of pure goods. The W. M. Hoyt Co. demurred to the latter demand, because it has always appeared to derive the greatest pleasure—and probably the largest measure of profit—from the sale of inferior goods, but it finally meets the Tradesman's demand by changing the name of the brand from "Pure" to "Mountain" and also further revising the terms of the guaranty, which now reads as follows:

This is a very good article of spice and guaranteed to give good satisfaction where strictly pure goods are not required.

In order that the reader may note the backdown steps taken by the W. M. Hoyt Co., the Tradesman herewith presents the salient features of each successive guaranty of its so called "Pure" brand:

1. "Are good, honest goods," comparing favorably with VERY BEST.
2. "Are very good goods," comparing favorably with many sold for strictly pure.
3. "Very good article" when strictly pure are not required.

No surrender could be more humiliating than this and no jobbing house ever exhibited greater reluctance in abandoning deception and fraud and ceasing to masquerade under false colors.

The Hoyt Co. is now making desperate efforts to regain its former standing with the Michigan trade by means of frequent announcements that it will not ship its "Mountain" brand of goods into this State. Guided by the timely

warning of the State Food Commissioner, however, the retail grocery trade of Michigan has ceased handling the adulterated Hoyt goods and it will be an extremely frigid day when they replace the adulterated goods of that or any other jobbing house on their shelves.

The Cash Principle in Retail Business.

A man who is not obliged to use his time and ability in running after what should have been his when the goods were passed over the counter, or to stand off some importunate creditor, has opportunity to keep posted as to prices and as to the general condition of the markets. He is able to keep abreast of the time. Who will say, then, that the up-to-date merchant has not an important advantage in many ways, and who will believe that in employment of his time in the business, as just described, he does not find means to add to his profits?

Perhaps you will ask why, if the cash principle leads to this superior management of business and to contentment of mind, and in various respects is a panacea for the ills of business life, it is not universally adopted? I reply that in the majority of cases it is the same as in your own case. You have not the courage to make the change. You fear you will lose trade, that you would offend old customers who are "perfectly good," and that your trade will go to your competitor. This last would probably be true, if you kept your prices where you found it necessary to put them to enable you, under the old system, to show a profit.

Let me ask, do you not owe something to the dear public, or at least to that portion of it which has the cash or has always paid you promptly, and is it fair that you should longer ask cash customers to pay the premium you once demanded because certain deadbeats never pay anything?

The cash system treats all alike. No one pays the debts of another. It is a recognized fact that the prices of goods in stores selling for cash are less than in those where business is transacted on the credit basis. In many cases the difference is as much as 10 per cent. and in some even 15 per cent. If this advantage in price will not bring to you as liberal a trade as you heretofore enjoyed, then it is to be concluded that you are for a fact operating in a very dry community. Consider the cases of the few merchants scattered throughout the country who have had the nerve and courage to adopt the cash system. Enquire of them if they would return to the old way. Ask them as to their net profits and whether or not they sleep well nights. Their answers will heartily commend the cash system. The profits actually realized upon the business and the amount of wear upon the merchant in conducting it include the whole question.

F. J. HOPKINS.

Large Chestnut Crop in Pennsylvania.

Not for a generation has there been such an enormous crop of chestnuts on the Blue Ridge of Pennsylvania as this year. The phenomenal yield is the chief topic of conversation along the north and south mountains and the natives are discussing the whys and wherefores of the unusual abundance. From all parts of the Cumberland Valley and the mountains of Maryland come the same reports.

Frosts have been light so far except along the bottom lands, so few nuts comparatively have come into market.

They are offered at five cents a quart and will drop to three cents before the month closes.

All through the Blue Mountains hundreds of thousands of grafts of Italian and Japanese chestnuts have been budded upon the native chestnuts and the experiments are turning out remarkably well. Up about the summit of the Blue Ridge, the famous mountain peach belt, a number of land owners have let their peaches die out, and are grafting the foreign chestnuts on the native shoots. The peach "yellows" and San Jose scale have afflicted that section and many discouraged peach growers are turning to chestnut cultivation to recoup their losses. The Italian and Japanese chestnuts appear to bear more regularly than the native nut, and their cultivation promises soon to be an important industry in the State.

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The Druggist Who Couldn't Rise Superior.

M. Quad in American Druggist.

I had my doubts about Mr. Green, druggist, from the day I saw him inspecting the empty store on the corner. I don't pretend to any inside knowledge of the drug business, but having studied human nature for fifty years, I think I know a drug-store man from a plumber afar off. I am also conceited enough to think I know a druggist who is "fitten" from one who will let circumstances down him. The drug-store man who would make a success of it in our neighborhood must be endowed with peculiar characteristics. After a brief study of Mr. Green I felt that he was lacking where he should have been strong. It wasn't my business to warn him, however, and I kept quiet while he went ahead and rented and opened the store. On the very first morning, as I could have told him would be the case, old Pat Saunders entered the store and said to him in a fatherly way:

"The last druggist here made several bad mistakes, and you should avoid them if you want to prosper. You keep a good brand of whisky, of course? Whenever I come in here just set it out for me, and never mind about chalking down any account."

"But I keep whisky to sell," protested Mr. Green.

"And you'll begrudge me a drink now and then? Well, that settles it. We are a liberal spirited people in this neighborhood, and the man who can't meet us half way won't last three months in business."

Following close upon the footsteps of Mr. Saunders was Mr. Baker. He nodded to the druggist and sat down at the telephone and called up two or three different parties. When through with his business he said he was much obliged, and added:

"Glad you have opened shop here, as it's handy to have a telephone in the neighborhood. I presume I shall run in five or six times a day."

"It—it is ten cents!" stammered Mr. Green.

"Oh, it is? Then you propose to make a charge for such trifles? Well, here's your ten cents, and I'll say that my drug-store purchases last year amounted to \$746 25. I wish you good-morning, sir!"

The next man to turn up was Deacon Strothers. Experience had taught him that he could buy as much copperas for nine cents as for ten, and he had nine cents to invest. Before doing so, however, he thought best to throw out a feeler, and he began:

"Our Sunday School has a picnic a week from to-day."

"Yes," replied Mr. Green.

"There will be 600 children."

"Yes."

"All our business men are giving something, and it has occurred to me to ask if you don't want to contribute two dozen bottles of vichy water."

"Why, I'm not interested, you know," replied Green.

"Not interested in our Sunday School picnic? Well, well; but if that's the case I must inform you that I'm not interested in seeing you get along here! I did want some copperas, but—good day, sir!"

Mr. Green's fourth caller was a woman. She had bought a bottle of cholera remedy the year before, but having found no use for it, she had come around to exchange it for a bottle of liver invigorator.

"But we don't do business that way," protested the druggist when she had made her point clear.

"But this is a sure cure for cholera," she persisted.

"That doesn't alter the case. I have goods to sell—not to exchange."

"You mean you don't care to do me a favor? Very well, I run three clubs and four societies in this neighborhood, and sha'n't go about drumming up trade for you!"

The druggist who knew his business would have sized the old man Hooper up at once and given him rope, but Mr. Green seemed bound to put his foot in

it at every turn. The old man owns twenty-four houses to rent, and is the only person for a mile around who dares to talk back to a policeman. He looked around the new store for a few minutes and then helped himself to a stick of gum from the jar and was walking out when the druggist calmly said:

"The family almanacs are free, but the gum is five cents a stick."

"But my name's Hooper."

"I can't help that."

"Oh! You can't? Want five cents, eh? Well, here it is, and I'll give you about a month to shut up shop!"

A druggist with his head screwed on the right way could have seen at a glance that Mrs. Jason Jones was a woman to be catered to. She was tall and massive and commanding. She had the odor of an orphan asylum about her. It was plain that whenever she recommended a cough medicine or a corn-cure a rush of trade would follow. She entered the new drug store and asked for a postage stamp. After she had licked it on she concluded to take four more. She had them in her port-monaie and was going out with a thank you when the impolitic Mr. Green remarked:

"Madam, you forgot the ten cents."

"Ten cents for what?"

"For the stamps."

"Why, do you mean that you charge for postage stamps?"

"I certainly do."

The tall and massive and commanding Mrs. Jason Jones laid down two rusty and battered old pennies and the four extra stamps, and swelling up until she seemed to weigh a ton more, she said:

"Sir, our orphan asylum consumes 238 gallons of castor oil per year, to say nothing of two barrels of squills and 200 bottles of Jamaica ginger. I am the President and purchasing agent, and pay cash down. I have the honor, sir, to wish you good-day!"

There was yet another bad case. A workman was killed by a fall from a building, and the wife's brother gave her an old horse to raffle off. The horse was worth about \$25, but she got out 300 tickets at a dollar apiece. The President of the Plumbers' Union called to see how many tickets Mr. Green would take, and Mr. Green replied:

"I don't want any. In fact, I don't believe in raffles."

"But this is to help a widow."

"Yes, but you must excuse me."

"You won't take even one?"

"No."

"Well, the Plumbers' Union numbers 670 men, the Carpenters' Union 720, the Painters' Union 810, and the Bricklayers' Union 905. We are interested in this thing, and we buy 15,525 boxes of pills every year. No tickets—no pills! I'll see the druggist two blocks below!"

I thought Mr. Green might hold out six weeks, but the Sheriff shut him up in about four. It was a needless sacrifice of a splendid opportunity. It simply needed a man who could rise superior to circumstances and start a boom, but nature hadn't fitted Mr. Green for the place. The store awaits a tenant again, and I make no charges for the pointers above given.

The Chinese Calendar.

The Chinese do not compute their time by centuries, but by periods of sixty years (luck shiapsix wood); each year in this space of time has its own name, partly relating to the five elements adopted by the Chinese sages, viz., wood, fire, earth, mineral, and water, partly connected with denominations of live creatures, such as rat, cat, tiger, hare, etc. From the combination of these two factors into a double word results, at the same time, whether the year is a lucky or an unlucky one. If, for instance, wood and cattle meet in the name of a year, this signifies a good crop; fire and tiger prophesy a year of war. The year 1897 bore the name of dingh-dan—fire and fowl—and signifies a year of peace. The Chinese attach great value to these names, and are frequently governed in their enterprises by the fact whether the name of

the year implies luck or bad luck. The division of the year is a twofold one, it being divided into 12 months and 24 semi-months. The latter bear the signs of the old Chinese zodiac, and are called rainwater, vernal equinox, pure light, rain for the fruit, morning flush of summer, little rainy season, seed of the herbs, summer solstice, commencement of the heat, great heat, sign of autumn, end of the heat, white dew, etc. Like us, the Chinese have four seasons (mua). The months have alternately 29 (weak months) and 30 days (strong months); frequently leap months are introduced for the sake of equalization. According to the Chinese calendar, there are also two kinds of weeks, some of 10 days and others of 15 days, so that a month is divided either into two or three weeks. The first days of the months are designated by numbers, but the first day is also called that of the weasel and the last one that of return, every day of the full moon being styled the day of hope. The night is taken at 7 hours, the day at 5. The counting of the 12 hours, each equal to two of ours, commences at 11 o'clock at night.

Frequently, however, the hours are also designated by animal names; thus the midnight hour is called the hour of the rat, while the midday hour is that of the horse. Each hour is divided into double minutes, minutes and seconds.

FOLDING TABLE





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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.

HAD TO LIVE.

Preached for Two Churches and Sold Groceries.

Stroller in Grocery World.

You grocers who think running one store is a hard job, just wait until I tell you the story of a grocer down in the rural districts of old Maryland.

There are a lot of you fellows who sincerely believe that you have on your shoulders about all that a man can stand. Some of you have a good deal to knock up against; there's no doubt about that. Still, your life is a bed of Jacqueminot roses compared with that of the hero of my this week's article.

Never before had I penetrated so far into the wilds of Maryland as I did last week. One day I brought up at a little settlement where I suppose there are fifty houses. Mostly Germans live about there, I discovered, and the village itself is the center of the country trade for several miles around.

The place has two grocery stores. One is the conventional country grocery, but the proprietor of the other looked to me a little out of place. He had a ministerial air and went about the ordinary processes of a grocery store rather awkwardly, I thought.

When he shook hands with a man who came in, and called him "Brother Metzger," or something like that, I knew there was a story there somewhere, and I got it out.

After the store was empty I struck up a conversation.

"Been in business here long?"

"No, sir," replied the grocer, "only about six months. That is, I've only been in the grocery business about that long."

"Oh, you were in some other business first?" I persisted, inquisitively. There's nothing like nerve to find out things.

"I am a minister of the Gospel," said the grocer, quietly.

"In active work now?" I asked, expecting a negative answer.

"Oh, yes," he said; "I have charge of the two churches, about seven miles apart."

"But how in the world can you attend to two churches and a store?" I asked.

"I have to live, brother," was the reply. "I have a family depending on me, and if the Lord doesn't provide me with sufficient money out of preaching, why I must make it in some other way. And that's why I opened this store."

"But don't two churches pay you enough to live on?" I asked.

"They do not," was the reply. "This is a scattered country, and the people are poor. My salary was \$400 a year when I could collect it. They got behind so far I had to look around for something else."

"You have no idea, young man," went on this clerical grocer, "what a man in my situation has to do. The outside world has no idea. These city ministers in their brown stone houses and their carriages, with their \$5,000 or \$10,000 a year, and maybe an assistant to do the hard work, don't have any conception of the way a country minister such as I am has to do."

"To begin with," he went on, "one of my charges requires German preaching, because the congregation is made up of elderly Germans. So I have to preach to them in German one Sunday. The other charge is made up of the younger people, who want preaching in English, and so I have to preach to them in English the next Sunday. Besides this, neither of the churches can afford to pay an organist or a choir leader, and there isn't anybody in the congregation who can do it, so I have to play the organ and lead the singing, in German in one church and in English in the other."

"The people here had a great deal of trouble before I came," he said. "They could get lots of clergymen who could preach in German and lots who could preach in English; they could get lots who could play the organ and lots who could sing, but they couldn't seem to get anybody able to do them all. And nobody else who could do them all would come for \$400 a year. And now that I've

come for that, I can't get my money. I don't blame the people altogether," he added, slowly, "times have been hard."

"And on top of all this you run a grocery store," I observed.

"Yes," he said, "and I'm making a little money out of it, too. I get a good deal of the trade of the members of my churches; they seem to think it is only fair to help me to make a living when they can't pay me my salary."

There is a lesson in this for every grocer who believes his lot is almost harder than he can bear. There is a saying, you know, that there is no one whose lot isn't better than somebody else's. Somewhere in the world there must be one man who is at the bottom; but it isn't any reader of this paper. I'll warrant that. And if every grocer who groans and repines about the misery of his position would look about him, he would see somebody compared to whose lot his own is elysium.

Why, look at this minister. He runs a credit grocery store, for where he is a cash business is out of the question. He attends to his store and besides this runs two churches, in which he preaches, plays and sings. No matter how small a church is, its financial affairs mean something, and they usually fall on the minister in charge. This hero is practically running three businesses. Let that soak into you grocers who are running one, and who think that one involves gigantic effort.

Where the Telephone Hurt Business.

"Yes, this is Hinckley's, yes."

"Mr. Brown, of 4544 Dewey boulevard—all right."

"You won't be home—sudden business—all right."

When the grocer turned to his waiting customer, he said: "There, that's the ruination of my trade."

"What is?"

"Why, that telephone."

Then he proceeded to explain.

"There's a fine residence neighborhood around here," he said, "and when I started in a year ago I practically had all the trade. I was progressive and wanted to branch out, and so, among other improvements, I put in a telephone. The Dutchman up the street was too slow to imitate my example and I relied upon getting all his trade in addition to that which the former proprietor turned over to me here."

"Well, what happened? The first day my name went into the directory I received a telephone call from Mr. Niles asking me to send around and tell Mrs. Niles he wouldn't be home for dinner—maybe not at all that night. Mrs. Niles heard, and froze me and treated me like an enemy who had lured her husband out of his house. She quit dealing with me. Shortly after, Mr. Bartholomew called me up and requested me just to step around and tell his wife he had a big trade on and couldn't come home. I did so, and in her disappointment Mrs. Bartholomew acted toward me like a Spaniard. She has never been in the store since. A few days later Mrs. Davis looked at me stonily because I took the trouble to walk over and present the excuses of Mr. Davis, who would not be home. That withdrew \$80 a month from me. The Poppletons and the Fosters and the Karbachs also dropped out on account of the vexation of wives whose husbands used me as a breaker of the faith."

"Maybe you've sometime found an acquaintance in a state of inebriety and for very pity and kindness of heart have taken him home. Do you remember what his wife said to you? She rebuked you for leading her husband astray and heaped bitterness upon you. That's the way with my customers and the telephone. I am simply an accomplice of the men who want to stay down town."

"I'll either have to take the 'phone out or break up."

Evidently he chose the braver course, for when the customer passed that way a month afterward there was a "sheriff's sale" card at the door.

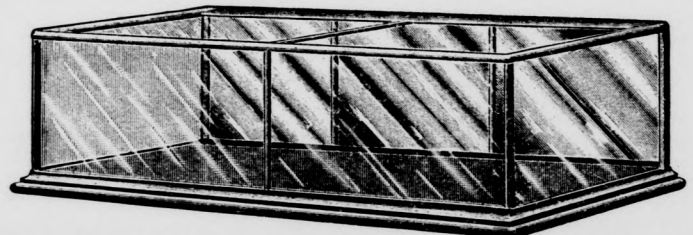
Let the other man sell at a loss, but you should sell at a profit.



This Showcase only \$4 00 per foot.

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

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Until Nov. 1 we will furnish these highly finished show cases with inlaid wood corners at the following low prices for Bryan:

3 feet.....\$4.50	5 feet.....\$7.25	7 feet.....\$9.25	9 feet.....\$12.25
4 feet.....6.25	6 feet.....8.15	8 feet.....10.50	10 feet.....13.25

Cases are 15 inches high, well finished, all double thick glass, mirror lined panel doors in rear. Guaranteed satisfactory in every respect. Cases 17 inches high 10 cents extra per foot. Write us for circulars and catalogue of our Combination Cases.

THE BRYAN SHOW CASE WORKS, Bryan, Ohio.

Who Gets the Oyster Trade?

The man whose oysters are the freshest and best flavored.

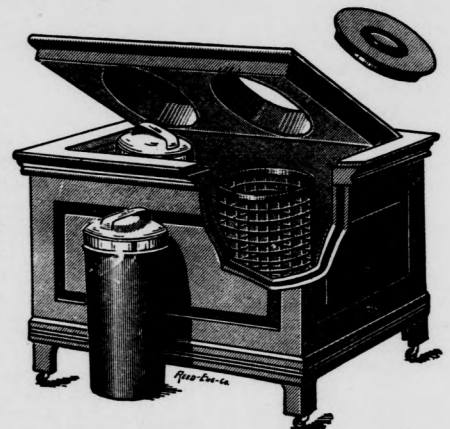
Who Loses Other Trade?

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

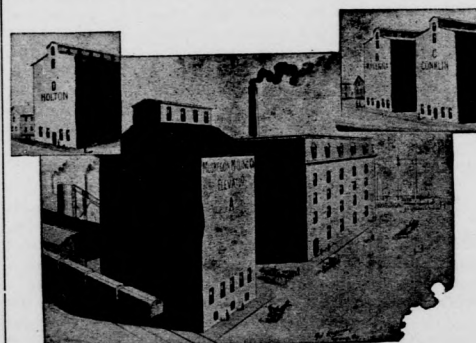
Avoid such a calamity and increase your trade by using our OYSTER CABINETS, made of Ash, insulated with mineral wool. (See cut.) They are lined with copper. All parts easily removed for cleaning without disturbing the ice. Porcelain-lined cans. Send for circular.

Ask for our prices on Roll Top Butter Refrigerators.

Grand Rapids Refrigerator Co.,
Grand Rapids, Mich.



MUSKEGON MILLING CO., MUSKEGON, MICH.



Manufacturers of

FLOUR,
FEED AND
MILL
STUFFS

Receivers and
Shippers of

GRAIN

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

MIXED CARLOADS
A SPECIALTY.

Mills and Office:
Water Street, Foot of Pine.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

President, F. G. TRUSCOTT, Marquette; Secretary and Treasurer, A. F. WIXSON, Marquette.

Gripsack Brigade.

J. P. Visner leaves Saturday for New York, where he will spend a fortnight as the guest of Edwin J. Gillies & Co. He will be accompanied by his wife.

J. N. Riley, formerly of the clothing firm of Riley, Fischer & Co. (Battle Creek), has engaged to travel in Wisconsin and Illinois for P. P. Argersinger, glove manufacturer at Johnstown, N. Y.

Maurice J. Bristol, for nearly three years in the employ of Hall Bros. & Co. (Kalamazoo), has resigned his position and left for Ohio, in which State he will travel in the interest of the Upjohn Pill and Granule Co.

A. M. Plank, who for the past eight years has faithfully served as head clerk in the store of the Wilcox Hardware Co. (Adrian), has severed his connection with that firm and gone to Hudson to enter the employ of the Bean-Chamberlain Co. as traveling salesman. The territory assigned him includes Southern Michigan, Northern Ohio and Northern Indiana.

W. R. Beattie, traveling representative for J. P. Deiter & Co., manufacturers of spices and extracts at Chicago, was recently convicted in the recorder's court at Detroit for selling adulterated mustard to the No-Ticket Tea Co. He was fined \$100. The complaint was made by Food Inspector Footlander. F. H. Barradaile, the State Analyst, was the principal witness. He swore that he had made an analysis of the box of mustard in evidence and had found that it contained 70 per cent. of mustard and 30 per cent. of corn starch. Mr. Beattie was not represented by counsel and made no defense beyond saying that he had no knowledge that the mustard was adulterated and therefore could have had no intent to break the law. Judge Chapin, in charging the jury, said that the Supreme Court had handed down a decision which was in effect that it was not necessary, in the prosecution of these cases, to show that there was any intent on the part of the respondent to deceive; that all that was necessary was to show that he sold the goods and that the goods sold were adulterated.

An interesting accident insurance controversy was recently submitted to the Appellate Division of the New York Supreme Court. A traveling salesman named Van Bokkelen was killed by being thrown from the platform of a car while endeavoring to pass through a railroad train. He was insured for \$10,000 in the Travelers' Insurance Company of Hartford, which promptly paid that amount to his representatives. They claim, however, to be entitled to \$10,000 more by virtue of a clause in the insurance policy which reads thus: "If such injuries are sustained while

riding as a passenger in any passenger conveyance using steam, cable or electricity as a motive power, the amount to be paid shall be double the sum specified in the clause under which the claim is made." The company contends that this provision applies only to a passenger within a car and not to one temporarily outside and in a position of much greater danger, while the plaintiff, the administratrix of Mr. Van Bokkelen, insists that it embraces the case of an insured person anywhere on the train. The defense here presents a substantial question, which the insurance company is justified in raising, no matter how it may be determined.

Organization of Council No. 131.

A Council of United Commercial Travelers was instituted last Saturday evening at Pythian Temple. The order is a secret, fraternal association, composed exclusively of active traveling men, none being eligible except those who have been on the road one year previous to their application. The accident feature is \$6,300 in case of death by accidental means, paid as follows: \$5,000 upon satisfactory proof of death and \$25 per week for 52 weeks. It pays \$25 per week indemnity to members when incapacitated for work by accident, but it is the social feature in this organization which commends itself to its members and those who may identify themselves with it, thereby uniting and cementing the membership. The order is growing very rapidly, there being now councils in thirty-two states of the Union, having a membership of nearly 10,000. Grand Rapids Council, No. 131, starts out with bright prospects, the personnel of the officers being above the average, and we be speak a lively growth for this Council. The following are the officers for the present fiscal year:

Senior Counselor—J. B. McInnis.
Junior Counselor—R. W. Bertsch.
Past Counselor—J. C. Emery.
Secretary and Treasurer—F. T. Baker.
Conductor—A. W. Brown.
Page—D. E. Keyes.
Sentinel—A. F. Driggs.
Executive Committee—A. F. Driggs, Frank L. Merrill, W. R. Compton, R. W. Bertsch.

Supreme Organizer Pease has been here for two or three weeks, arranging the details and perfecting the arrangements. The Council was instituted by Grand Counselor J. J. Evans, of Ann Arbor, assisted by Supreme Organizer Pease, and members of the order were present from Detroit Council, No. 9, Concordia Council, No. 36, and other councils in the State. J. J. EVANS.

Mr. Saunders in Line for Re-Election.

Lansing, Oct. 17.—At a meeting of Post A, M. K. of G., held Saturday evening, Oct. 8, it was unanimously voted to endorse the candidacy of John C. Saunders for re-election as Secretary of the Michigan Knights of the Grip.

Post A believes that Brother Saunders should be retained another year, as he has rendered faithful and efficient services during 1898, and we trust our many friends will agree with us and assist us to retain these valuable services another year. H. E. BRADNER, Sec'y.

Women Prominent in German Trade.

Washington, Oct. 17.—Consul Monaghan, writing from Chemnitz, says there are 579,608 women engaged in trade in Germany, the number having doubled during the last thirteen years. All branches of industry show an increase in this line of employment, the higher classes of labor even more than the lower ones. The greatest gain, however, is apparent in commerce, the percentage of women in this line being 1 to 4.

Fall Fashions at Country Fairs.

A well-known traveling man, who has recently had occasion to visit a number of country fairs in this State, thus records his observations for the benefit of the Tradesman's readers:

I notice that this year's fall fashions at country agricultural fairs are quite different from those of last year. Scenes of the Midway have taken the place of the fat woman and the big snake, but the country folks do not look with favor on the Parisian and Cairo novelties in the side shows. At all the country fairs young men and their sweethearts come in and wander over the grounds, hand in hand, as if afraid of being separated in the crowd. While these rosy-cheeked country girls think nothing of playing kissing games and allowing themselves to be embraced in public, they have not yet become reconciled to the Midway scenes of gayety, nor will they allow their young men to enter in. It is common to see pretty, robust girls tighten their hold upon the hands of their lovers and by force keep them from entering these tents. The girl usually has her lover on her right hand and her grip with her right keeps him nearly always at her side. When weary, sometimes they change about. Red lemonade has been relegated to the rear, largely, although long rows of well-filled glasses of strawberry or raspberry lemonade can still be seen on the stands. The country beau has become modernized, and treats his girl to ice cream, beer and sandwiches, Frankfurters and pretzels, peanuts and lemonade, pie and hot coffee or anything of that sort that her taste suggests. Generally, she chooses something odd, with the remark that she will take something which she can not get at home. The farmer has much more money to spend than last year, showing that times are more prosperous. Foreign breeds of cattle have taken the place of ordinary stock, and famous milkers attract the attention of the milkmaids who are out for a holiday, but not for long, because the girls realize that the more milk a cow gives, the more is the work. Yellows, blues, reds and purples in the girls' dresses have changed to somber grays, browns or greens, and the rough shoe of the farm has been exchanged for the neat boot made in the big factories of the East. The hand work of the wayside shoemaker has all passed away and his shop is closed. The loose-fitting jacket of the country girl has had its day. Instead of allowing her lover to throw away his money at the alluring and tempting game of sweatcloth, little joker or similar sports, the girl takes him along to the merry-go-round, with the remark: "You brought me here; now stay with me and we'll see the show together." The old quilt that has done duty each year for a decade and drawn a small premium at each annual fair has been withdrawn, largely. New things in the handiwork of the sewing machine are taking its place. The old custom of trotting out state political candidates at country fairs is dying out. People are out for fun and not for politics, and the fair is no more regarded as a suitable place for campaign speeches. There is less thieving now than ever, so pickpockets have very little chance to gain wealth. Country people know much more this year than a few years ago on the subject of taking care of their money. People read the newspapers and profit by their reading. Last year the country girl came to the fair in a buggy. Many this year come in on their bicycles and check them at the door. And when the lovers are weary of walking about the grounds hand in hand, they will take seats on a rustic bench side by side and still maintain hold of hands. It is one of the striking features of rural life at a country fair, and no matter how much attention the custom attracts from visitors or town people, they keep hold of hands, as if it were the fashion all over the world and nothing new.

It is easier to teach twenty what they should do than to be one of twenty to follow your own teaching.

A young woman committed suicide in New York the other day "because she had formed an ideal of what a husband should be and was unable to find the right man to fill the requirements." It seems strange that she could not have found something—any old thing to save life—that would have kept her from self-destruction.

The difficulty educated women in England find in obtaining suitable employment is shown by the enormous number of candidates who present themselves for clerkships at the London general postoffice. At the last examination held for women clerks there were 1,530 candidates for thirty positions.

There has been discovered in India a strange plant which possesses astonishing magnetic power. The hand touching it immediately receives a strong magnetic shock, while at a distance of twenty feet a magnetic needle is affected by it.

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.
A. VINCENT, Prop.

\$2 PER DAY. FREE BUS. THE CHARLESTON

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

GARDINER & BAXTER

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

55 MONROE STREET, GRAND RAPIDS, MICHIGAN.



LIVINGSTON HOTEL, GRAND RAPIDS, MICH.

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

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

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

	Term expires
F. W. R. PERRY, Detroit	Dec. 31, 1898
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1899
GEO. GUNDRUM, Ionia	Dec. 31, 1900
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902

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

Examination Sessions.
Lansing—Nov. 1 and 2.

STATE PHARMACEUTICAL ASSOCIATION.

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

The Gospel of Good Goods.

If we may be permitted to paraphrase a very good and very old proposition, we might ask, "What shall it profit a man to sell goods all day if he does not make any money on them?" And what shall it profit a man to put in all his time making 10 cent sales when he might as well be selling the same number of 25 and 50 cent packages? The retail druggist is primarily in business to gain a living, and so when the profit ceases to be sufficient to pay bills and buy bread for his family, it is time to stop and ask, "What is the matter?" "Where are we at?" We have all heard the cut-rate problem discussed in its various phases—I do not know how long, for I have heard it ever since I went into the business, eleven years ago. Perhaps we shall hear it for eleven years more before we get it settled. But what I wish to discuss is not a "problem," but merely a plain business proposition, something that does not require so much organized, as individual, effort. It is the question of selling cheap goods.

A former President of the United States once aptly said, "A cheap coat makes a cheap man." We might say with equal force that "cheap drugs make a cheap druggist," in the opinion of the public. Then the cure for that is to throw out the cheap goods.

By cheap goods I mean the dime and nickel packages which litter the counter of so many drug stores, and which for some unexplained reason many druggists push in preference to higher-priced, better and more profitable goods. To be sure there are a few legitimate 10 cent articles, such as potassium chlorate lozenges, soda-mint tablets, cachous, etc. But headache wafers are not a legitimate 10 cent article, neither are pile ointment, laxative tablets, and a dozen other things that might be named. The custom of years has fixed the price of these articles at from 25 to 50 cents for packages of appropriate sizes. Now, is it not sheer folly to offer goods at 5 and 10 cents when one might just as easily and in the same time sell the 25 and 50 cent packages?

Let us always remember that medicines are necessities, or are considered so by the people who buy them. People do not buy medicines because they taste good, or because they are pretty, or because there is any fun in it. The sole and only reason why they buy our goods is because they need them—or think they do, which answers the same purpose. Bearing this in mind, why should we teach them to buy in such small amounts? What excuse can any druggist offer for pushing a 10 cent package of pile ointment on which he makes about 3 or 4 cents when with exactly the same effort and expenditure of time he could sell the regulation 50 cent

package and make 25 cents on it? I am now supposing that the druggist who is wide-awake enough to leave dime and nickel goods severely alone is a good enough business man to sell his own preparations, and make a living profit on them. What is the reason? One man rather sharply said to me once, when I asked this question: "Well, the reason is, they sell." Postage stamps sell, but that is no sign that it pays to handle them. A thing must not only sell, but it must pay a profit, and it must not interfere with the sale of something that pays a better profit. I saw a dime package of pile ointment on the counter and asked, "Does this sell?"

"Yes," was the reply; "just sold a package a few minutes ago."

"Do you sell five times as many packages of it as you did of the 50 cent article?"

"No; not twice as many; in fact, but few if any more than I sold of the other."

"How much of the 50 cent article do you sell, now that you are pushing the 10 cent size?"

"None to speak of."

So there it is. This druggist was deliberately cutting his own throat to accommodate some one else. What was true of the article in question was true of nearly everything else in his line of dime and nickel goods. The druggist who pushes that kind of goods is competing not only with all the other fellows but with himself as well. What does he gain? Nothing. What does he lose? Well, he loses time, for it takes from three to five times as much time to sell the same amount of 10 cent goods as it does to sell 25 and 50 cent goods, and if the druggist's time is not worth something to him, he is in a bad way. He loses money, because his higher-priced goods that he has his money invested in stay on the shelves, while people buy the dime and nickel packages. He loses the confidence of the people that trade with him, because they grow to look on his store as a sort of cheap counter; nine people out of ten associate cheapness in price with cheapness in quality, and right here, confidentially, I want to say they don't always miss it when they guess that way. He loses trade because people get to saying, "If you want something good you can always get it at Blank's," and Blank is his competitor's name. He loses in self-respect, for there are not many druggists who do not feel that they are worthy of better things than handling dime and nickel nostrums.

What to do? Throw out the dime goods—that is to say, take them off the counter and show cases and put them back where they will not be seen. Then when a man comes in and asks for them sell him the 25 or 50 cent articles. I used to find it sufficient to say: "Yes, sir; we keep those cheap goods for people who want that kind, but we do not even think of offering them to our good customers. The best of everything is none too good for our trade." That always settled it. Not many people want cheap goods when it comes to medicines. More than that, it is surprising how few calls there are for the dime and nickel goods after they are taken out of display. The fact is most of them have not merit enough to ever create a steady demand, and if they are out of sight they are surely out of mind. It is not a difficult matter to switch people onto the right track now, because they have not yet become well accustomed to buying in dime quantities, but in a few years it will be different;

people will want not only their ointments, pills, cough lozenges and headache cure in dime packages, but they will want 10 cent bottles of cod-liver emulsion, laxative syrup, cough syrup, soothing syrup, and liniment. No druggist wants to see the drug business get in that channel, yet there are thousands of them who are driving it in that direction as fast as they can.

Why not quit it? Why not return to the plan of selling people the largest packages you can induce them to buy. Instead of the smallest? Why not educate the people in the opposite direction instead of teaching them to buy cheap goods? Why not teach them the gospel of good, fair-priced goods? If you expect to get a good thing you are willing to pay for it—why not teach your customers the same thing? You do not expect to get a good suit of clothes for \$5, a good hat for \$1, or a pair of shoes for \$2.49, but you know very well that, in buying a suit of clothes, if you only pay \$5 you are less apt to get \$5 worth than you are to get \$25 worth if you pay \$25. Why not educate your customers that good drugs are worth paying for, just as truly as good food and good clothing?

I'd rather be a 50 cent pharmacist than a "dime druggist" any day. I would hate to have people think I was running a 10 cent counter. If I were going to run a 10 cent store I would get into the business of selling tin pans, washboards, flower-pots and cream pitchers; but if I were going into the drug business I would sell good goods that would pay me for the trouble of making the sales, or I would try some other. The same thing applies to all other kinds of goods—drug sundries, fluid extracts and what not. If you get a good thing you have to pay for it, and you ought to be willing to. Most druggists know that, and, in fact, more people know it than most of us think; that is the reason why it is impossible to show them that it does not pay to fool with cheap drugs any more than it does to buy shoddy clothing, slit-leather shoes, or cheap hats.

JAMES W. T. KNOX.

Ammonia an Irritant Poison.

Two cases of poisoning by inhalation of ammonia gas are reported as having recently occurred at different points in England. Death in both cases was by the inflammatory effect of the gas upon the bronchial mucous membrane, with resulting bronchitis and pneumonia. Ammonia is largely used as a household cleansing agent, but it would be well to emphasize and make a note of the fact that it is a mistake to suppose ammonia gas innocuous; it is an irritant poison.

The Drug Market.

There are few changes to note this week.

Arsenic—Is firm and advancing.

Gum Camphor—Is advancing abroad and it is thought that American refiners will advance their prices shortly.

Gum Opium—Is weak, but not quotably changed. Primary market is firm and advancing.

Morphine—Is steady at unchanged prices.

Quinine—Is firm, but unchanged.

Oil Wormwood—There will be a short crop, with a consuming demand for next year, and higher price is looked for.

Linseed Oil—Is steady.

Turpentine—Is firm.

Castor Oil—Has declined 4c per gallon.

Sulphur and Brimstone—Owing to competition, manufacturers are selling at lower prices.

Hints for Drug Clerks.

Be on time when you are expected to work.

When the days are extra hot, it will be appreciated if you "start in" a little earlier in the morning and work later at night. Give your time and attention wholly to the business when it needs it most.

By showing that you take an interest in the business and can be depended on in an emergency, you will make your services more valuable.

Learn all the details about the work so that you can make everything.

Always wear a clean shirt, collar, and tie. Change as often as necessary.

Whenever you are in the store be ready for work; when you get through work go out.

Do not loaf in the store or in front of it or stand in the front door.

If you smoke, do it outside or away from the store.

Do not entertain or talk to your friends while on duty except they be customers, and only while waiting on them.

Improvement in California Figs.

California fig shippers, in view of the reported shortage of the Smyrna crop, are hurrying fruit forward to the Eastern markets. Some of the samples shown are of much better quality than the average stock formerly sent to outside markets from the coast. The skin is more tender, the fruit sweeter, and the packing shows great improvement. Samples shown last week appeared to be close to the imported in flavor, texture, size and style of packing. The California packers are putting their layers into one-pound bricks for convenient handling for retailers, as well as in larger bulk packages, the ten-pound box, however, seeming to be the favorite.

Buckeye Paint & Varnish Co.

PAINT, COLOR AND VARNISH MAKERS

Mixed
Paints

White
Lead

Varnishes

Shingle
Stains

Wood
Fillers

Japans



Sole
Manufacturers

CRYSTAL-ROCK FINISH
TOLEDO, OHIO.

For Interior and
Exterior Use

WHOLESALE PRICE CURRENT.

Advanced— Declined—								
Acidum								
Aeticum.....	60	8	Conium Mac.....	350	50	Seillæ Co.....	0	
Benzoeum, German	70	75	Cubeba.....	1	150	Tolutan.....	0	
Boricæ.....	0	15	Exechthitis.....	1	000	Prunus virg.....	0	
Carbolicum.....	290	41	Erigeron.....	1	000			
Chlorum.....	45	48	Gaultheria.....	1	500	Tinctures		
Hydrochlor.....	30	5	Geranium, ounce.	0	75	Aconitum Napellis R	0	
Nitricum.....	80	10	Gossippi, Sem. gal.	500	60	Aconitum Napellis F	0	
Oxalicum.....	120	14	Hedeoma.....	1	000	Aloes and Myrrh	0	
Phosphorium, dil.	0	15	Juniperæ.....	1	500	Assafoetida.....	0	
Salicylicum.....	0	65	Lavandula.....	900	2	Atrope Belladonna	0	
Sulphuricum.....	1	10	Limons.....	1	300	Aurant Cortex.....	0	
Tannicum.....	1	250	Mentha Piper.....	1	000	Benzoin.....	0	
Tartaricum.....	380	40	Mentha Verid.....	1	500	Benzoin Co.....	0	
Ammonia								
Aqua, 16 deg.....	40	6	Morruha, gal.....	1	100	Cantharides.....	0	
Aqua, 20 deg.....	60	8	Myrica.....	4	000	Capicum.....	0	
Carbonas.....	120	14	Olive.....	750	3	Cardamon.....	0	
Chloridum.....	120	14	Picis Liquida.....	100	12	Cardamon Co.....	0	
Aniline								
Black.....	2	000	Ricinæ.....	9	0	Castor.....	1	
Brown.....	800	2	Rosmarini.....	0	100	Catechu.....	0	
Red.....	450	50	Rosa, ounce.....	6	500	Cinchona.....	0	
Yellow.....	2	500	Sabina.....	900	1	Cinchona Co.....	0	
Baccæ.								
Cubese....., po. 18	130	15	Santal.....	2	500	Cubeba.....	0	
Xanthopus.....	60	8	Sassafras.....	550	60	Cassia, cutifol.	0	
Kanthoxylum.....	250	30	Sinapis, ess., ounce.	1	700	Cassia, cutifol Co	0	
Balsamum								
Copaiba.....	500	55	Tiglli.....	1	700	Legals.....	0	
Peru.....	0	2	Thyme.....	400	50	Erige.....	0	
Terabin, Canada.....	150	50	Thyme, opt.....	0	160	Ferr Chloridum	0	
Tolutan.....	500	55	Theobromas.....	150	20	Gentian.....	0	
Cortex				Potassium				
Abies, Canadian.....	10	10	31 Carb.....	150	18	Guaiac.....	0	
Cassia.....	10	10	Bichromate.....	130	15	Guaiac ammon.....	0	
Cinchona Flava.....	12	12	Bromide.....	500	55	Hyoscymus.....	0	
Eunonymus atropurp	10	10	Carb.....	120	15	Iodine.....	0	
Myrica Cerifera.....	10	10	Chlorate, po. 17@19c	160	18	Iodine, colorless.....	0	
Prunus Virgin.....	12	12	Cyanide.....	350	40	Kino.....	0	
Quillaja, gr'd.....	12	12	Iodide.....	2	900	Lobelia.....	0	
Sassafras....., po. 18	12	12	Potassa, Biart, pure	2	900	Myrrh.....	0	
Ulmus....., po. 15, gr'd	15	15	Potassa, Biart, com	2	900	Nux Vomica.....	0	
Extractum								
Glycerhiza Glabra.....	240	25	Potass Nitras, opt.....	100	12	Opli.....	0	
Glycerhiza, po.....	280	30	Potass Nitras.....	100	12	Opli, camphorated.....	0	
Hæmatox, 15 lb box	110	12	Prussiate.....	200	25	Opli, deodorized.....	0	
Hæmatox, 1s.....	130	14	Sulphate po.....	150	18	Quassia.....	0	
Hæmatox, 1/8s.....	140	15	Radix					
Hæmatox, 1/4s.....	160	17	Aconitum.....	200	25	Rhatany.....	0	
Ferru				Althea.....	220	25	Sanguinaria.....	0
Carbonate Precip.....	15	15	Anchusa.....	100	12	Serpentaria.....	0	
Citrate and Quinia.....	2	25	Arum po.....	0	25	Stromonium.....	0	
Citrate Soluble.....	75	75	Calamus.....	200	40	Tolutan.....	0	
Ferrocyanidum Sol.....	15	15	Gentiana....., po. 15	120	15	Valerian.....	0	
Solut. Chloride.....	40	40	Glychrhiza....., pv. 15	160	18	Veratrum Veride.....	0	
Sulphate, com'l, by	2	2	Hydrastis Canaden	0	60	Zingiber.....	30	
bbi, per cwt.....	50	7	Hydrastis Can., po.	0	65			
Sulphate, pure.....	50	7	Hellebore, Alba, po.	180	20	Æther, Spts. Nit. 3 F	300	
Flora				Ipecac. po.....	2	150	Æther, Spts. Nit. 4 F	300
Arnica.....	120	14	Iris plox....., po. 35@38	350	40	Alumen.....	2	
Anthemis.....	0	25	Jalapa, pr.....	250	30	Alumen, gro'd.....	300	
Matricaria.....	300	35	Maranta, 1/8s.....	0	35	Anatto.....	400	
Folia				Podophyllum, po.....	220	25	Antimoni, po.....	5
Barosma.....	230	28	Rhei.....	750	100	Antimoni of PotassT	400	
Cassia Acutifol. Tin-	180	25	Rhei, cut.....	1	25	Antipyrin.....	0	
nevelly.....	250	30	Rhei, pv.....	750	135	Antifebrin.....	0	
Cassia Acutifol. Alx	250	30	Spigelia.....	350	38	Argenti Nitras, oz.....	15	
Salvia officinalis, 1/8s	120	20	Sanguinaria, po. 15	0	1	Arsenicum.....	100	
Ura Ursi.....	0	10	Serpentaria.....	350	35	Balm Gilead Bud.....	300	
Gummi				Senega.....	400	45	Blismuth S. N.....	1
Acacia, 1st picked.....	0	65	Similax, officialis H	0	40	Cinchon Chlor., 1s.....	0	
Acacia, 2d picked.....	0	35	Smilax, M.....	0	25	Cinchon Chlor., 1/8s.....	0	
Acacia, 3d picked.....	0	45	Seillæ....., po. 35	100	12	Calcium Chlor., 1/2s.....	0	
Acacia, sifted sorts.....	0	20	Symplocarpus, Foeti-	0	25	Cantharides, Rus. po.....	75	
Acacia, po.....	600	80	alus, po.....	0	25	Capici Fructus, af.....	15	
Aloe, Carb. po. 18@20	120	11	Valeriana, Eng. po. 30	0	25	Capici FructusB, po.....	15	
Aloe, Carb. po. 15	0	10	Valeriana, German.....	150	20	Capici FructusC, po. 15	120	
Aloe, Socotri, po. 40	0	10	Zingiber.....	120	16	Carminé, No. 40.....	3	
Ammoniac.....	550	60	Zingiber J.....	250	27	Cera Alba.....	500	
Assafoetida....., po. 30	25	20	Semen				500	
Benzoin.....	500	55	Anisum....., po. 15	0	12	Cera Flava.....	400	
Catechu, 1s.....	0	13	Apium (graveolens)	130	15	Cassia Fructus.....	0	
Catechu, 1/8s.....	0	14	Bird, 1s.....	400	6	Centraria.....	0	
Catechu, 1/4s.....	0	16	Caru....., po. 18	100	12	Cetaceum.....	0	
Campophore.....	300	42	Cardamon.....	1	250	Chloroform.....	600	
Euphorbium, po. 35	0	100	Coriander.....	80	175	Chloroform, squibbs.....	1	
Galbanum.....	650	70	Cannabis Sativa.....	400	40	Chloral Hyd Crst.....	1	
Gallicum....., po. 25	0	30	Cenodionum.....	750	100	Chondrus.....	200	
Kino....., po. \$3.00	0	30	Chenopodium.....	100	12	Cinchonidine, P & W	250	
Mastic.....	0	60	Dipterix Odorata.....	1	400	Cinchonidine, Germ.....	220	
Myrrh....., po. 45	0	30	Feniculum.....	1	150	Cinchonidine, Germ.....	300	
Opil....., po. \$5.20@5.40	3	70	Foenugreek, po.....	70	9	Cork, 1 list, dis. pr. ct.	0	
Shellac.....	20	35	Lini.....	3	40	Cressum.....	0	
Shellac, bleached.....	400	45	Lini, gr'd....., bbl. 34	40	44	Creta.....	0	
Tragacanth.....	500	80	Pharlaris Canarian.....	40	44	Creta, prep.....	0	
Herba				Rapa.....	4	44	Creta, precp.....	11
Absinthium....., oz. pkg	25	25	Sinapis Albu.....	90	10	Crocus.....	180	
Eupatorium....., oz. pkg	25	25	Sinapis Nigra.....	110	12	Cudbear.....	20	
Lobelia....., oz. pkg	25	25	Spiritus				0	
Majorum....., oz. pkg	25	25	Frumentum, W. D. Co.	2	000	Cupri Sulph.....	500	
Mentha Pip....., oz. pkg	25	25	Frumentum, D. F. R.	2	000	Dextrine.....	100	
Mentha Vir....., oz. pkg	25	25	Frumentum.....	2	000	Emery, all numbers.....	0	
Rue....., oz. pkg	25	25	Juniperis Co. O. T.....	1	650	Emery, po.....	0	
Thymus....., oz. pkg	25	25	Juniperis Co.....	1	750	Ergota....., po. 40	300	
Thymus, V. oz. pkg	25	25	Saacharum N. E.....	1	900	Flake White.....	120	
Nagnesia.				Spt. Vini Galli.....	1	750	Galla.....	23
Calcined, Pat.....	550	60	Vini Oporto.....	1	250	Gambier.....	80	
Carbonate, Pat.....	200	22	Vini Alba.....	1	250	Gelatin, Cooper.....	60	
Carbonate, K. & M.....	200	25	Sponges				0	
Carbonate, Jennings	350	36	Florida sheeps' wool	2	500	Gelatin, French.....	350	
Oleum				Nassau sheeps' wool	0	200	Glassware, flint, box	70
Absinthium.....	3	500	Velvet extra sheeps' wool, carriage.....	0	1	Glassware, flint, box	70	
Amygdale, Dulc.....	300	50	Extra yellow sheeps' wool, carriage.....	0	1	Glue, brown.....	90	
Amygdale, Amare.....	8	000	Glue, white.....	130	25	Glue, white.....	130	
Anisi.....	2	000	Glycerina.....	150	20	Grana Paradisi.....	15	
Aurant Cortex.....	2	250	Grana Paradisi.....	150	20	Humulus.....	250	
Bergamini.....	3	000	Hydraag Chlor Mite.....	0	85	Hydraag Chlor Cor.....	75	
Cassiputi.....	900	85	Hydraag Ox Rub'm.....	0	95	Hydraag Ammoniat.....	1	
Caryophylli.....	8	0	Hydraag Unguentum.....	0	550	Hydrargyrum.....	450	
Cedari.....	350	35	Ichthyopholla, Am.....	0	70	Indigo.....	750	
Chenopadi.....	0	2	Indigo.....	0	140	Iodine, Resubi.....	3	
Cinnamomuli.....	1	600	Iodoform.....	0	2	Iodoform.....	2	
C. tronella.....	450	50	Lupulin.....	0	20	Lupulin.....	2	
Syrups				Lycopodium.....	400	45	Mæis.....	650
Acacia.....	0	50	Liquor Arse. et Hy.....	0	25	Liquor Arse. et Hy.....	0	
Aurant Cortes.....	0	50	Liquor Iod.....	0	25	Liquor Iod.....	0	
Zingiber.....	0	50	Magnesia Sulph.....	0	100	Magnesia Sulph.....	100	
Ipecac.....	0	60	Magnesia Sulph, bbl.....	0	140	Magnesia Sulph, bbl.....	140	
Reri Iod.....	0	50	Manna, S. F.....	0	500	Manna, S. F.....	500	
Rhei Arom.....	0	50	Wanth.....	0	2	Wanth.....	2	
Smilax Officialis.....	500	60						
Senega.....	0	50						
Sellig.....	0	50						

Morphia, S.P. & W.	2	40	2	65	Sinaps.	②	18	Linseed, pure raw.	35	38
Morphia, S.N.Y. Q. &	2	300	2	55	Sinaps, opt.	②	30	Linseed, boiled	36	39
Moschus China.	2	300	2	55	Snuff, Macaboy, De	②	30	Neatsfoot, winter str	65	70
Myristica, No. 1.	65	80			Snuff, Sociey de Vo's	②	34	Spirits Turpentine.	38	45
Nux Vomica. .po.20	②	10			Soda Boras.	9	11			
Os Sepia.	15	17			Soda Boras, po.	9	11			
Pepsin Saac, H. & P.					Soda et Potass Tart.	2	25			
D. Co.	②	1	00		Soda, Carb.	1 1/2	2	Paints	BBL	LB
Picels Liq. N.N. 1/4 gal.	②	1	00		Soda, Bi-Carb.	3	5	Red Venetian.	1 1/2	2 02
doz.	②	2	00		Soda, Ash.	3 1/4	4	Ochre, yellow Mars.	1 1/2	2 02
Picels Liq. quarts.	②	1	00		Soda, Sulphas.	②	2	Ochre, yellow Ber.	1 1/2	2 03
Picels Liq., pints.	②	85			Spts. Cologne.	②	2	Putty, commercial.	2 1/2	2 43
Pil Hydrarg. .po. 80	②	50			Spts. Ether Co.	50	55	Putty, strictly pure.	2 1/2	2 43
Piper Nigra. .po. 22	②	18			Spt. Myreia Dom.	②	0	Vermillon.	Prime	
Piper Alba. .po. 35	②	30			Spts. Vini Rect. bbl.	②	55	American.	1 1/2	15
Pik Bagma.	100	12			Spts. Vini Rect. 1/2 bbl.	②	60	Vermillon, English.	70	75
Plumbi Acet.	100	12			Spts. Vini Rect. 10 gal	②	63	Green, Paris.	18 1/2	22
Pulvis Ipecac et Opii	1 100	120			Spts. Vini Rect. 55 gal	②	65	Green, Peninsular.	1 1/2	16
Pyrethrum, boxes H.					Less 5c gal. cash 10 da's.	②	65	Lead, Red.	5 1/2	6 1/2
& P. D. Co., doz.	②	125			Strychnia, Crystal.	1	40	Lead, white.	5 1/2	6 1/2
Pyrethrum, pv.	25	30			Sulphur, Subl.	2 1/2	4	Whiting, gliders.	②	0
Quassia.	80	10			Sulphur, Roll.	2 1/2	3 1/4	White, Paris Amer.	②	0
Quassia, S.P. & W.	25	31			Tamarinds.	80	10	Whiting, Paris Eng.	②	100
Quinia, German.	25	31			Tenth Venice.	28	30	cliff.	②	140
Quinia, N.Y.	25	31			Theobroma.	28	30	Universal Prepared.	1 00	1 15
Rubia Tinctorum.	12	14			Vanilla.	9 00	16 00			
Saccharum Lactis pv	18	20			Zinci Sulph.	7	8	Varnishes		
Salacin.	3 00	3	10					No. 1 Turp Coach.	1 00	1 29
Sanguis Draconis.	40	50			Oils			Extra Turp.	1 00	1 70
Sapo, W.	12	14			Whale, winter.	BBL	GAL.	Coach Body.	2 75	3 00
Sapo, M.	10	12			Lard, extra.	70	70	No. 1 Turp Furn.	1 00	1 10
Sapo, G.	②	15			Lard, No. 1.	50	60	Extra Turp Damar.	1 55	1 80
Sieditz Mixture.	30	22				40	45	Jap. Dryer, No.1 Turp	70	75

We Bid You
Welcome
on the occasion of
Carnival Week







During which time we shall keep open house, with our latchstring on the outside. If you need anything in our line, bring in your order. If you don't need anything, come in and shake hands.

Hazeltine & Perkins
Drug Co.,
Grand Rapids, Mich.

GROCERY PRICE CURRENT.

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

AXLE GREASE. Aurora, doz. gross 6 00 Castor Oil, doz. gross 7 00 Diamond, doz. gross 4 00 Frazer's, doz. gross 9 00 IXL Golden, tin boxes 9 00 Mica, tin boxes 9 00 Parsagon, doz. gross 6 00 BAKING POWDER. Absolute. 1/2 lb cans doz. 45 1 lb cans doz. 85 Bulk, 1 lb cans 1 50 Acme. 1/2 lb cans 3 doz. 45 1 lb cans 3 doz. 75 Bulk, 1 lb cans 1 00 Arctic. 6 oz. Eng. Tumblers. 85 El Parity. 1/2 lb cans per doz. 75 1 lb cans per doz. 1 20 Home. 1/2 lb cans 4 doz case 35 1 lb cans 4 doz case 55 1 lb cans 2 doz case 90 JAXON 1/2 lb cans, 4 doz case 45 1 lb cans, 4 doz case 85 1 lb cans, 2 doz case 1 60 Jersey Cream. 1 lb. cans, per doz. 2 00 9 oz. cans, per doz. 1 25 6 oz. cans, per doz. 85 Our Leader. 1/2 lb cans. 45 1 lb cans. 75 Bulk, 1 lb cans. 1 50 Pearless. 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 BROOKS. 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 Wickings. 20 CANNED GOODS. Manitowoc Peas. Lakeside Marrowfat. 95 Lakeside E. J. 1 15 Lakeside, Cham. of Eng. 1 20 Lakeside, Gem. Ex. Sifted. 1 45 Extra Sifted Early June. 1 75 CATSUP. Columbia, pints. 2 00 Columbia, 1/2 pints. 1 25 CHEESE. Acme. @ 10 1/2 Amboy. @ 11 Butternut. @ 10 Carson City. @ 10 Emblem. @ 10 Gem. @ 11 Ideal. @ 10 Jersey. @ 10 1/2 Lenawee. @ 10 1/2 Riverside. @ 11 Brick. @ 12 Edam. @ 70 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	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 COCOA SHELLS. 20 lb. bags. 3 1/2 Less quantity. 3 Pound packages. 4 CREAM TARTAR. 5 and 10 lb. wooden boxes. 30 Bulk in sacks. 29 COFFEE. Green. Rio. Fair. 9 Good. 10 Prime. 11 Golden. 12 Peaberry. 13 Santos. Fair. 12 Good. 13 Prime. 14 Peaberry. 15 Mexican and Guatemala. Fair. 13 Good. 16 Prime. 17 Maracalbo. Prime. 19 Milled. 20 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 Sancelbo. 21 Breakfast Blend. 18 Valley City Maracalbo. 18 1/2 Ideal Blend. 14 Leader Blend. 13 Package. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 3/4 c. 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 sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract. Valley City 1/4 gross. 75 Felix 1/4 gross. 1 15 Hummel's foil 1/4 gross. 85 Hummel's tin 1/4 gross. 1 43 CLOTHES PINS. 5 gross boxes. 40 CONDENSED MILK. 4 doz in case. Gail Borden Eagle. 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 1,000 books. 17 50	 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 1,000, any one denom'n. 5 00 2,000, any one denom'n. 8 00 Steel punch. 75 DRIED FRUITS—DOMESTIC. Apples. Sundried. 2 1/2 Evaporated 50 lb boxes. 2 7 California Fruits. Apricots. @ 12 Blackberries. @ 2 Nectarines. @ 2 Peaches. @ 2 Pears. @ 2 Pitted Cherries. @ 2 Prunelles. @ 2 Raspberries. @ 2 California Prunes. 100-120 25 lb boxes. @ 2 90-100 25 lb boxes. @ 2 60-70 25 lb boxes. @ 2 70-80 25 lb boxes. @ 2 50-60 25 lb boxes. @ 2 40-50 25 lb boxes. @ 2 30-40 25 lb boxes. @ 2 1/2 cent less in 50 lb cases Raisins. London Layers 3 Crown. London Layers 4 Crown. Dehesias. Loose Muscatels 2 Crown. Loose Muscatels 3 Crown. Loose Muscatels 4 Crown. FOREIGN. Patras bbls. @ 6 1/2 Vostizzas 50 lb cases. @ 6 1/2 Cleaned, bulk. @ 7 Cleaned, packages. @ 7 1/2 Peel. Citron American 10 lb bx @ 13 Lemon American 10 lb bx @ 12 Orange American 10 lb bx @ 12 Raisins. Ondura 25 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.  24 2 lb. packages. 1 80 100 lb. kegs. 2 70 200 lb. barrels. 5 10 Hominy. Barrels. 2 50 Flake, 50 lb. drums. 1 00 Beans. Dried Lima. 3 1/2 Medium Hand Picked. 1 10 Macaroni and Vermicelli. Domestic, 10 lb. box. 60 Imported, 25 lb. box. 2 50 Pearl Barley. Common. 1 90 Chester. 2 25 Empire. 3 00 Peas. Green, bu. 90 Split, per lb. 2 1/2 Roller Oats. Rolled Avena, bbl. 4 00 Monarch, bbl. 3 40 Monarch, 1/2 bbl. 1 85 Monarch, 90 lb sacks. 1 60 Quaker, cases. 3 20 Huron, cases. 1 75 Sago. German. 4 East India. 3 1/2 Tapioca. Flake. 3 1/2 Pearl. 3 1/2 Anchor, 40 lb bks. 5 Wheat. Cracked, bulk. 3 1/2 24 2 lb packages. 2 50	Salt Fish. Cod. Georges cured. @ 4 Georges genuine. @ 5 Georges selected. @ 5 1/2 Strips or bricks. 6 @ 9 rierring. Holland white hoops, bbl. 5 00 Holland white hoop 1/2 bbl. 4 50 Holland, 1/4 bbl. 2 60 Holland white hoop, keg. 70 Holland white hoop mchs. 6 Norwegian. Round 100 lbs. 2 75 Round 40 lbs. 1 30 Scaled. 14 Flackerel. Mess 100 lbs. 15 00 Mess 40 lbs. 6 30 Mess 10 lbs. 1 65 Mess 8 lbs. 1 35 No. 1 100 lbs. 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. 68 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 oz. 1 20 3 oz. 1 50 4 oz. 2 00 6 oz. 3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon. 2 oz. 75 3 oz. 1 00 4 oz. 1 40 6 oz. 2 00 No. 8 2 40 No. 10 4 00 No. 2 T. 80 No. 3 T. 1 25 No. 4 T. 1 50 Northrop Brand. 2 oz. Taper Panel. 75 2 oz. Oval. 75 3 oz. Taper Panel. 1 35 4 oz. Taper Panel. 1 60 Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 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 palls. 35 30 lb palls. 65 LYE. Condensed, 2 doz. 1 20 Condensed, 4 doz. 2 25 LICORICE. Pure. 30 Calabria. 25 Sicily. 14 Root. 10 MINCE MEAT. Ideal, 3 doz. in case. 2 25 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur. 1 65 Anchor Parlor. 1 70 No. 2 Home. 1 10 Export Parlor. 4 00 MOLASSES. New Orleans. Black. 11 Fair. 14 Good. 20 Fancy. 24 Open Kettle. 25 1/2 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz. 1 75 Horse Radish, 2 doz. 3 50 Bayle's Celery, 1 doz. 1 75 PIPES. Clay, No. 216. 1 70 Clay, T. D. full count. 65 Cob, No. 3. 85 POTASH. 48 cans in case. 4 00 Babbitt's. 8 00 Penna Salt Co.'s. 8 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. 3 30 Church's. 3 15 Deland's. 3 30 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. 3 1/2 Maccaboy, in jars. 3 1/2 French Rappee, in jars. 4 1/2 SEEDS. Anise. 9 Canary, Smyrna. 3 1/2 Caraway, Malabar. 8 Cardamon. 60 Celery. 11 Hemp, Russian. 3 1/2 Mixed Bird. 4 1/2 Mustard, white. 5 Poppy. 10 Rape. 4 1/2 Cattle Bone. 20 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. bnlk. 2 25 Butter, barrels, 20 14 lb bags. 2 50 Butter, sacks, 28 lbs. 25 Butter, sacks, 56 lbs. 55 Common Grades. 100 3 lb sacks. 1 90 60 5 lb sacks. 1 75 28 10 lb sacks. 1 60 Worcester. 50 4 lb. cartons. 3 25 115 2 1/2 lb. sacks. 4 00 60 5 lb. sacks. 3 75 22 14 lb. sacks. 3 50 30 10 lb. sacks. 3 50 28 lb. linen sacks. 32 56 lb. linen sacks. 60 Bulk in barrels. 2 50 Warsaw. 56-lb dairy in drill bags. 30 28-lb dairy in drill bags. 15 Ashton. 56-lb dairy in linen sacks. 60 Higgins. 56-lb dairy in linen sacks. 6 Solar Rock. 56-lb sacks. 0 Common. Granulated Fine. 70 Medium Fine. 70 SOAP. JAXON Single box. 2 75 5 box lots delivered. 2 70 10 box lots delivered. 2 65 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd. 2 66 Dome. 2 75 Cabinet. 2 20 Savon. 2 50 White Russian. 2 35 White Cloud, laundry. 6 25 White Cloud, toilet. 3 50 Dusky Diamond, 50 6 oz. 2 10 Dusky Diamond, 50 8 oz. 3 00 Blue India, 100 3/4 lb. 3 00 Kirkoline. 3 50 Eos. 2 50 SCHULTE SOAP CO.'S BRANDS Clydesdale, 100 cakes, 75 lbs. 2 75 No-Tax, 100 cakes, 62 1-2 lbs. 2 00 Family, 75 cakes, 75 lbs. 2 50 German Mottled, 60 cakes, 60 lbs. 1 75 Cocoa Castile, 18 lbs., cut 1-4 & 1-2. 1 80 Chipped Soap for Laundries. Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars. 2 75 Good Cheer, 60 1-lb. bars. 3 75 Uno, 100 3/4-lb. bars. 2 50 Doll, 100 10-oz. bars. 2 05 Scouring. Sapolio, kitchen, 3 doz. 2 40 Sapolio, hand, 3 doz. 2 40 SODA. Boxes. 5 1/2 Kegs, English. 4 1/2
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SPICES.

Whole Sifted.	
Allspice	13
Cassia, China in mats	12
Cassia, Batavia in bund.	25
Cassia, Saigon in rolls	32
Cloves, Ambonyra	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	20

Pure Ground in Bulk.

Allspice	15
Cassia, Batavia	30
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	15
Ginger, Cochala	18
Ginger, Jamaica	23
Mace, Batavia	65
Mustard	12@18
Nutmegs	40@0
Pepper, Sing., black	13
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
128 5c packages	5 00
32 10c and 64 5c packages	5 00

Common Corn.

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

Common Gloss.

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

STOVE POLISH.



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

SUGAR.

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

Domino	5 25
Cut Loaf	5 50
Crushed	5 50
Powdered	5 13
XXX Powdered	5 13
Cubes	5 13
Granulated in bbls.	5 00
Granulated in bags	5 00
Fine Granulated	5 13
Extra Fine Granulated	5 13
Extra Coarse Granulated	5 13
Mould A	5 25
Diamond Confection A	5 00
Confection Standard A	4 58
No. 1	4 63
No. 2	4 63
No. 3	4 63
No. 4	4 66
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 13
No. 12	4 06
No. 13	4 06
No. 14	4 06
No. 15	4 00
No. 16	4 00

TOBACCOS.

Cigars.

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

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

Quintette	35 00
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G. J. Johnson Cigar Co.'s brand.

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S. C. W.

	33 00
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Ruhe Bros. Co.'s Brands.

Double Eagles, 6 sizes	55@70 00
Gen. Maceo, 5 sizes	55@70 00
Mr. Thomas	35 00
Cuban Hand Made	35 00
Crown Five	35 00
Sir William	35 00
Club Five	35 00
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
Cracknells	15 1/2
Cubans	11 1/2
Frosted Cream	9
Ginger Gems	8
Ginger Snaps, XXX	7 1/2
Graham Crackers	8
Graham Wafers	10
Grand Ma Cakes	8
Imperial	8
Jumoles, Honey	11 1/2
Marshmallow	15
Marshmallow Creams	16
Marshmallow Walnuts	16
Mich. Frosted Honey	12 1/2
Molasses Cakes	8
Newton	12
Nie Nacs	7
Orange Gems	8
Penny Assorted Cakes	8 1/2
Pretzels, hand made	8
Sears' Lunch	7 1/2
Sugar Cake	8
Sugar Squares	9
Vanilla Wafers	14
Sultanas	12 1/2

Oils.

Barrels.

Eocene	11 1/2
XXX W.W. Mich. Hdt	9 1/2
W.W. Michigan	9
Diamond White	8
D. S. Gas	9
Dec. Naphtha	25
Cylinder	34
Engine	21
Black, winter	8

Candies.

Stick Candy.

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

Mixed Candy.

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

Fancy—in Bulk.

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

Fancy—in 5 lb. Boxes.

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

Caramels.

No. 1 wrapped, 2 lb. boxes	25 @ 25
No. 1 wrapped, 3 lb. boxes	45 @ 45
No. 2 wrapped, 2 lb. boxes	25 @ 25

Fruits.

Oranges.

Late Valencia	4 @ 4 00
Jamaicas, Florida style box	3 @ 3 75

Lemons.

Strictly choice 360s.	26 @ 26 00
Strictly choice 300s.	27 @ 27 00
Fancy 360s or 300s	27 @ 27 00
Ex. Fancy 300s	27 @ 27 00
Ex. Fancy 360s	27 @ 27 00

Bananas.

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

Foreign Dried Fruits.

Figs.	
California	14 @ 14
Choice, 10 lb boxes	15 @ 15
Extra choice, 10 lb boxes new	15 @ 15
Fancy, 12 lb boxes	16 @ 16
Imperial Mikados, 18 lb boxes	16 @ 16
Pulled, 6 lb boxes	16 @ 16
Naturals, in bags	7 @ 7
Dates.	
Fards in 10 lb boxes	8 @ 8
Fards in 60 lb cases	8 @ 8
Persians, G. M.'s	5 @ 5
1 lb cases, new	6 @ 6
Sairs, 60 lb cases	4 @ 4 1/2

Nuts.

Almonds, Tarragona	15 @ 15
Almonds, Ivaca	15 @ 15
Almonds, California, soft shelled	13 @ 13
Brazils new	8 1/2 @ 8 1/2
Filberts	11 @ 11
Walnuts, Naples	13 @ 13
Walnuts, Calif No. 1	12 @ 12
Walnuts, soft shelled	12 @ 12
Table Nuts, fancy	11 @ 11
Table Nuts, choice	11 @ 11
Pecans, Med.	8 @ 8
Pecans, Ex. Large	10 @ 10
Pecans, Jumbos	12 @ 12
Hickory Nuts per bu.	1 60 @ 1 60
Ohio, new	3 50 @ 3 50
Cocoanuts, full sacks	3 50 @ 3 50

Peanuts.

Fancy, H. P., Suns	7 @ 7
Fancy, H. P., Flags	7 @ 7
Choice, H. P., Extras	7 @ 7
Choice, H. P., Extras	4 1/2 @ 4 1/2
Roasted	5 1/2 @ 5 1/2

Grains and Feedstuffs

Wheat.

Winter Wheat Flour.

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

Subject to usual cash discount.

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

Spring Wheat Flour.

Clark-Jewell-Wells Co.'s Brand	
Pillsbury's Best 1/2s	4 25
Pillsbury's Best 1/4s	4 25
Pillsbury's Best 1/8s	4 25
Pillsbury's Best 1/4s paper	4 15
Pillsbury's Best 1/8s paper	4 15
Ball-Barnhart-Putman's Brand	



Duluth Imperial 1/2s	4 10
Duluth Imperial 1/4s	4 10
Duluth Imperial 1/8s	3 90
Lemon & Wheeler Co.'s Brand	
Gold Medal 1/2s	4 05
Gold Medal 1/4s	4 05
Gold Medal 1/8s	3 95
Parisian 1/2s	4 05
Parisian 1/4s	4 05
Parisian 1/8s	3 95
Olney & Judson's Brand	
Ceresota 1/2s	4 30
Ceresota 1/4s	4 20
Ceresota 1/8s	4 10
Worden Grocer Co.'s Brand	
Laurel 1/2s	4 10
Laurel 1/4s	4 00
Laurel 1/8s	3 90
Meal.	
Bolton	1 90
Granulated	2 10

Feed and Millstuffs.

St. Car Feed, screened	16 00
No. 1 Corn and Oats	15 50
Unbolted Corn Meal	14 50
Winter Wheat Bran	1 00
Winter Wheat Middlings	13 00
Screenings	14 00

Corn.

Car lots	33 1/2 @ 33 1/2
Less than car lots	35 @ 35

Oats.

Car lots	23 1/2 @ 23 1/2
Car lots, clipped	28 1/2 @ 28 1/2
Less than car lots	30 @ 30

Hay.

No. 1 Timothy car lots	8 00
No. 1 Timothy, ton lots	8 00

Fish and Oysters

Fresh Fish.	
Whitefish	Per lb.
Trout	8 @ 8
Black Bass	8 @ 8
Halibut	15 @ 15
Ciscoes or Herring	4 @ 4
Bluefish	10 @ 10
Live Lobster	16 @ 16
Bolton Lobster	18 @ 18
Cod	10 @ 10
Haddock	10 @ 10
No. 1 Pickerel	8 @ 8
Pike	7 @ 7
Perch	4 @ 4
Smoked White	8 @ 8
Red Snapper	10 @ 10
Col River Salmon	12 @ 12
Mackerel	18 @ 18
Oysters in Cans.	
F. H. Counts	35 @ 35
F. J. D. Selects	28 @ 28
Selects	25 @ 25
F. J. D. Standards	22 @ 22
Anchor	20 @ 20
Standards	18 @ 18
Bulk.	
Counts	1 75 @ 1 75
A Selects	1 65 @ 1 65
Sel. cts.	1 35 @ 1 35
Anchor Standards	1 0 @ 1 0
Standards	1 00 @ 1 00
Clams	1 25

Hardware

Function of the Hardware Jobber.

There is one function of hardware jobbing houses that is but little recognized, but which, nevertheless, has a very important bearing upon the business, and helps materially to earn for the craft the respect in which it is held, and that is the weeding out of poorly made goods and the fending off of useless articles and vicious business practices. Very seldom does a worthless article survive in the hardware trade after running the gauntlet of the jobber's buyers, and if through an error in judgment the jobber does take up an unmarketable commodity, he must bear the loss and not the retail dealers. Stern experience has developed in him a keen business insight as sensitive and true as the intuition of a good woman, and this forms the basis of an unwritten code upon which the hardware business of to-day is done. The racket stores are filled with trumpery that the jobbers have rejected as too poor to use, and hence too poor to sell; the fake scheme, the guessing contest, the premium offer and other like devices to give a false value to goods of inferior merit meet with scant courtesy at the jobber's hands—and they all come to him, usually, before seeking other means to reach a gullible public. The crank with the new combination tool warranted to do imperfectly fourteen different things, or break its back trying, and his brother with the device that will do perfectly what no one wants to do, find the jobber unresponsive; so does the new maker of an old line that is already over-produced, also he who infringes upon a neighbor's patent, while the man who imagines that "sugar" sweetens a hardware deal discovers that his ideas are at utter variance with those of the jobber.

The jobber's virtue is not of an obtrusive order. Rarely does he rush in to print to enunciate his views or to defend himself against the attacks of such of the people just named as find a medium in which to voice their dislike of him and his doings. It is not necessary to do so, for he is daily receiving such tangible evidence of the cordiality existing between himself and his associate, both manufacturers, and retailer, that the occasional bit of venom displayed by those in whose way he stands for the good of the trade does not affect him.

The jobber's work is done in a spirit of helpfulness, and it is of necessity so, for it is the jobber who deals most fairly with the manufacturer and who gives the retailers the greatest benefit, that waxes and grows fat, while he who seeks to take undue advantage of either fails. The more helpful he is the wider his influence extends, and the more helpful he can be.

J. B. COMSTOCK.

The Hardware Market.

The fall trade keeps up in good volume and the reports from towns tributary to this market all indicate an increased business during the balance of the year. Prices in Eastern markets remain firm and in many instances advances are taking place, and yet it is not the intention of the manufacturers to make advances unless fully warranted by the price of raw material. In some cases labor troubles have necessitated advances, owing to scarcity of stock. This, of course, will be remedied when the factories again resume work.

Wire Nails—The recent advances made by all manufacturers seem to be fully maintained and jobbers appear to be holding their prices in conformity therewith. It is not believed there are any very large stocks in the hands of dealers or jobbers, which makes it much easier to maintain a firmer market. Whether these advances will be firmly maintained or not in the future is a question, but it is said by manufacturers that advances were caused by the increased prices in raw material; and there can be no decline in the manufactured product until a decline in raw material takes place, which, at the present time, does not seem probable. Jobbers are asking \$1.50 and 1.45 for shipments from mill, according to the quantity ordered.

Barbed Wire—The demand continues quite active. The price and conditions regarding its value are the same as those prevailing in the nail market.

Rope—While there has been no change in price of Sisal, Manila rope has advanced $\frac{1}{4}$ c per pound, and all reports indicate there will be further advances in price of both Sisal and Manila, as at the present time there is very little difference between the rope and fiber from which it is made.

Window Glass—As the factories are still idle and stocks are getting low in all parts of the country and the probable resumption is indefinite, an advance has taken place by with jobbers and manufacturers, and the extreme discount quoted at present is 80 and 15 per cent. from list. Even if the factories should start at the present time, it would be impossible to accumulate any amount of stock before the beginning of 1899, and if any change is made in price between now and that time, it will undoubtedly be a further advance.

Sheet Iron—The demand is active and prices at the factory have advanced, although the jobbers who seem to have contracts have not, up to the present time, advanced their prices. However, should the demand keep up we would not be surprised to see an advance from 10 to 20c per cwt. Elbows and stoveboards are in great demand and in some sizes it is impossible to get prompt shipment, as factories say they are far behind their orders.

Ammunition—The demand for loaded shells and cartridges of all kinds is unusually great and will so continue until the hunting season is over. The call for guns this year is something far beyond anything the gun trade has witnessed for the last five years, and factories are from two to four weeks behind on many of the salable patterns.

Make Room For More Business.

Never allow your desk to become piled up with unfinished business. In the first place, it gives the impression of untidiness; secondly, it discourages one in taking in new business.

This advice we apply to anyone in any line of business. There is a certain amount of work to do; there is a limited number of hours in which to do this work. Then systematize it so that you can keep up with the volume of business. Do not allow work to accumulate until you are forever lost, and then waste your time in trying to figure out what to do first. But do! Do the first thing that suggests itself and finish it before you attempt anything else. Continue on these lines until you catch up, and never allow your work to get behind again. It takes three times as long to do two things at once as it does to do each one separately. Then do them as they make their appearance and be ready for the next.

Clark-Rutka-Jewell Co.

38 & 40 South Ionia St.

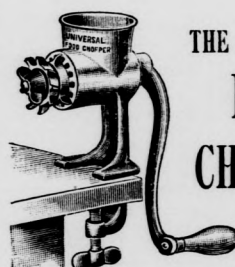
Opposite Union Depot.

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

STRICTLY WHOLESALE

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

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



THE UNIVERSAL FOOD CHOPPER

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

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

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

This is the time of year to have these goods on hand.

Write for descriptive circular and discount.

Foster, Stevens & Co.
Grand Rapids.

WILLIAM REID

Importer and Jobber of

POLISHED PLATE
WINDOW
ORNAMENTAL

GLASS

PAINT

OIL, WHITE LEAD,
VARNISHES
BRUSHES

GRAND RAPIDS, MICH.



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

The Farmer As a Hardware Dealer.

Ante Lucem in American Artisan.

A few weeks ago, in company with a hardware salesman, I called at a hardware store in South Dakota. As we entered, my companion whispered to me, "This man used to be a farmer, and when a farmer he was always and eternally patronizing the cataloguer and department store, and grumbling about high profits to the retailer." His store looked it, and I thought of the story of the young farmer who sold his farm, went into trade and wound up with assets and no liabilities. This class of business men leaving a calling they are, perhaps, fitted for and enter upon a business career they are totally unfitted for is what brings discredit upon the business and puts burdens upon the brighter business man who is a competitor in the same or nearby competitive point. It is these chaps who make possible much of the ruinous and unwarranted competition in the way of low, unremunerative prices.

If there was some way of ridding business circles of these slothful jimmies or of educating them up to some aggressive movements, feeding them a little ginger, cayenne pepper or something that would put nerve into their business, the entire business fraternity would be the better for it. How far, and to what extent, are the manufacturer and wholesaler to blame for this class of incubus upon the trade? They may not be to blame or at fault that such people enter the business circle, but continuous encouragement in the way of sales, after they enter business, until their demise, is measurably a charge for their existence. Generally, when demise comes, it is not the fellow who first lent encouragement to his entry into business who suffers, but the chap who came in at a later hour because he wanted to divide the line of business with his competitor, while his competitor, foreseeing results, has gotten from in under.

The numerous trade associations should take cognizance of this class of traders and inaugurate some measures that will serve to upbuild them. The introduction of more frequent gatherings by counties or lesser sections of territory, in conference or social gatherings, would serve to lend encouragement to all, particularly that class who from a lack of better commercial training are weak, often unto despondency. If the current is a little bit strong, it requires more power at the oar to stem it. If business seems stagnant and sluggish, it requires more exertion to start the flow onward. A combination of forces exerted in the right direction will accomplish more than a single factor possibly can. There is much in an educational way that can be accomplished by the several associations if they will but turn their attention in that direction.

American Versus English Axes.

Reference to American axes competing against those of British make brings to mind one of the most amusing true instances of short-sightedness shown by England in supplying goods to order that ever sent a ripple of humor down the spine of international commerce, says Farm Implement News. It was in the early "eighties" that an English hardware dealer at Nassau, on the island of New Providence in the West Indies, was induced, after a great deal of persuasion by an American friend, to send an order to New York for some chopping and broad axes of American make. The order was for two dozen chopping axes, such as are standard in the pineries of this country, and a dozen of our standard broad axes. The prejudice against Yankee goods was so strong, however, that he could not at first dispose of his small stock, and he grumbled at his friend thereat. The latter, feeling that he was in a way responsible for the small misfortune(?) of the dealer, volunteered to sell the axes on hand for him, provided he should be allowed to give away one chopping axe and one broad ax. The dealer answered ruefully that he could not afford to give two away, although it was apparent they would all lie and rust on the shelves. The American, however, took the two

axes to the boss ship carpenter at Nassau, an Englishman, and presented them to him on the condition that, if he found them to be an improvement on the British tools, he would recommend them. Within forty-eight hours of that time every chopping axe and every broad axe in his stock was sold at a handsome profit. The ship carpenters had individually discovered the merits of the American tools and would have none other. They urged the dealer to send to England and have some chopping axes made on the same pattern. The boss carpenter was engaged to make a model of the axe, which was neatly made and beautifully polished. He made no "eye" in the model for the handle of the axe, assuming that the manufacturers would allow for the detail as a matter of course. An order was sent by the next steamer to Birmingham, England, for several dozens of axes on the American pattern. In about two and a half months the axes arrived at Nassau. The consignee was astonished to discover that the axes were of solid metal, with no "eyes" in them for the handles. They were brightly polished, and exact duplicates of the original pattern in every respect, but they were a dead loss, because there was no use to which chopping axes without handles could be put. Shortly afterward the dealer in question sent a large order for a variety of tools to New York, and he has since patronized American tool manufacturers.

How a Traveling Man Would Make Things Homelike.

From the Washington Star.

"If there is anything more than another that appeals to the traveling men of this United States," remarked a New York drummer who had been on the road for as many years as he had teeth in his mouth, "it is the hotel he must put up at and put up with, for his home life is chiefly confined to hotels; which reminds me that the oddest thing I have seen in that line I found not long ago in this very town of Washington. A hustling Chicago fellow showed me the plans of a new hotel he proposes to erect in the spring for the especial benefit of the cosmopolitan class of visitors the National capital always attracts. The man has the money subscribed, or told me he had, and he will go to work on the building as soon next year as he has secured an eligible site.

"The hotel will be known as The States, this title attaching to it intrinsically because it is to be of the States—that is to say, it will be composed of forty-five apartments of five rooms each, although possibly some of the apartments will have ten rooms, and each apartment will be named for a state, and a guest from that state will be assigned to quarters under his own vine and fig tree, so to speak. Naturally there are more people in Washington from New York, Pennsylvania, Ohio and Illinois than elsewhere, and apartments for those States will probably contain ten rooms. Now, when a guest arrives and registers he will be sent to his own State room, and instead of landing in the midst of strange sights he will find pictures of familiar things from his State on the walls, engravings of his State capitol and other public buildings, portraits of well-known men of the State, and, when possible, various souvenirs in furniture and furnishings, which will be pleasing to the traveler who finds his warmest welcome at an inn.

"There will be other home attractions as well, such as familiar drinks at the bar—that is to say, drinks indigenous to the tastes of the natives of the various states—as well as dishes on the table which will make a man hungry and homesick at the same time. That idea is a great one, I think, for it isn't always a man takes an appetite to a hotel table with him. There are some other details that I don't recall now, but you have enough to catch the idea and be able to realize that when The States is completed and in running order Washington will have the most novel hostelry in the country."

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25.50
Jennings', imitation.....	60.50
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	2 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.....	60.50
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70.50
Wrought Narrow.....	70.50
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.....	50.50
Central Fire.....	25.50
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50.50
Morse's Taper Shank.....	50.50
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 50
Corrugated.....	1 25
Adjustable.....	dis 40.50
EXPANSIVE BITS	
Clark's small, #18; large, #26.....	30.50
Ives', 1, #18; 2, #24; 3, #30.....	25
FILES—New List	
New American.....	70.50
Nicholson's.....	70
Heller's Horse Rasps.....	60.50
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.....	60.50
KNOBES—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60.50
Hunt Eye.....	\$15 00, dis 60.50
Hunt's.....	\$18 50, dis 20.50
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 55
Wire nails, base.....	1 60
20 to 60 advance.....	Base
10 to 16 advance.....	06
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Pine 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 DATES	
Stebbin's Pattern.....	60.50
Stebbin's Genuine.....	60.50
Enterprise, self-measuring.....	30
PLANES	
Ohio Tool Co.'s, fancy.....	25.50
Scots Bench.....	60
Sandusky Tool Co.'s, fancy.....	25.50
Bench, first quality.....	25.50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60.50 & 10.50
Common, polished.....	70.50
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/4c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35.50
Kip's.....	dis 25
Verkes & Plumb's.....	dis 40.50
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Wren 2 1/2 lb.....	40.50
HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75.50
Japanned Tin Ware.....	20.50
Granite Iron Ware.....	new list 40.50
HOLLOW WARE	
Pots.....	60.50
Kettles.....	60.50
Spiders.....	60.50
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60.50
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 1/4
Manilla.....	10 1/4
SQUARES	
Steel and Iron.....	70.50
Try and Bevels.....	60
Mitre.....	50
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	2 70 2 40
Nos. 18 to 21.....	2 80 2 45
Nos. 22 to 24.....	3 00 2 55
Nos. 25 to 26.....	3 10 2 65
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.....	60.50
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70.50	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70.50
Coppered Spring Steel.....	62 1/2
Barbed Fence, galvanized.....	2 05
Barbed Fence, painted.....	1 75
HORSE NAILS	
Au Sable.....	dis 40.50
Putnam.....	dis 5
Northwestern.....	dis 10.50
WRENCHES	
Baxter's Adjustable, nickeled.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50.50 & 10.50
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/4
Per pound.....	6 1/4
SOLDER	
1/4 & 1/2.....	12 1/4
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	4 50
14x20 IC, Charcoal.....	4 50
10x14 IX, Charcoal.....	5 50
14x20 IX, Charcoal.....	5 50
Each additional X on this grade, \$1.50.	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	4 50
14x20 IX, Charcoal, Dean.....	5 50
20x28 IC, Charcoal, Dean.....	9 00
14x20 IC, Charcoal, Allaway Grade.....	4 00
14x20 IX, Charcoal, Allaway Grade.....	5 00
20x28 IC, Charcoal, Allaway Grade.....	8 00
20x28 IX, Charcoal, Allaway Grade.....	10 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound.....	9
14x56 IX, for No. 9 Boilers, per pound.....	9

The "Concave" Washboard



GLOBE CRIMP,
Per Doz., \$2.

SAVES THE WASH.
SAVES THE WASHER.

The Women Pharmacists of Grand Rapids.

There is one profession in Grand Rapids which is not overcrowded with women, viz., that of registered pharmacist. On investigation, it is found that there are only three women in Grand Rapids who hold such positions. One is Miss Clara Nichols, with the drug firm of Barth & Wesley, on Wealthy avenue; another is Mrs. Edna M. Helmka in Hill's drug store, on East street; the third is Miss Locher, who has been in partnership a number of years with her brother, Dr. H. E. Locher, in his store on Ellsworth avenue. A reporter for the Tradesman called on them at their respective places of business, in order to form, from their individual experiences, some idea of the desirability of such work for women.

Miss Nichols was first seen. She said, in substance: "I took the course of two years at the University of Michigan, and graduated a year ago last summer. I was in a class of twenty-five, of which number five were women. The work for us was identical with that of the men. The men showed us the utmost consideration, and said they were glad we had taken up this line of work. We had four hours of recitation in the morning, five hours of laboratory work in the afternoon and had to do all our studying in the evening. The smell of the drugs did not annoy me in the least, and I never had better health than when I was working in the laboratory. As to the quality of work, I do not wish to be conceited, but the women stood as well as the best of the men. At the end of the course we received our diplomas, and besides we could have had recommendations from the professors if we had desired them. On trying to get a position, I found there existed among the druggists a strong prejudice against women for such work. But I was only one month idle, and have been busy ever since. I do not find the work any more taxing, physically, than any other kind which keeps one confined indoors all the time. But there is great responsibility connected with such a position. The greatest care must be used in filling a prescription. If the recipe is wrong the clerk is blamed, and held responsible for any mistakes. As to pay, it is on almost an equal basis with that of men. I have nothing to complain of, but would like to express my appreciation of the courtesy shown me by customers."

Mrs. Helmka was next seen, who related in a few words her experience: "I have been eight years in a drug store. I began as a clerk, and studied prescription work under a tutor. I took my examinations at Detroit. There was only one woman besides myself who took the examinations at that time. Now I can do anything there is to be done in a drug store. There is much opposition to women holding such positions, but it comes from the druggists and not the customers. Of course, our employers try to get us at as small a salary as possible, but I should say that a woman gets three-fourths as much pay as a man for the same work."

Mr. Hill added to Mrs. Helmka's statement: "Say I am very much pleased with the experiment of putting a woman in the position. She is to be depended upon, and with her there is no danger of drunkenness or lawlessness."

Miss Locher was last seen. As she is the pioneer among the women druggists

of Grand Rapids, her testimony is especially interesting:

"I undertook the study of drugs and chemistry twenty-five years ago," she began, "but took the matter up seriously twenty years ago. I started in a simple way, and almost by accident. My brother was very busy with his practice and was often pushed for time in putting up prescriptions, so he would set the bottles down, give me the glass and the recipe, and tell me to do exactly what was written on the paper. It is natural for me to be accurate, and so he left more and more of this kind of work to me. Eighteen years ago, we went into partnership in the drug business, the firm name being H. E. Locher & Co., and I have been the manager ever since. I even taught one young man the business, and to-day he is a first-class druggist. I have always studied quite a good deal, but much of my knowledge has come through practice; but I am not sure but that that is just as good a way as all theory, as they teach it to-day. I had a friend visiting me a short time ago who had studied pharmacy in Detroit and graduated from the college, and then studied and read in that line two or three years longer. When she saw me at work she said, 'You have it better and surer than I.' It seems to me this kind of work is made for women, for it requires certain qualifications which women have in a greater degree than men. The utmost accuracy, deftness in manipulation, patience and a clear head are absolutely necessary. So many of the same qualities are required by a woman in her home, in cooking and similar work. I should like to see a great many women succeed in this field."

Everything comes to him who waits. Now it appears that the much-despised and maligned skunk has at last found friends who respect, cherish and encourage him. They are the hop-growers of New York State, who find the skunk their main reliance in keeping down a very destructive grub which otherwise would ruin their crops. They may in time be able to impart flavor to the hops and become very valuable to brewers.

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—AN OLD ESTABLISHED DRUG store in city of 30,000; good trade; low rent; full prices; one-half cash, balance on time. Address 740, care Michigan Tradesman. 741

HAVE SMALL GENERAL STOCK, ALSO A stock of musical goods, sewing machines, bicycles, notions, etc., with wagons and teams—an established business. Stock inventories from \$2,000 to \$3,500, as may be desired. Will take free and clear farm in good location of equal value. Address Lock Box 531, Howell, Mich. 739

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 trades. Address No. 60, care Michigan Tradesman. 60

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

FOR SALE—DRUG, BOOK AND STATION- ery stock, invoicing \$4,500, and fixtures invoicing \$300, which includes show cases, shelving and bottles. Daily cash sales in 1891, \$2; 1892, \$30; 1893, \$31; 1894, \$34.65; 1895, \$25; 1896, \$21.20, and 1897, \$24.13. Located in manufacturing town. No cut prices. Rent reasonable, \$29 per month. Living rooms in connection. Address No. 668, care Michigan Tradesman. 668

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

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, Matherton, Ionia county, Mich. 730

FOR SALE—A GENERAL STOCK OF MER- chandise 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

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 \$2,100, 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. 73

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—\$4,500 stock of general merchandise; new stock; cash trade last year \$18,500; will bear inspection. Address Box 231, Swazee, Ind. 724

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

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

WANTED—16 TO 20 HORSE POWER PORT- able engine and boiler, with engineer, to furnish power during ice cutting season. Write, stating terms, Consumers' Ice Co., Grand Rapids, Mich. 743

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

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 WHOLE- sale 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 POUL- try, 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

MISCELLANEOUS.

WANTED—A YOUNG MAN OF GOOD AD- dress to represent unique insurance in State. Good money for right man. Address at once, Knights of America, Kalamazoo, Mich. 742

WANTED—LACE TO LEARN RETAIL boot and shoe business. Have had experience as clerk. Good references. Address 740, care Michigan Tradesman. 740

DRUGGIST—REGISTERED, 12 YEARS' EX- perience, excellent references, wishes position in town. Forrest Street, General Delivery, Detroit, Mich. 747

WANTED—SITUATION BY REGISTERED pharmacist of ten years' experience. Married, age 27. Capable of managing. Am employed in Grand Rapids now. Can give good references. Desire a change. Address No. 738, care Michigan Tradesman. 738

WANTED—A PERMANENT POSITION AS prescription clerk or manager of first-class pharmacy after Nov 1. Can furnish all references. Married, good salesman and can make my services valuable. Registered by examination in Michigan. Can register anywhere. Address No. 736, care Michigan Tradesman. 736

REGISTERED PHARMACIST WANTS SITU- ation in Michigan. Best of references. Large experience. Address L. J. Shafer, 31 Calkins Ave., Grand Rapids, Mich. 744

WANTED—REGISTERED PHARMACIST, single man. Address 150 So. Jefferson St., Battle Creek, Mich. 738

Perhaps

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

Tradesman Company,
Grand Rapids.

Travelers' Time Tables.

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

Chicago.
Lv. G. Rapids..... 7:30am 12:00am *11:45pm
Ar. Chicago..... 2:10pm 9:15pm 7:20am
Lv. Chicago..... 11:45am 6:50am 4:15pm *11:50pm
Ar. G'd Rapids 5:00pm 1:25pm 10:30pm * 6:20am
Traverse City, Charlevoix and Petoskey.
Lv. G'd Rapids..... 7:30am 8:05am 5:30pm
Parlor cars on day trains and sleeping cars on
night trains to and from Chicago
*Every day. Others week days only.

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

Detroit.
Lv. Grand Rapids..... 7:00am 1:35pm 5:35pm
Ar. Detroit..... 11:40am 5:45pm 10:05pm
Lv. Detroit..... 8:00am 1:10pm 6:10pm
Ar. Grand Rapids..... 12:55pm 5:20pm 10:55pm
Saginaw, Alma and Greenville.
Lv. G R 7:00am 5:10pm Ar. G R 11:45am 9:30pm
Parlor cars on all trains to and from Detroit
and Saginaw. Trains run week days only.
Geo. DeHAVEN, General Pass. Agent.

GRAND Trunk Railway System Detroit and Milwaukee Div

(In effect Oct 3, 1898)
Leave. EAST. Arrive.
† 6:45am Sag., Detroit, Buffalo & N Y. † 9:55pm
† 10:10am... Detroit and East... † 5:27pm
† 3:20pm Sag., Det., N. Y. & Boston... † 12:45pm
* 8:00pm... Detroit, East and Canada... † 6:35am
WEST
* 7:00am... Gd. Haven and Int. Pts... † 7:20pm
† 12:53pm Gd. Haven and Intermediate... † 3:12pm
† 5:32pm... Gd. Haven and Chicago...
† 10:00pm... Gd. Haven and Mil... † 6:40am
Eastward—No. 16 has Wagner parlor car. No.
23 parlor car. Westward—No. 11 parlor car.
No. 17 Wagner parlor car.
*Daily. †Except Sunday.
E. H. HUGHES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.,
C. A. JUSTIN, City Pass. Agent.
97 Monroe St. Morton House.

GRAND Rapids & Indiana Railway Sept. 25, 1898.

Northern Div. Leave Arrive
Trav. C'y, Petoskey & Mack... † 7:45am † 5:15pm
Trav. C'y, Petoskey & Har. S... † 2:15pm † 10:00pm
Cadillac accommodation... † 5:25pm † 10:55am
Petoskey & Mackinaw City... † 1:00pm † 6:25pm
7:45am and 2:15pm trains have parlor cars;
11:00pm train has sleeping car.
Southern Div. Leave Arrive
Cincinnati... † 7:10am † 9:45pm
Richmond... † 2:10pm † 2:00pm
Cincinnati... † 10:15pm † 7:10am
For Vicksburg and Chicago... † 11:00pm * 9:1 am
7:10 am train has parlor car to Cincinnati
and parlor car to Chicago; 2:10pm train has
parlor car to Richmond; 10:15pm train has
sleeping cars to Cincinnati, and on Sept. 27-29,
Oct. 2, 5, 9, 12 and 16 to Indianapolis, Louisville,
and St. Louis. 11:00pm train has sleeping car to
Chicago.

Chicago Trains.
TO CHICAGO.
Lv. Grand Rapids... 7:10am 2:10pm *11:00pm
Ar. Chicago... 2:0 pm 9:10pm 6:25am
FROM CHICAGO.
Lv. Chicago... 3:02pm *11:45pm
Ar. Grand Rapids... 9:45pm 7:10am
Train leaving Grand Rapids 7:10am has parlor
car; 11:00pm, coach and sleeping car.
Train leaving Chicago 3:02pm has parlor car;
11:45pm, sleeping car.

Muskegon Trains.
GOING WEST.
Lv G'd Rapids... † 7:35am *1:00pm *5:40pm
Ar Muskegon... 9:00am 2:10pm 7:05pm
GOING EAST.
Lv Muskegon... *8:10am *11:45am *4:00pm
Ar G'd Rapids... 9:30am 12:55pm 5:20pm
Sunday trains leave Grand Rapids 9:00 a. m.
and 7:00 p. m. Leave Muskegon 8:35 a. m. and
7:15 p. m.
†Except Sunday. *Daily.
C. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

DULUTH, South Shore and Atlantic Railway.

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

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

MANISTEE & Northeastern Ry.

Best route to Manistee.

Via C. & W. M. Railway.

Lv. Grand Rapids..... 7:00am
Ar. Manistee..... 12:05pm
Lv. Manistee..... 8:30am 4:10pm
Ar. Grand Rapids..... 1:00pm 9:55pm

TRAVEL VIA

F. & P. M. R. R.

AND STEAMSHIP LINES
TO ALL POINTS IN MICHIGAN
H. F. MOELLER, A. G. P. A.

Simple Account File

Simplest and
Most Economical
Method of Keeping
Petit Accounts

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

Tradesman Company,
Grand Rapids.



Lily
White

is

"The Flour the Best
Cooks Use"

And the kind you ought to Sell.

Made only by a

Valley City
Milling Co.

Grand Rapids, Mich.

Celebrate the Return of Peace and the Era of Prosperity

and
Shake off the
Dragging Chains of Credit



by abandoning the time-cursed credit system,
with its losses and annoyance, and substitut-
ing therefor the

Coupon Book System

which enables the merchant to place his
credit transactions on a cash basis. Among
the manifest advantages of the coupon book
plan are the following:

- No Forgotten Charge.
- No Poor Accounts.
- No Book-keeping.
- No Disputing of Accounts.
- No Overrunning of Accounts.
- No Loss of Time.
- No Chance for Misunderstanding.

We are glad at any time to send a full line
of sample books to any one applying for them.

TRADESMAN COMPANY

GRAND RAPIDS.

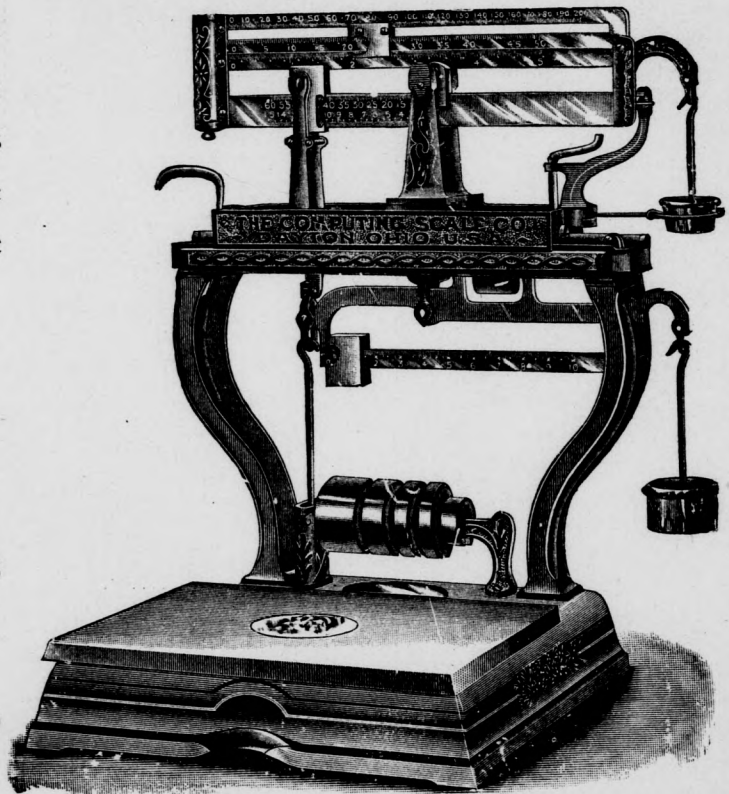
"KICKING A FALLEN FOE"

Old methods of weighing your merchandise are about done for; but a few remain to remind us of the past. In a few years all pound and ounce scales will be no more and the man who invented them will be forgotten.

The March of Progress Is Led by The Money Weight System

the system of handling your goods as money.

The Computing Scale Co.,
Dayton, Ohio.



An Announcement

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

Enameline THE MODERN STOVE POLISH PASTE · CAKE OR LIQUID

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

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

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.