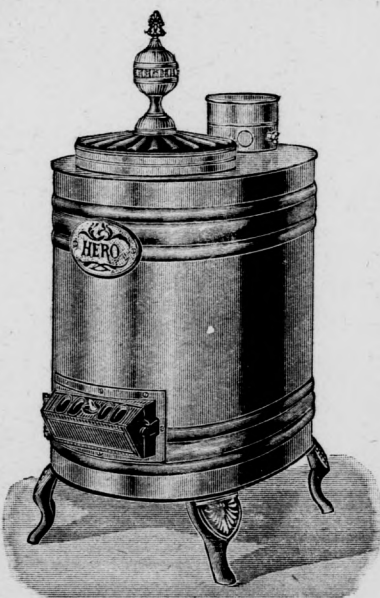




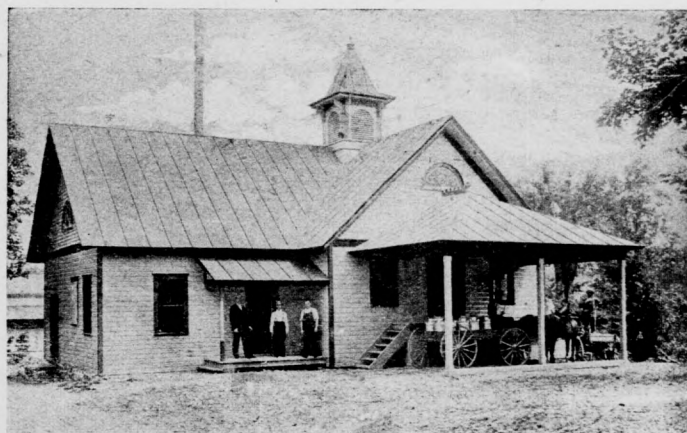
We Make Them!
What?
Why!
**Air-Tight
Heaters**

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

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

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.

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. Particu-
lar attention paid to shipping trade. Address,

FLEISCHMANN & CO.

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

Holiday Goods

afford BIG PROFITS
if you buy from us.

FRANKE BROS., Muskegon, Michigan.

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

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.



In Times of War or Peace, Always Use

"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.

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.

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.



IF YOU ARE A DEALER

in LIME and
do not handle

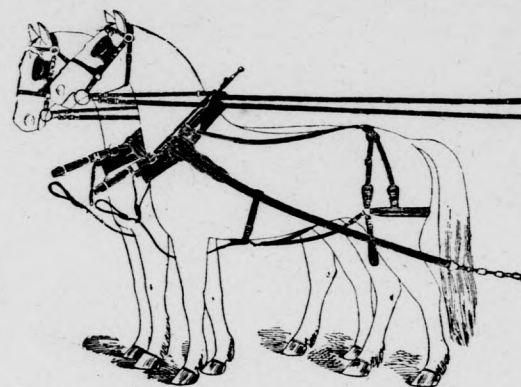
PETOSKEY STANDARD

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.

NOW OPEN

Carnival of Horse Furnishings



In the Wholesale
Showrooms of

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

Prices right.

We manufacture only "HAND MADE" Harness.

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.

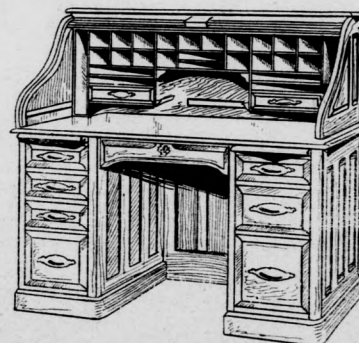
A DESK FOR YOUR OFFICE

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.

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, OCTOBER 26, 1898.

Number 788

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

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

THE MERCANTILE AGENCY
Established 1841.
R. G. DUN & CO.
Widdicombe Bld'g, Grand Rapids, Mich.
Books arranged with trade classification of names.
Collections made everywhere. Write for particulars.
L. P. WITZLEBEN, Manager.

CLOSING OUT BALANCE WINTER CLOTHING
Special bargains in elegant Blue and Black Serge, Cheviot, Unfinished Worsted and Clay Worsteds Suits, and greatest line of Kersey, Covert, Boucle Worsteds, Worambo, Chin-chilla Overcoats and Usters, all manufactured by **Kohb & Son, of Rochester, N. Y.** only house selling really All-Wool Kersey Overcoats at \$5.50 and Boucle Worsteds Overcoats at \$6.50. Meet our Wm. Connor at Sweet's Hotel, Grand Rapids, Oct. 24-31, inc., or address
WILLIAM CONNOR
P. O. Box 346, Marshall, Mich.

PREFERRED BANKERS LIFE ASSURANCE COMPANY OF DETROIT, MICHIGAN.

Commenced Business September 1, 1893.

Insurance in force.....	\$2,746,000.00
Net Increase during 1897.....	104,000.00
Net Assets.....	34,738.49
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 be comes familiar with our coupon system. The past to such is always a "nightmare." The present is an era of pleasure and profit.
TRADESMAN COMPANY,
GRAND RAPIDS.

GROWTH OF GRAND RAPIDS.

Its Early Resumption From the Depression of the Panic.

In some regards the years preceding the panic were years of unhealthy development in the growth of Grand Rapids—that is to say, there were boom conditions in some of the enterprises, more especially in the undue urging of suburban interests. On this account the reaction of the panic in real estate seemed more decided, for it was accompanied by the collapse of undertakings unwarranted by the size which the city had attained. To the natural decline in values accompanying the arrest of so great a proportion of business enterprises there was added the total collapse of many of these wild-cat schemes, and this was included in estimating the extent of the reaction. The consequence was the greater intensity in the discouragement, and many considered the blow to the city very serious and predicted that the loss could never be regained.

The panic reaction unquestionably caused a serious set-back in all the industries of the city. The years of business stagnation, with the suspension of operation of many of the largest furniture concerns, were sufficiently hard to bear. But, in spite of the fact that panic conditions are felt most severely in such an industry as furniture, which people can do without, a comparison of the condition, during that period, of our city with others of similar size will show that we retained our position better than most, and that we sooner showed indications of resuming a substantial and healthy growth. During the panic, and even yet, there are some pessimists who talk of the terrible, and permanent, set-back to the city. Such can not see the most potent evidences of a solid and more assured growth than ever which are all about them.

The reaction from the panic throughout the country reduced nearly all properties and productions to new bases of values. In the almost universal change real estate comes in for its share and when there is added the reaction of the unhealthy growth in various localities the delay in recovery is made much slower. Undoubtedly it will be some time before the speculative activity characterizing the years preceding the panic will again be apparent.

But it is a mistake to conclude that the growth of the city is awaiting a resumption of old-time prices and speculations. That there is now, and has long been, a rapid and healthy growth is assured from the fact that all the older industries are in the most flourishing condition and that the past year has seen the addition of many new ones in varied lines. These evidences go to prove that capital and population are rapidly accumulating here even if the evidences are not manifest in other ways.

In sympathy with the lower level accepted by holders of real estate rentals of residence property continue lower than seems pleasant to many house owners, but the increase in demand has

been very manifest during the past year. And it is significant that this demand has been for the medium and better class of houses. Where, two or three years ago, it would seem that nearly half the houses were vacant on some streets in good localities, now all are occupied, and those who are compelled to hunt for desirable locations find they have a task of some difficulty on hand.

But there are other and still more apparent evidences of the healthy, and withal rapid, growth which are not of recent resumption, but which began early in the panic and have been increasing ever since. In the beginning there were two factors which operated to anticipate the resumption of business demand—the desire to give needed employment and the thrift which prompted the utilizing of cheap materials and labor. Thus during the later years of the panic a considerable number of substantial buildings were erected, some of them among the best public and business edifices in the city. It was during the years of the panic that many of the society and club houses were built, such as the Pythian and Masonic temples, the St. Cecilia and other club houses and various charitable institutions, and a number of fine business blocks were erected. In addition to this line of improvement the city gave considerable attention to the development of parks, the market and other municipal works, showing confidence in the early resumption of better conditions.

The evidences of rapid and increasing growth are becoming more manifest every day, the number of business blocks in course of erection filling most of the vacancies on the principal jobbing streets, and their character is sufficient evidence of this statement. Note the extent of the new Furniture Exposition and the character of the recently-finished Hirth & Krause building, the Rindge, Kalmbach, Logie & Co. building and others under way.

Another indication in the same line is the mania for overhauling and improving so many of the older business buildings, including many which would be considered new and modern in most cities. Fire gave the opportunity to modernize the Houseman block, which was not an old building. Then note the steady work of changing to modern fronts and interiors which has been going on in the principal wholesale and retail stores during and since the panic until there has been almost a complete revolution and modernizing of both old and new buildings. For instance, the new building of Corl, Knott & Co., erected seven or eight years ago, has been rebuilt to meet more modern ideas; the Blodgett building, in which are the offices of the Tradesman, considered as thoroughly up-to-date and the most substantial and complete when it was erected, ten years ago, is now being changed to more modern construction and furnished with larger and faster elevators.

Blind indeed must be the man who can not see that this city is now enjoying a period of rapid and substantial

growth giving more promise and assurance for the future than ever in its history. The rapid increase of its special industry is being supplemented by so great a number of other lines of manufacture, and the jobbing and distributive trade is reaching out to so great an extent in this and other states, that surely there is little room for the croakings of the pessimist or cause for hesitation in the matter of investment or the prosecution of any enterprise from this center.

Failure of Harvey E. Morse, the Montague Druggist.

About a year ago Hoffman & Morse purchased the drug stock belonging to the estate of E. P. Allen for about \$500. In July of this year, Mr. Morse purchased the interest of his partner and has since conducted the business under the style of H. E. Morse. August 2 he uttered a chattel mortgage to his father, Chas. E. Morse, a farmer living near Montague, covering the entire stock and fixtures, which he estimated at that time to be worth \$1,275.11. The amount stated in the mortgage was \$1,200, being for alleged borrowed money. A few weeks ago Morse purchased a bill of cigars from Ruben Bros., of Allentown, Pa., amounting to \$50. He sent a check for this amount on the Muskegon County Bank of Montague, signed Hoffman & Morse, at the same time ordering \$225 worth of goods, which were shipped. The check subsequently went to protest, because there were no funds in the bank to cover it, when Ruben Bros placed their account in the hands of Wm. E. Osmun, of Montague, who secured a promise from Morse that he would pay the entire amount, at the rate of \$25 a month. This promise he failed to keep, and on being pressed by Mr. Osmun and attorneys representing other creditors, he made a common law assignment Oct. 25, naming Wm. E. Osmun as assignee. There are about twenty creditors, whose claims aggregate \$1,529.30. Among the creditors are the following:

Michigan Bottling Works, Muskegon.....	\$ 27 40
Fred Brundage, Muskegon.....	21 78
Frankie Bros., Muskegon.....	6 69
M. B. & W. Paper Co., Grand Rapids.....	15 70
D. M. Amberg, Grand Rapids.....	104 06
A. E. Brooks & Co., Grand Rapids.....	11 16
W. H. Chamberlin & Co., Chicago.....	15 50
Fred Ingraham, Detroit.....	12 25
Pieser Valine Mfg Co., Chicago.....	4 50
Lord, Owen & Co., Chicago.....	63 75
Simmons Hardware Co., St. Louis, Mo.....	5 05
Boydell Bros., Detroit.....	55 00
Schlitz Brewing Co., Grand Rapids.....	4 50
J. Fernekis, Milwaukee.....	5 15
Rube Bros., Allentown, Pa.....	275 00
Phelps, Brace & Co., Detroit.....	21 25
Estate of Geo. Dowling, Montague.....	25 00

Silk Thread Making in America.

The first silk thread mill in the United States started with a capital of \$35,000. To day its capital is \$100,000,000. Massachusetts and Connecticut have half a dozen important silk thread mills, and California has two. There are a few smaller ones. Nearly \$10,000,000 is invested in the business. The largest mills employ from 800 to 1,500 hands, a total yearly average of perhaps 11,000 to 15,000. The annual output closely approaches the capitalized values of the plants.

There would be mighty few militia companies if the members were compelled to wear plain clothes on parade.

Dry Goods

The Dry Goods Market.

Staple Cottons—There have been no special developments in staple cottons. There have been bids made for large quantities of brown cottons for export, but at prices that do not appear to be inducements to the manufacturers. Sellers have rejected them without question. The demand for brown sheetings and drills is nothing beyond immediate wants. Business in bleached cottons has been quite dull throughout the week, although there have been a fair number of small orders coming to hand. The total has been unimportant.

Prints and Ginghams—There is but little business to report in printed fabrics for the week, business having been no more than the average. Fancy dark prints show no change. Prices are steady and stocks have become pretty well cleaned up.

Knit Goods—Although it has been the policy of the manufacturer of knit goods not to make up stocks, it is reported that some mills have this season stocks they will be glad to dispose of at almost any reasonable price, and they are quoting low and irregular prices to any who are in the market for their goods. The effect of this practice is always immediately noticeable in a market as sensitive to conditions as that of the knit goods; for there is probably no market where eternal vigilance is so necessary or where it is so completely carried out. This is a necessity on account of the nature of the business and extremely low profits; and in view of these conditions it is gratifying to note the excellent position that the majority of the mills hold. It is only through the greatest care, and the firmness in refusing to pile up stocks generally, that business has been kept in such good standing throughout the extremely dull period of business depression.

Hosiery—There is considerable irregularity to be noted throughout the hosiery department, and the season's business has so far been reported to be quite unsatisfactory in both staple and fancy lines, and as the end draws near, here is much less satisfaction to both domestic agents and the importers than was supposed at the beginning of the season. The demand for heavy knit goods has been comparatively small, the weather, of course, having had full weight with this business. Sweaters, golf and cycling hose have secured a fair business for the time of year, but, of course, this has not been very large. Sellers are at a loss to account for the

general indifference of buyers. They feel that it can not be on account of prices, for, as a rule, they are willing to meet these people nearly half way. They can all do business on a more satisfactory basis for themselves than was possible last year at this time, and in only a few places are the spring season's sales reported to be satisfactory. These are only for goods that have a wide and solid reputation for intrinsic merit, and a certainty of delivery on time. In looking the market over, as a whole, it is seen that the most unsettled conditions for both hosiery and underwear are in the lower grades, and that the better lines are less complained of.

Cure for the Remnant Trouble.

Written for the TRADESMAN.

Remnants are often regarded as a great bugbear in a dress goods stock. They accumulate with wonderful rapidity and very often it is found far from an easy matter to dispose of them.

Many salesmen argue that one must figure to lose some money on remnants, yet these same salesmen are just the fellows who never hesitate about leaving a "bad end." Look over their stock of remnants and you will find plenty of one and a half and two-yard lengths that are almost unsalable even when quoted at half price or less.

I have been behind the dress goods counter for a number of years and it has been my experience that, with proper tact and management, one seldom finds it needful to leave unsalable lengths. I have found it an excellent plan, when a bolt of cloth has been pretty well cut down, to measure what remains and mark the number of yards on the price ticket. Now, say you have ten or a dozen ends with anywhere from seven to eleven yards in each. Keep them together where you can readily put your hand on them, and don't show any of them until you have found out whether your customer wants a dress or a skirt. If she wants a dress show the shorter and the longer lengths in connection with the goods already shown. If she wants only a skirt, hold back the seven-yard lengths and show your eight, nine and eleven-yard lengths. You can cut the eight or nine-yard lengths into two skirt patterns each, and you can get a skirt and a dress pattern out of the eleven-yard length.

It can readily be seen that by following this plan there are no bad lengths left. I have been doing this for a number of years and as a general thing have been able to keep my stock free from remnants.

This is as good a way to keep from making remnants as I know of; and the sure cure for the "remnant trouble" is to avoid making them. MAC ALLAN.

DUCK COATS

MACKINAW COATS
LUMBERMEN'S SOCKS
WOOL SOCKS HOSIERY
P. Steketee & Sons
Grand Rapids, Mich.

Two Big Specials



No. 1. 400 dozen Men's and Boys' heavy yarn Mittens in dark colors, at 75 cents per dozen.

No. 2. One lot of heavy reversible shawls, regular size, in dark browns and grays, at \$1.25 each.

Orders by mail or phone receive prompt attention.

Voigt, Herpolsheimer & Co.,
Wholesale Dry Goods,
Grand Rapids, Mich.



THE GEM UNION SUIT

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

Globe Knitting Works, Grand Rapids, Michigan.

ALL THINGS COME TO HIM WHO HUSTLES WHILE HE WAITS



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

SODIO THE CHEMICALLY PURE SALERATUS

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

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

MICHIGAN CHEMICAL CO., DETROIT, MICH.

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

Around the State

Movements of Merchants.

Ellsworth—N. Liscom has opened a meat market at this place.

Albion—Frank J. J. Bauer has opened a meat market at this place.

Rescue—E. A. Blakeley succeeds Richard H. Case in general trade.

Luther—Clarence Ferris has embarked in the grocery business at this place.

Morenci—Saulsbury & Hanna succeed J. D. Hanna in the harness business.

Cooper—Huntley & Hoare succeed Howard M. Bigelow in general trade.

Petoskey—J. G. Willis has embarked in the fruit and confectionery business.

Detroit—Tena M. Reid has purchased the confectionery stock of Rolin C. Eakins.

Grant—Colligan & Barnum, grocers, have dissolved, Mr. Colligan succeeding.

Bangor—Fenimore C. Kent, dealer in harnesses, has removed to Thompsonville.

Caro—Mallory Bros have purchased the meat business of McWetthey & Pierce.

Homer—Hartung & Hessmer succeed Mrs. G. E. Hartung in the millinery business.

Calumet—The grocery store of Otto Parkinen has been closed under chattel mortgage.

Kalkaska—Wm. Knowles has sold his meat market to Nelson Cummings and Albert Arnold.

Kalamazoo—Neal Nicholson has engaged in the confectionery business in the Chase block.

Reese—Shiller & Koffman have embarked in the general merchandise business at this place.

Lennon—Phelps & Stoddard, grocers, have dissolved partnership, R. A. Phelps succeeding.

Menominee—Wm. Mallard, of Menominee, has purchased the grocery stock of Louis Robert.

Bay City—Christ. Merkle will open a shoe store at the corner of Fourth and Johnson streets Nov. 1.

Dowagiac—Geo. S. Howard is succeeded by James Glessner in the bakery and restaurant business.

Galesburg—The wife of W. A. Burdick, the druggist, died last Thursday and was buried Saturday.

Owosso—Frank E. Mosely, meat dealer, has removed to more commodious quarters and added a line of groceries.

Harbor Springs—Frank Cook, formerly engaged in the restaurant business here, will shortly open a flour and feed store.

Nunica—Cleveland & Son have sold their drug stock to Geo. C. Gould, of Coopersville, who will take possession Nov. 1.

Charlotte—S. B. Rathbun has purchased the grocery stock of Chas. Gibbons and will take possession of same about Dec. 1.

Ithaca—A. A. Moy, who has been engaged in the grocery and meat business at this place for the past ten years, died last week of heart disease.

Coldwater—F. E. Calkins has rented the store building formerly occupied by the grocery stock of C. F. Zapf and will put in a line of groceries.

Mulliken—B. I. Whelpley, formerly engaged in the drug business at this place, but for the past two years engaged in the drug trade at Horton, has removed his stock to this place and will re-engage in business here about Nov. 1.

Vermontville—The village trustees have instructed the village marshal to enforce the State law relating to the closing of business places on Sunday.

West Cooper—H. M. Bigelow has sold his stock of general merchandise to Willard Huntley and Ed. N. Hoare. The new firm will take possession about Nov. 1.

Vicksburg—The drug stock belonging to the estate of Dr. Geo. Newton has been purchased by Geo. H. West, formerly proprietor of the City drug store, at Allegan.

Trout Lake—Mrs. Mary Reagan has sold her grocery stock to Harry B. Cline and Alcimus Cline, who will continue the business under the style of Cline Bros.

Freeport—It is reported that Buel Wolcott, meat dealer at this place, will remove to Woodland and engage in the same line of trade in partnership with his son, Reuben.

St. Louis—A. S. McIntyre has purchased the store building occupied by C. S. Harrington & Co. as a clothing store and will refit it for a drug store, taking possession Jan. 1.

North Branch—The North Branch Mercantile Co. has been organized with a capital stock of \$15,000. The building in which it will conduct business is nearly ready for occupancy.

Pigeon—Foster & Challis, hardware and implement dealers, have made an assignment. The failure is attributed to the credit system and slow collections. Mr. Challis will shortly resume business.

Jackson—J. D. Campbell has sold the store building in the Durand block, formerly occupied by Camp's Boston carpet store and now by Richardson & Knight, to C. H. Kramer and J. G. Hammond for \$17,000.

Coopersville—Slater & Hunter succeed E. J. McNaughton in the harness and agricultural implement business. Mr. Slater has been in the employ of Mr. McNaughton for a number of years and Mr. Hunter was formerly engaged in the boot and shoe and men's furnishing goods business.

Bay City—Twenty-four years ago Chas. D. Vail, senior member of the firm of C. D. Vail & Co., embarked in the men's furnishing goods business at this place. From a small beginning the business has assumed large proportions, due to his personal attention and excellent business ability.

Traverse City—Thurtell & Gane, Limited, proprietors of the Palace bakery, have dissolved partnership. Geo. Gane will continue the business at the same location under the management of his son William. Mr. Thurtell will be identified with the Northern Telephone Co., which will shortly establish an exchange in this city.

East Jordan—Boosinger Bros. have moved their stock of general merchandise to the Salisbury brick building, which has been lengthened and thoroughly rebuilt for them. The store is equipped with an acetylene gas plant and is heated with a hot air furnace. The firm is now more centrally located and occupies the finest-finished store in town.

Shelby—A. A. Lewis and L. D. Allen have formed a copartnership under the style of Lewis & Allen and embarked in the dry goods, clothing and shoe business, having purchased the stock formerly owned by P. F. Ernst. Mr. Lewis has been identified with the general store of Wheeler Bros. for several years and has a wide circle of acquaintances.

Detroit—Mitchell, Harris & Co. have filed articles of incorporation in the County Clerk's office. The company will carry on a wholesale millinery business in this city and the capital stock is \$25,000, all paid in. The incorporators are: Arthur D. Mitchell, Walter D. Moody, Charles Garton and Frederick A. Harris, all of Detroit, 500 shares each; Harrison Walter, Clarkston, Mich., 500 shares.

Manufacturing Matters.

Lansing—W. C. Hartman, of this city, has been granted a patent on a centrifugal separator.

Grand Haven—The Grand Haven Basket Co. has increased its capital stock from \$10,000 to \$20,000.

Hopkins Station—A. Schafer has erected a grain elevator and feed mill and expects to begin operations by November 1.

Escanaba—Work has been begun on the erection of a large woodenware works which, when completed, will give employment to over 200 hands.

Battle Creek—L. D. Cooley, of Ovid, has purchased a controlling interest in the Battle Creek Skirt Manufacturing Co. and will take the management of the business.

Yale—Local business men are considering the plan of organizing a stock company to engage in the manufacture of the clay fence post recently invented by J. D. Paldi, of Brockway.

East Jordan—The present railroad prospects for East Jordan have started real estate to move and several pieces of property have been sold during the past week, at from \$40 to \$50 per foot frontage.

Kalamazoo—Clarence B. Hayes, for the past eight years manager of the Standard Wheel Co., of this place, will shortly remove to Jackson, where he will occupy the same position with the Imperial Wheel Co.

Saginaw—E. B. Gregor, for a number of years superintendent and designer of the Erd Piano & Harp Co., has resigned his position and, in company with Edward Moran, has embarked in the manufacture of pianos.

Holland—Lane Van Putten, proprietor of the Michigan Toy and Novelty Works, has purchased the wood working shop and grounds of Tim Slagh. He will continue manufacturing wood novelties there and make additions to the plant.

Kalamazoo—The Spiral Spring Suspender & Garment Co. has been organized for the manufacture of men's suspenders and children's supporters. C. W. Thompson is manager and I. C. Haven has the mechanical supervision of the business.

Sault Ste. Marie—The long-talked-of water power canal presents an animated appearance at present. A line of railway has been constructed alongside the right of way and four trains are at work hauling dirt out of the canal proper. A large amount will be dumped into the bay, at the upper end of the canal, filling in about forty acres, which will be platted later for manufacturing sites. The canal was begun ten years ago and, after a quarter of a million dollars had been expended, operations were suspended. The canal is to be completed in five years and will have a capacity of 40,000 horse power. The carbide works has already contracted for one-half of the capacity of the canal and placed orders for the necessary machinery. When all is completed, the carbide works will have a capacity of seventy tons of carbide per day.

The Boys Behind the Counter.

Tustin—W. I. Steward, who has been J. H. Worden's book-keeper for the past three years, has resigned to accept a similar position with the Engel Lumber Co., at Cadillac.

Ithaca—Ithaca is producing her quota of pharmacists as well as ministers. Frank Cowdre, Fred Munson and Theron Goodwin have decided to make the handling of drugs their life work, and have lately gone to Ada, Ohio, to take the course of study.

Ludington—Casper Ramsby, book-keeper for Butters & Peters, is on a short visit to his home in Petoskey, where he attended a wedding in the capacity of groom.

Hastings—H. A. Walldorff has taken the position of Assistant Cashier of the City Bank of Hastings, rendered vacant by the death of W. H. Powers. Mr. Walldorff hails from the Celery City.

East Jordan—A. D. Otis, Jr., who for two years past has held the position of book-keeper for W. L. French, has gone to Grand Rapids, where he will take a course in shorthand.

Ludington—Miss Rucia Caswell succeeds Miss Ada Gregory in the dry goods store of Olney & Aubrey.

Owosso—D. W. Watters has taken a position as book-keeper with Harrison, Swan & Co., the Boston poultry packers.

Harbor Springs—M. V. Barnes now has charge of Erwin & Co.'s furniture store.

Allegan—Charles B. Thomas, of Cassopolis, has succeeded Frank Potter as clerk in W. J. Garrod's drug store. Mr. Thomas is a registered pharmacist of considerable experience.

Whitehall—James Bennett, of Muskegon, an experienced dry goods salesman, has accepted a position with Nelson & Co.

Morrice—Ralph Bishop, who has been clerking for Rorick & Lee, has resigned his position, owing to the close confinement wearing on his health. Ray Hough succeeds him.

Allegan—Fred Riddle, prescription clerk at Wolcott & Letcher's City pharmacy, will sever his connection with that firm in a few days and go to Mendon to accept a position in Nelson Hower's drug store.

Manton—Jacob Anspack, salesman in B. Danziger's general store, was married Sunday to Miss Dora Danziger. After a short honeymoon at Grand Rapids, they will go to Howard City, where Mr. Anspack will take charge of the store recently opened at that place by Danziger & Anspack.

Benton Harbor—Eugene L. Kreiger, clerk in Chas. Antes' grocery store, was recently married to Miss Susie D. Rogers, of Sodus.

St. Ignace—Chas. Whitney, who has clerked several months in the general store at Mulcrone Bros., has returned to his home at Standish.

New Rubber Shoe Factory.

The Harris Rubber Co. has just been formed at Ansonia, Conn., for the purpose of starting a large rubber shoe industry to be run entirely independent of the rubber trust. The principal stockholders are J. H. Wetmore, Harris Wetmore and A. D. Warner, all of Naugatuck, the last named resigning his position as superintendent of the Goodyear Metallic Rubber Shoe Co., of Naugatuck, to become the general manager of the new concern. A site has been selected in Beacon Falls, a suburb of Ansonia, and a large factory is to be erected to be completed by March 1. The firm expects to commence operations with 300 hands.

Grand Rapids Gossip

The Grocery Market.

Sugar—The war between refiners has had the effect to so lower the market that jobbers have availed themselves of the situation and have bought with more freedom than formerly in a speculative way. This has relieved the refiners of all their surplus stocks, so that in some lines they are oversold. The consumptive demand is now naturally light, as the canning season is practically over, and the dull season is at hand.

Tea—The market is featureless, with the exception that the trade talk of the duty on tea being removed by the next Congress seems to have stopped all buying except for most immediate demands. It is the opinion of well-posted tea merchants and others that the duty will not be removed. While old stocks of tea remain, the importations will continue light, as they have thus far this season. The consumption of teas has been considerably affected by the higher price of teas and the low price of coffee.

Coffee—Actual coffees remain practically unchanged on spot, although firm offers from Brazil are $\frac{1}{8}$ to $\frac{1}{4}$ cent higher. The demand has been somewhat improved, and there seems to be a disposition to take coffee. Mild coffees are quite firm, and a fair jobbing business is being transacted.

Canned Goods—Tomatoes are $2\frac{1}{2}$ ¢ lower East, on account of the favorable weather, which has tended to increase production beyond previous expectation. Corn is unchanged. There is a little enquiry, but no great demand. Nothing is doing in peas, which rule at unchanged prices. There seems to be no present demand for Eastern-packed peaches, but some calls are being received for California goods, chiefly of the cheapest grade. Prices are unchanged.

Dried Fruits—The trade in dried fruits is but fair in this market. Prices are comparatively high, except in raisins, and the market is likely to hold strong at prices ranging as high as or higher than at present through the season. All West coast fruit, such as prunes, peaches, apricots and pears, is in only medium to light supply, and the export demand is not less than that of last year. New California figs, both the cooking figs and the layer fruit, are on the market, and are in good demand. The layer fruit will take the place in a good part of the foreign fruit, which is unusually high this season. It seems likely that in time the California fig will drive out the Turkish fig, just as the California raisin has cut out the foreign raisin.

Provisions—There has been a slight advance throughout the entire list during the past week. Lard has made a slight advance in a wholesale way. Compound lard remains unchanged and the demand is limited, on account of the low prices in pure lard. The export demand is the chief factor in advancing prices, although the home demand is very good for this season.

Tobacco—The plug tobacco trade is in an interesting condition. The absorption of outside plants by the American Tobacco Company has apparently gone no further than taking in the Drummond and Brown plants of St. Louis and the Wright plant of Richmond. One of the agreements of the scheme was that each manufacturer was to furnish the brokers a statement of

business done and the condition of the business for the last five years. All the manufacturers did this, and, of course, the figures were brought to the notice of President Duke. They showed him which were the strongest and which were the weakest of the factories, the amount of business they did and other details which would serve him well in conducting the plug fights of the future. The American Tobacco Company had between \$4,000,000 and \$5,000,000 which it could spend in buying out the opposition, and the start was made when the Wrights of Richmond and the Browns and Drummonds of St. Louis were bought out. When these three firms were gathered in, the American Tobacco Company had spent all its money and had no more to invest in other factories which had submitted the items of their condition. While the options given in July do not expire for some time, President Duke's withdrawal from the agreement leaves nothing but a failure of the combination as a result. The collapse will leave the plug market in an interesting condition. Even with the Wrights, the Browns and the Drummonds as parts of the American Tobacco Company's plug interests, Liggett & Myers, Weisinger, Finzer Bros., Sorg, Lorillard and the other independent factories will have an output considerably in excess of the American Tobacco Company, and if the fight is directed against the independent factories it will be made one of the liveliest and most bitter ever known to the plug business. All the independent factories are expecting such a fight and are preparing to meet it, looking for co-operation from the jobbers. The independent manufacturers profess not to fear any fight that may be brought on. All those who gave figures are in a splendid financial condition, and all have a following which no other factory can get. They declare that a man chews a brand of tobacco because he likes it, and not because he can get six cuts for the same money that he had been paying for five.

Hides, Pelts, Tallow and Wool.

Hides have been showing a firm front for some time, with advancing tendency. The reports, however, show an easier feeling and indicate a decline. To effect sales a concession has to be made. This bobbing of the market looks like the manipulations of the dealers of Chicago, who are combined to secure country stocks. Prices are quoted at a lower range, with none for delivery.

Pelts are in demand at low prices, with no accumulations.

Tallow is strong, with an advancing tendency. Edible sold at $\frac{1}{8}$ to $\frac{1}{4}$ ¢ advance, with a good demand and no surplus stock in sight.

Wool holds firm at old prices, with a large increase of sales. Some of these sales show a concession, but the soft spots are few. Manufacturers are in need of wool to care for increase of orders, for which they have waited patiently. Enquiries are more frequent and holders of wool think their day is near at hand. This country holds the supply of wool and at a lower price than it can be duplicated. When trade does come it is likely to be lively.

Wm. T. Hess.

J. P. Visner has gone to Greater New York to make E. J. Gillies & Co. a business visit. He will soon return with a lot of special New York Tea and Coffee bargains. Wait for him. Phone 800.

PRODUCE MARKET.

Larger Yield Late Apples—New Variety of Potato.

Apples—Handlers are asking \$2@2.50 per bbl. for best winter varieties. The yield of late fruit in this State is turning out to be at least one-third larger than was expected and the quality is also much better than was anticipated earlier in the season. Buyers who purchased orchards outright are reaping rich rewards. An instance in point is the purchase of the orchard of Aaron Hills, the shrewd Alpine farmer, who originally asked \$100 for his fruit and promptly accepted an offer of \$150. The purchaser secured 1,180 bushels of good apples, which he sold at 50 cents per bushel on track at Alpine.

Beets—25¢ per bu.
Butter—Dairy is about the same, commanding 17¢ for choice. Factory creamery is in active demand at 20¢.

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

Carrots—25¢ per bu.
Cauliflower—75¢@\$1 per doz. There is considerable demand for stock, especially from the Cincinnati and Columbus markets.

Celery—John Van Dreumel, better known as John Celery, is marketing about 500 doz. bunches per day, which local handlers sell at 15¢@18¢ per bunch. Mr. Van Dreumel reports that he has enough stock to meet the consumptive and shipping demands of his customers until Jan. 1, which is only another way of saying that he has a veritable gold mine, as his income from this source is from \$60 to \$65 per day.

Cranberries—Cape Cods command 6¢ per bbl. or \$2@2.25 per bu.

Cucumbers—Hot house stock is already in market, commanding 50¢ per doz. This is the earliest hot house stock that has ever been marketed here.

Eggs—Fresh are scarce and firm at 16¢@17¢. Cold storage are in ample supply and weak at 13¢@14¢.

Egg Plant—75¢ per doz.

Grapes—Pony (4-lb.) baskets of Delaware command 10¢. Eight pound baskets of Concord, Brightons or Niagara command 10¢. Blue grades are getting scarce and this market will soon have to depend on Ohio and New York shipments.

Green Peppers—50¢ per bu.
Honey—Fine new comb commands 12¢@13¢.

Onions—Spanish are now in market, commanding \$1.50 per crate. Home grown are coming in freely and all reports from the onion sections are to the effect that the yield is large, although the size is not quite up to the average. Dealers pay 25¢ for Red Globes and Red Weathersfields, holding at 30¢@35¢. A Casnovia correspondent writes the Tradesman that the yield in Eastern Muskegon county is beyond all precedent. A. L. Williams—the boss onion and peppermint grower of that section—estimating that his crop will run from 8,000 to 12,000 bushels.

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

Pop Corn—50¢ per bu.

Potatoes—Local handlers are paying 20¢@25¢ at outside buying points, holding at 30¢@35¢. Jess Wisler, the Mancelona potato king, is quoting at 28¢ on track. The late crop turns out to be large all over the country and growers will have to get down in their ideas as to price before the crop will move freely. Enquiries from the South and Central East are pouring in lively, which leads to the belief that the demand will be active as soon as the shipping season fairly opens. Two years ago the railroads assisted Northern growers to market their crop by reducing the classification from fifth to sixth class, which leads many shippers to believe that the same concession can be secured this season in case concerted action is taken in the matter. The Antrim Iron Co. has sent Moseley Bros. and Bunting & Co. samples of a new variety of potato which was originated under its auspices at Mancelona. It is called the Harrington Pere, is fair in appearance, uniform in size, with well-defined eyes,

bakes and boils well and yields about 175 bushels to the acre. The company has raised about 12,000 bushels this season and expects to produce three or four times as many another season in case the variety meets with the approval of the trade.

Quinces—50¢@60¢ per bu., according to size and quality.

Squash—1½¢ per lb. for Hubbard.

Sweet Potatoes—Virginias fetch \$1 50 per bbl. Jerseys have advanced to \$2.50.

Turnips—25¢ per bu.

The Grain Market.

During the past week wheat has made an advance of 5¢ per bushel in all the markets. It was a regular boom market. The receipts were larger than during the corresponding week last year, but our exports were phenomenally large, probably the largest on record. With all the large receipts, the visible showed only 250,000 bushels, while fully 1,500,000 bushels more was expected, which added 2¢ per bushel advance for the day. Offers to foreigners were accepted as fast as made. It may also be stated that the mills are using up a large amount, as they are all running full capacity. This city probably turned out fully 10,000 barrels during last week. Flour exports are also larger than last year. It now looks as if the top has not been reached. As we said in our last, Russian crops are not up to what was expected. The wet weather in the Northwest is also claimed to have ruined millions of bushels.

Corn followed wheat in the advance, as the soft weather deteriorated the quality, large amounts being spoiled or rotted, which will affect the final output probably 200,000,000 bushels, so an advance can be recorded of 3½¢ per bushel.

Oats followed up the general advance.

Rye made a gain of 3¢ per bushel as expected, and bidding up strong.

Receipts were 78 cars wheat, 7 cars corn and 9 cars oats. Millers are paying to-day 65¢ per bushel for wheat.

C. G. A. VOIGT.

Answered by the Parrot.

A parrot owned by a leading physician gave signs of possessing "almost human intelligence" the other night. A party of young folks were on the lawn and were spending an hour in guessing riddles. Finally a young lady asked: "Why does a dog turn around twice before he lies down?"

Before anybody could answer, the parrot croaked: "One good turn deserves another."

Colman, the great English manufacturer of mustard, was once conversing with a society woman, who said: "What a fortune you must make every year off the immense quantities of mustard eaten!" "No, madam," said the millionaire, "not off what is eaten—off what is wasted."

John T. F. Hornburg, proprietor of the New York Electric & Manufacturing Co., has transferred his stock and accounts to the Wolverine Brass Works for a consideration of \$350.

C. W. McPhail has engaged in general trade at Tallman. The Ball-Barnhart-Putman Co. furnished the grocery stock.

It is proper to write "Porto Rico, U. S. A.," but Havana has not yet moved into the United States, and Blanco has hopes.

A. F. Richardson is succeeded by M. J. McCarthy in the flour, feed and wood business at 706 South Division street.

Woman's World

Some of the Mistakes Which Women Make.

If, like the immortal Abou Ben Adhem, I should ever have the good luck to reach the abodes of the blest, I should like to be written down as one who loved her fellow women. I delight in the society of women. I believe in them. I glory in the way they will fail in a perfectly simple matter one minute and achieve the impossible the next. I never go to a women's convention without bubbling over with enthusiasm, and tears—they do so many things so well, and make such a mess of so much else!

Of course, there is nothing to be astonished at in that. Women are bound to make mistakes. They couldn't be the sisters of men and not be as prone to do the wrong thing as the sparks are to fly upwards. The shrewdest and most guileful thing man ever did was to erect a pedestal and put woman on it on the theory she was perfect and could do no wrong. That gave him liberty to criticize her every time she tumbled off her perch and to "make admiration," as Uncle Remus says, whenever she made a mistake. That's the reason, when a man attempts something too big for him, we hear nothing about it, but when a woman fails we have a whole Wagner opera chorus of "I told you so's." A man's political mass meeting may break up in a free-for-all fight without discrediting the parties involved, but woe to the woman's convention that isn't harmonious as a prayer meeting. Everybody says it is such a mistake for women to try to argue matters. They can't be calm and collected and self-contained like men!

But there are mistakes and mistakes. There are great big errors and just little things you wish people wouldn't do, and it is in this latter respect that women chiefly sin. When a man makes a mistake it is generally a great big whopping blunder, that is all wrong from start to finish. A woman's mistake is, oftener than not, only some little thing that robs a fine deed of fineness or queers some good cause beyond all possibility of redemption. Women's mistakes are just as fatal as men's, only more aggravating, because they are nearly always something that they could remedy if they would. A person may be forgiven for not moving the mountain that blocks the roadway, but there is no earthly excuse for not cleaning off the sidewalk.

The first and greatest and most amusing mistake of our sex is the amazing seriousness with which we take ourselves. We have been told that we were a problem and a wonder, and in the simplicity and credulity of our hearts we have believed it. We have not yet gotten over being surprised that we can do things. If we can write a newspaper story that anybody will read; if we can add up a column of figures in a ledger so it will come out twice alike, or do any of the other little common everyday things men have done since time immemorial, we are filled with wonder and delight, and call on the world to come and witness the phenomenon, and the papers to record it. We have found out that we have a few grains of common sense and intelligence, and we have the same artless joy in it as a baby has when it first discovers it has fingers and toes.

The mistaken and almost reverential

awe with which the woman who is a wife and mother regards the woman who "does something," to use a feminine phrase, is the most amazing thing in the world. The only woman who is a wonder is she who brings up a family of children, who is pulled and hauled and dragged this way and that, who plans and contrives and settles disputes and nurses the sick and dries tears and listens to complaints, and spans and kisses, and sleeps with one ear listening for the croup and the other listening for the clock to strike when John gets in, and yet doesn't end her days in the insane asylum. Compared to that the woman who merely supports herself leads a life of luxurious ease. There was never a bigger mistake made than to suppose it is the so-called working women who reflect credit on their sex and deserve to be glorified in the public prints. It is the uncomplaining millions of mothers who are martyrs without knowing it.

Another mistake that women make very often, and perhaps it is not an unnatural one under the circumstances, is in trying to be like men. The woman who is going into an office, who is studying a profession and is going to do what we call "man's work," thinks she advances her interests by being as manish as she can be. She often assumes a swaggering air and an ungainly stride, cuts off her hair, wears coats and stiff collars and ties and a bobbed off skirt that looks like it would be trousers if it dared. Nobody ever made a more fatal mistake. Every imitation is an abomination, but the woman who is an imitation man is a holy terror. It is nothing but crazy folly to pretend a woman can successfully compete with a man in his own line. She succeeds best when she does not even try to do a thing like a man, but does it like a woman. God made our brains as different as he made our bodies, and it is because there is need for the intelligence and strength of both that there is a growing demand and place for women's work. No working woman subserves her interest by wearing masculine clothes and assuming masculine manners. The rich and fashionable daughter of wealth may affect manish tailor-made frocks as a kind of piquant contrast to the luxury of her surroundings; she may indulge in slang and a dainty sportiness uncriticized. It is one of the privileges of money; but the working girl will find the very sheet anchor of success is in clinging to old-fashioned, unadulterated womanliness. There is no record yet of an employer marrying a stenographer who wore short hair and a mannish, so called rational, dress.

The jolly good fellow theory is another mistake. There are thousands of agreeable virtues that women possess, but being a jolly good fellow isn't one of them. She may be bright, witty, genial, tactful, charming; but let her beware of being a jolly good fellow. Men and women can never meet on an equal social plane any more than they can on an equal business plane. It is always well to recall the fact that the universe was made for man and that woman wasn't even thought of in arranging the laws and conveniences by which it was to be run. Hence it is that man may always do some things with impunity that women never can, and it is just as well to recognize that truth soon as later. I know the temptation for a woman to be a jolly good fellow is strong enough. Men are always dangling it before our eyes and telling us about some other

women in a tone of voice that indicates they think it the most delightful attitude on earth, but watch out, little sister; they may go to see the woman who tells queer stories and sings risque songs and can dance skirt dances punctuated by kicks at the chandelier, but if you will notice, when they start on the march to the altar, they are accompanied by some demure mouse of a girl who couldn't say boo to a goose. It may not be exciting to stay a woman when you were made one, but it is an eminently safe and respectable career.

Sometimes the mistakes we women make are made in the aggregate by the clubs and societies to which we belong, and there is such a pressing need for the fool-killer that I am often filled with wonder and amazement that there is a single one of us alive. We go off half-cocked; we are so daft to reform this and reform that, that we don't wait to find out whether it needs reforming or not, and if it does, whether we are equal to the job. We organize societies, and half the time if any one were to ask us suddenly, as Charles Lamb used to ask his maid servant, why we were here, we couldn't tell for the life of us. In our overflowing sympathy we sign any kind of a petition, endorse any kind of a fraud and give any kind of a humbug a certificate of character, because we are sorry for them, poor things, and when we do find a good cause it is pure luck if we don't kill it by injudicious and rabid championing. We raise a hullabaloo that rasps the country from one end to the other every time a bottle of wine is broken over a ship's prow and give a jab or two with our parasols at any other windmill we may happen to stumble on, and then—God save the mark—fancy ourselves reformers; and that's another feminine mistake.

After all, who would want to live with a woman who never made mistakes? Not I, for one. When we think over the people we love the best it is not those who are austere perfect that we remember most tenderly, but those who make mistakes and blunders and repent them—and then make them over again next day.

DOROTHY DIX.

The Fruit and Produce Market at St. Louis.

St. Louis, Mo., Oct. 24.—It has been stormy, with heavy rains, snow and cool weather here, which has, to a great extent, interfered with business in fruits and produce. The demand has increased, not alone locally, but from the Southern States, where "fever conditions" are much improved and restriction by quarantine has been raised. The South is buying, which takes considerable from this market. The receipts of

produce here have been light. Storms have prevented farmers from drawing to market and, with an improved demand, prices in all lines are higher, with no accumulation of anything in this market. Markets are all firm, with a good demand. However, it is the general opinion that, as soon as the weather clears up and is settled, so that farmers can move their produce which is ready for market now, it will move to market freely and present prices can not be maintained.

Potatoes—Receipts light; not sufficient to supply demand, which is good, and prices have advanced 3@5c per bu. Market closes strong, with nothing on track in first hands offered for sale and buyers making bids to buy to arrive. Prices to-day are as follows: Choice to fancy white potatoes, when bright, clean, matured and well-sorted—Burbanks, Snowflakes, Rurals, Green Mountains or Carmens—38@42c; Peerless, Hebrons and straight white mixed, 35@38c; Rose and other Reds, 34@36c; common to fair, 3@4c less. Fancy Early Obios or Red Cut Rose would sell at 35@40c to store for seed in the spring.

Onions—A good demand prevails for really fancy, bright, dry, clean stock, Red Globes or Red Weatherfields. Some fancy Red Globes have arrived and sold readily. The best stock is coming from Minnesota and Wisconsin, while Michigan stock is generally "very poor." Prices to-day are: Fancy Red Globes, if dry and bright, 40@42c; Red Weatherfields and Yellow Danvers, 37@40c; common to choice, 25@35c, as to condition and quality. Good onions are wanted and will sell readily.

Cabbage—The demand is active for fancy, hard, Green Holland, small to medium sized heads selling at \$7.50 per ton. Large heads, Danish, flat Dutch and kraut cabbage sell at \$5 @6.50 per ton.

White Beans—Much more interest is manifested. Prices are held slightly higher, but buyers are not willing to pay an advance. Choice handpicked pea—new or crop of 1897—are selling at \$1.10 @1.11 per bu. Choice screened pea, \$1.02½ @1.05. These prices are in carlots, sold to arrive, seamless grain bags.

Apples—The situation here is quite favorable. Receipts of poor, bulk stock are over, and some very nice No. 1 and No. 2 red and green varieties, well packed in 3-bu. bbls., are arriving and command good prices. Prices to-day range: Fancy, No. 1, desirable varieties, \$2.85@3; choice No. 1, mixed, mostly desirable varieties, \$2.65@2.80; choice No. 2, \$1.75@2.25, if well packed slightly more; fancy red apples are wanted and are in good demand. Some New York stock is being offered at \$2.75@3 to arrive, claimed to be fancy, well packed. General price Michigan and New York loading points No. 1 fancy is \$2.50 f. o. b. loading station. MILLER & TEASDALE CO.

Push in busy seasons, and in dull seasons still push.

"Look one step onward, and secure that step."

FOLDING PAPER BOXES

Printed and plain for Patent Medicines, Extracts, Cereals, Crackers and Sweet Goods, Candy, Cough Drops, Tobacco Clippings, Condition Powders, Etc. Bottle and Box Labels and Cigar Box Labels our specialties. Ask or write us for prices

GRAND RAPIDS PAPER BOX CO.

PHONE 850.

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



Henry M. Gillett

Manufacturers' Agent for

ADVERTISING SPECIALTIES

Silverware, Furniture, Etc.

State Agent REGENT MANUFACTURING CO., Chicago.

90 Monroe St., Opposite Norton House Grand Rapids, Mich.

LYON BROTHERS

Successors to
H. Wolf & Co.

This is the proper time to make your Underwear showing. The universal demand just at this period of the year will enable you to reap good benefits. There is nothing so profitable as popular price Underwear. Order a few dozen of these bargains and you will be surprised at the boom that you will have in this department.

SPECIAL IN MEN'S HEAVY RIBBED UNDERWEAR

AT **3²⁵** PER DOZ.



42614. Size 34 to 44. A great feature for your underwear department. Jaeger color, knit in a fine elastic gauge, soft long nap, fleece lining, tape bound neck and bosom, catstitched inside yoke, yarn overstitched tail, elastic cuffs, pearl buttons. A special leader at the price. Per doz.....\$3.25
42615. Same as above, in electric blue color. Half doz. each size in a box. Per box.....\$3.25
Drawers to match the above shirts at the same price. Sizes 32 to 40.

SPECIAL IN MEN'S UNDERWEAR

AT **\$4⁴⁰**
PER DOZ.

No. 42616



42616. Sizes 34 to 44. A great garment at a low price, knit in a close, durable gauge from random blue and red mixed yarn, heavy warm fleece lining, full finished shoulder and sleeve seams, catstitched tail and catstitched inside yoke, mohair bound neck and bosom, feather edged, pearl buttons, exceptionally well finished. Per doz.....\$4.40
42616. Drawers to match. Sizes 32 to 40. Half doz. each size in a box. Per doz.....\$4.40

IMPORTANT: If you have not yet 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.

Address Department E.

LYON BROTHERS,

Successors to
H. WOLF & CO.

Wholesale General Merchandise

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



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 26, 1898.

HELD UP BY THE GANG.

Wm. T. Hess is a well meaning, well-to-do citizen of Grand Rapids who has long enjoyed an enviable reputation for integrity and loyalty to local interests, having furnished a portion of the capital and credit to build up one of the largest manufacturing industries in the city—an institution which furnishes employment to more men than any other manufacturing establishment in the city.

Some months ago Mr. Hess conceived the idea that an interurban electric line from this city to Holland would be a good thing for Grand Rapids and, incidentally, for Mr. Hess. He accordingly associated himself with a couple of gentlemen who have had somewhat extended experience in exploiting enterprises of this character and, after securing a franchise to enter Holland under favorable circumstances and options on the right-of-way between this city and Holland, he asked the Common Council of Grand Rapids to grant him permission to enter the city from the southwest and run a loop around some block in the central portion of the city. Instead of going at the matter as most people do who seek franchises of this character, Mr. Hess openly stated that he was not a boddler, that he would not pay a cent for the vote of any alderman, because he believed his project was a worthy one and that the aldermen would so regard it. He was frequently informed by his friends that he was making a mistake; that the Common Council of Grand Rapids is made up of a considerable number of boddlers who will not record their votes in favor of any matter of public interest unless there is "something in it" for them. Mr. Hess insisted that this belief was an erroneous one and that, after the underhanded opposition of the Consolidated Street Railway and another great transportation interest had spent its force, the aldermen would view the matter in the proper light and grant him the concession he craved. The matter has hung fire for several months, culminating in the adoption of an ordinance which shows the cunning hand of the consolidated monopoly, which, although it can not get what it wants itself, has evidently determined to pursue a "dog in the manger" policy and prevent competing lines from gaining a foothold in the city except on terms acceptable to itself.

While it is not probable that every alderman who voted for the ordinance

in its present form was actuated by mercenary motives, yet it is apparent, even to a casual observer, that a large portion of the votes so recorded represented so many bribes, paid in cash or other adequate considerations.

It is a very unfortunate state of affairs that Grand Rapids or any other city should be at the mercy of a gang of ruffians whose sole reason for holding office is that they may plunder the city and blackmail the people who seek concessions in order that they may exploit enterprises which would be of inestimable value to the commercial interests of the city. How long the people will permit themselves to be misrepresented and mulcted by such a class of professional politicians remains to be seen.

The fact that the window glass manufacturers have been unable to make a wage settlement with the workers is creating consternation in the trade. A few more independent factories may be started and the imports may be increased to 100,000 boxes per month, but with this there is no possibility of getting more than half enough glass to meet the demand. Unless there is a general resumption glass will be scarce within sixty days. The glass made by the independent and co-operative factories has all been contracted for by jobbers. The stumbling block to a general resumption is Simon Burns, President of the Window Glass Workers' Association. As an election of officers is on, and, as Mr. Burns is assured of a reelection, he will continue his present policy under the impression that it meets with the approval of the majority of the workers or they would not re-elect him to office. A number of the workers threaten to break away from the organization and go to work.

Vestadium is a recently discovered white metallic alloy, of a beautiful appearance and great strength. It seems to meet with as quick and general an acceptance as was the case with aluminum. It is said to be firmer and much more practical than any other known metal of equal specific gravity. It is claimed to be composed chiefly of an aluminum alloy, and only weighs one-third as much as aluminum of the same size. Furthermore, it is said not to rust, to withstand sulphuric acid, to take a fine polish, never to tarnish, and, once polished, never to require cleaning.

That was a very handsome reception Southampton gave the American line steamer St. Louis when it arrived on its first trip since the war. The Stars and Stripes floated from public buildings, great quantities of bunting were displayed throughout the town, church chimes were rung and salutes were fired. On reaching its dock the vessel was greeted with cheers from thousands of throats. The entire incident was strikingly illustrative of the cordial relations existing between Great Britain and the United States.

Santiago de Cuba is enjoying such good fruits of American control that it will be singular if she does not become an object of envy to all the other Cuban towns. She suffered first and worst, but she is having her reward in the first good government she has had in nearly four hundred years!

England may soon draw on the large deposit of sympathy which she placed to her credit in this country a few months ago.

GENERAL TRADE SITUATION.

Events and political complications during the week since last issue have been such as would naturally be expected to create serious disturbance, especially in speculative trade; but the general strength of the situation has been such as to meet all of them with but the slightest material effect. Indeed, the war rumors over the African complications seemed to have more of a stimulating effect in the cereal price situation last week than a depressing influence in the general stock market. The local election agitation has naturally exerted a depressing influence in transactions, but seems to have had little influence in prices. But with these adverse influences it would not be strange if the announcement of the anti-pooling decision by the Supreme Court this week should have caused a decided reaction in railway securities. It is therefore a matter for congratulation that shares only yielded about a dollar and then showed a tendency to prompt recovery again.

The wheat market last week showed a decided advance until near the close, when a sharp reaction set in, which is still in evidence. The latter seems to have been simply the natural result of the too rapid advance, and, in view of the fact that futures are higher even than they were a year ago, there can be little doubt of an early recovery again. Export demand continues heavy, treading close on the heels of the unprecedented movement of last year.

The iron and general industrial situation shows little change. New orders in the iron manufacture are reported less urgent, but there are in hand enough to keep the works busy for months to come. The lessening of orders, however, is not considered as having any material significance beyond the natural effect of the numerous disturbing influences already referred to. It is worth noting that the reports of new railway construction—twenty-two hundred miles for nine months—indicate a renewal of the old-time activity in that direction to an extent which promises a considerable influence.

The textile situation shows indications of improvement on account of the better understanding and co-operation among manufacturers, manifested in improved demand and stronger quotations. Cotton shows an advance of $\frac{1}{8}$ cent, attributed to the unfavorable weather conditions in the cotton states. Sales of wool continue small as compared with last year and there is little improvement to be noted in the manufacture. Boots and shoes continue to exceed the output of any preceding year at the East.

Clearing house reports for last week showed a record exceeding any corresponding week in the past, although the excess is but slight.

PORTO RICO CITIZENSHIP.

Now that the island of Porto Rico has been annexed to the United States, the question of the exact legal status of its 800,000 inhabitants becomes one of considerable importance. Its settlement will depend upon the terms of the treaty of peace with Spain, and upon subsequent legislation by our Congress.

The general rule of international law is that the relations of the inhabitants of a ceded territory to their former sovereign are dissolved and that they become citizens or subjects of the new sovereignty. Under this rule, broadly considered, the Porto Ricans become citizens of the United States; but it is

a well-recognized principle of international law that, as a naturalized citizen's allegiance to a state is purely statutory, he returns, when released therefrom, to his original status. Thus persons in Porto Rico who became naturalized citizens of Spain now become again citizens of the sovereignties under which they were born. If any such persons do not accept American citizenship, or if there are those who refuse to surrender their allegiance to Spain or abide by the new regime, they have their remedy in removing from the island, or accepting all the disability attaching to immigrants to the United States who do not become citizens of this country.

In the case of the acquisition of New Mexico the residents of the territory were accorded American citizenship by specific provision of the treaty with Mexico. This, in fact, has generally been the procedure with people similarly conditioned. It may be prudent, however, for the commission at Paris to avoid any reference to Porto Rico again. In that event the operation of international law would confer American citizenship on the islanders, the general principle being that where a treaty is silent upon the subject citizenship changes with the soil.

All Porto Ricans except those born subject to a third power and those who may elect to remain citizens of Spain, having come under the sovereignty of the United States, Congress must determine the extent to which they shall be entitled to exercise the rights and privileges of citizenship. They will be entitled to the protection of the United States at home and abroad, and, pending the action of Congress, they will be given such civil rights as to local self-government as may be deemed advisable by the Washington administration. Congress must determine whether citizens of Porto Rico, on removing to the United States, will be given all the rights of citizens of the several states, or whether they will be required to take some form of oath.

Nearly 750,000 letters handled by the English postal system last year were so illegibly dated and addressed that they could be neither delivered nor returned to the writers. The letters undelivered for various reasons, but returned to the senders, were very numerous, and they had inclosures all told of the value of \$500,000.

In his address to the Harvard students the other day, Rev. Dr. Edward Everett Hale laid down three rules which he said had been the greatest help to him in life. They were: Be in the open air all you can; rub against the rank and file daily, and every day hold intimate conversation with a superior.

It begins to look very much as if we would have to give the don a friendly lift to get him out of Cuba. He can't buy transportation, and walking is not good across the intervening space.

The long hair on a man too poor to have it cut looks as bad as the long hair on a crank who wears it as a fad; but he has a better excuse for looking bad.

It will soon be time for governors to issue Thanksgiving proclamations. They can certainly be thankful that they are alive and have turkey.

Spain is like Corbett, an everlasting talker, asserting that she was knocked out only by a chance blow.

COAL PRODUCTION IN 1897.

The report on the production of coal in the United States for the year 1897, by Prof. Edward Wheeler Parker, of the United States Geological Survey, has been issued.

Coal is one of the most important industrial agents in the world and is the source of nearly all the power used in the economic operations of modern life. Coal is power stored up in the earth for human use, and the more it is employed the higher in civilization and industrial progress rise the races and peoples who use it.

The production of coal in 1878 in the United States reached the highest point ever known in this country—namely, over 200,000,000 tons. Of this, 52,500,000 tons was anthracite, the residue, or three-quarters of the whole, being bituminous coal. Anthracite is mined chiefly in Pennsylvania, and to some extent in Colorado and New Mexico.

Bituminous coal making up the greatest amount of the mineral fuel mined, and being found in about thirty of the states of the Union, it is an object of more general interest than the other. There are eighteen states whose product exceeded 1,000,000 tons. Two of these exceeded 20,000,000 tons and four exceeded 10,000,000 tons.

There were eleven states in 1897 producing more than 3,000,000 tons of bituminous coal, as compared with ten in 1896, Kansas having passed that figure for the third time in her history. Three of these eleven states are west of the Mississippi River—Colorado, Iowa and Kansas. The other eight were Alabama, Illinois, Indiana, Kentucky, Maryland, Ohio, Pennsylvania and West Virginia. The total bituminous coal product of the eight Eastern States was 119,204,914 short tons, an average of nearly 15,000,000 tons each; the three Western States aggregated 11,027,580 short tons, an average of about 3,675,000 tons. There were in all thirteen coal-producing states east of the Mississippi River, whose aggregate product in 1897, exclusive of Pennsylvania anthracite, was 124,062,806 short tons, against eighteen states west of the Mississippi River, whose product aggregated 23,727,096 short tons.

Pennsylvania leads with 54,597,000 tons of bituminous coal. Illinois is second, with 20,000,000 tons; West Virginia is third, with 14,000,000; Ohio is fourth, with a product of 12,000,000. Alabama takes the fifth place, with a product of 5,800,000 tons. In the last decade the price per ton of coal at the mines has generally declined, so that it has constantly averaged below one dollar. The highest production of coal in the world in 1897 was made (226,000,000 tons) by Great Britain. The United States, with 200,000,000, came next, and Germany third, with 132,000,000. All other nations are far behind.

About the year 1890 the introduction of machines for mining coal took place, greatly decreasing the cost of extracting the product. The use of machines has steadily increased in most of the coal states, and this fact accounts for the decline in the price of coal in the face of an increasing consumption.

OUR NEW COLONIES.

With the formal annexation of Porto Rico, the work of formulating a scheme of government for the possessions which have come into the power of the United States as a result of the war with Spain must now begin. That this problem is a difficult one everybody recognizes;

but it must be solved satisfactorily for all that, and with as little delay as possible.

That our flag will fly over these new possessions, and that they will be to all intents and purposes American soil, goes without saying; but whether we will consider them territories, states, dependencies or colonies is the question to be debated. There seems to be practically unanimity of opinion in so far as statehood is concerned. All appear to be agreed that it would be impolitic in the highest degree to admit any of these new possessions to statehood, for the reason that they are inhabited by a foreign race and so thickly populated as to leave little hope that their people can be completely amalgamated with our own peace-loving, thrifty and enterprising American stock. Moreover, having been acquired by conquest, these people have no just claim to statehood and equal rights with the states of the Union.

To continue these possessions as mere dependencies, without local autonomy, is rather foreign to the American idea of liberty, although incapacity on the part of some of the islands for self-government may make it necessary to retain such islands as dependencies for a long time to come. A choice really is restricted to the territorial and colonial forms of government. With the former we have had ample experience, while with the latter we have had no experience whatever, although Great Britain has conducted so many colonies with conspicuous success as to suggest the prospect that we also might prove successful as colonizers.

The territorial form of government has the disadvantage of making the new territories integral parts of the United States, so far as laws and police power are concerned. Thus our tariff laws would cover the new possessions if maintained as territories, and they would not be able to raise a separate revenue from customs. Moreover, our laws might not meet the needs and peculiar circumstances of a people whose customs, language and habits differ so extensively from our own. If maintained as colonies, the new possessions could be granted practical autonomy as far as internal affairs are concerned. A colonial form of government would obviate the necessity for admitting their products into the United States free of duty, to the prejudice and destruction of our own industries. It would enable the islands to have separate laws, better adapted to their peculiar needs, and it would also enable them to raise revenue sufficient, both from customs and taxation, to run their government machinery without being a burden upon the National Treasury. Naturally, our colonies would be expected to allow a preferential duty on American products, and we, on our part, would have to discriminate in favor of colonial products.

The colonial idea is being seriously considered in connection with plans for the government of the conquered territories, and the protection of American industries demands that the idea should be given careful examination.

In the great cities of Japan several of the streets are devoted to the sale of certain lines of merchandise. In one street you will find nothing on sale but wooden shoes; another is devoted exclusively to wooden and willow wares; another to paper lanterns, while one street resembles a forest of bamboo, where the thousands of bamboo articles are sold.

THE INVASION OF EUROPE.

In the midst of wars and rumors of wars, the world will be surprised to learn that the continent of Europe has been invaded by the American tradesman.

In spite of the power of precedent, in spite of excellence in workmanship, the centers of the iron and steel trade in the English Isles are feeling as they have never felt before the competition resulting from the introduction of American manufactures. Glasgow and Hastings were lately in want of water pipes, and both towns have awarded contracts to an American firm, the bid being lower than the English manufacturer. Liverpool needed rails for street cars and is busy in laying down the American-made article; and Plymouth is having her wants supplied from the same source. Not an English road is free from the American bicycle and the favor shown to the machine from Yankee-land is full of suggestions. An agent of American steam-engine works has recently secured a contract for an English order of \$150,000, and two men have been sent to St. Petersburg in answer to proposals for building a large number of locomotives for Russian railroads, while the American market has sent to the other side 150,000 tons of pig iron and steel during the last six months and the exports of machinery and manufactured goods are increasing.

In the matter of food the same inroads have been made. A leading Chicago packing firm has just started a system for furnishing American beef to the English market daily direct from refrigerator cars without help or hindrance from wholesale houses or agents. Within a few weeks enormous quantities of American beef will rush across the country to the seaboard and thence to England by fast steamships. An idea can be gained of the importance of the undertaking from the statement that the scheme calls for the expenditure of more than \$800,000 in the plant of the firm at the Chicago stock yards. When it is remembered that London until now has been the British center of dressed beef, it can readily be understood how great an invasion has been made into the very interior of the English nation.

It has been predicted that the universal use of the wheel in all parts of the United States would ruin the business of horse raising. Not so. When the home demand fell off, the exportation of the animal became an important factor in the foreign trade of this country. It has never been so large as now, amounting in a year to 51,150 horses, worth \$6,176,569, an average of \$120.75. Ten years ago the horses exported amounted in price to \$500,000.

The list need not stop here. In spite of vigorous opposition, the apple from the American orchard will find its way to stay into the European market; and American pork has already made for itself lasting friends on the other side of the Atlantic. The continent from Spain to the Arctic Sea has been invaded by the enterprise of the American tradesman and it is only a question of time when it will surrender at discretion and, let us hope, kiss the hand of its conqueror.

KNOCKING FOR ADMISSION.

Although the matter has attracted but small public attention, owing to the many great events which have diverted the popular mind recently, it is, nevertheless, a fact that several of the West India colonies of Great Britain have in-

augured a serious movement having for its object annexation to the United States. While no one believes that this movement for annexation can ever amount to anything, it, nevertheless, serves to exemplify the serious conditions of an industrial character existing in the islands.

The main staple product of the British West Indies is sugar. This crop has gradually become less and less profitable, owing to the competition of cheap bounty-fed European beet sugars, which have almost driven the colonial sugars out of the British markets. The decision of the European beet-growing countries not to abolish the bounties and the refusal of England to resort to countervailing duties have increased the embarrassments of the West India colonies until there is danger of wholesale bankruptcy.

Added to their other difficulties are the results of the war between the United States and Spain. Cuba and Porto Rico will now be able to put their sugars in American markets under more favorable conditions than can the British West Indies. This fact will shut them out of American markets and still further depress their sugar industry.

While Jamaica may be able to resort to something else besides sugar, the other islands do not appear to have any other recourse but to stick to sugar. In their desperation the colonists are seeking by annexation to secure the advantage of a free market in the United States. It is either this purpose or a desire to coerce the home Government into placing a countervailing duty on bounty-fed sugars that actuates the annexationists. Unfortunately for our West India friends, it takes two to make a bargain, and certainly the United States has no desire to annex them at the risk of offending Great Britain. Their clamor for annexation is, therefore, utterly hopeless, except as a means of arousing the mother country to a full realization of the misery prevailing in her colonies and urging her to take some remedial steps.

Twenty years ago American shoes were unknown in Germany. Within the past eighteen months the amount of exports has increased rapidly. The many improvements in American machinery and the careful attention paid by American manufacturers to style and finish have placed American shoes in the front rank. The demand for American shoes in Germany has not been created through the efforts of manufacturers, but through consuls and resident Americans. Many Germans are now ordering shoes from American retail houses and have them sent over by freight. "An American," says the Consul at Leipsig, "can always be distinguished in a European crowd by his shoes." There is plenty of wood in this country, and no reason why the United States should not make wooden shoes for Dutchmen.

Last spring William Waldorf Astor wagered the sum of \$2,500 with General Owen Williams, of the British army, that he could get a section of one of the famous redwood trees of California so large as to furnish a table at which twenty-four people could be seated. Mr. Astor has just won his bet, as last week he entertained no less than twenty-seven guests around such a table. The expense of getting the section over to England, it is safe to say, would be many times the amount of the wager.

Debs has stopped talking because there is no longer any money for him in vocal agitation.

Fruits and Produce.

How the Potato Situation Is Regarded in Minnesota.

From the Minneapolis Commercial Bulletin.

There is an even monotony about the potato market that is anything but interesting to any one engaged in the business of producing and handling potatoes. The market is low, and promises to stay about that way for the entire fall. The weather is against any heavy shipment or any extensive harvesting of potatoes, while the demand is not what might be expected if the weather were bright.

George E. Bryant, of McLean, Bryant & Co., says the market is no stronger than last week, the demand being largely from local retailers. The best stock to sell to retailers here putting in stocks for the winter is the Burbank variety, or at least some white straight variety. Peerless and Snowflake come next in desirability to the Burbank, although the Early Ohio is much sought for at prices at the top of the market. The outside demand is very quiet. Reports from Wisconsin are to the effect that the crop is large and of good quality. Eastern and Chicago buyers are in the Wisconsin fields, paying from 17 to 18 cents. There are a good many potatoes west of here that must be marketed this way.

S. H. Hall says his predictions of the potato crop are mainly true, namely that that there is a fairly large crop all over the potato producing country, with a good general quality. Prices just now are a little better than they may be expected to average, because the continued rains have made digging slow. But on the whole prices cannot be expected to be any better than they now are, during the fall potato season. Dealers are paying in this market 23 to 25 cents for straight white varieties, and from 20 to 22 cents for other varieties. Early Ohios are worth 25 cents. Movement of potatoes in Wisconsin and Michigan is very free. There is some complaint of rot-tage in New York, but the crop will probably be larger than that of last year. The New England crop is much larger than last year. Mr. Hall expects the market here to be 10 cents higher now than in the spring.

How Preserved Eggs Are Regarded in England.

From the London Grocer.

We may expect to hear more about preserving eggs, but one fact is undeniable—we are not likely to find the resulting product on our breakfast tables yet a while.

It is impossible to use all the eggs laid in summer, and eggs being more plentiful at one season of the year than another has led to the trial of many methods of preservation. It seems to promise a large profit if eggs can be kept, from the time when they are plentiful and cheap, to be sold when they are everywhere scarce and dear, and the means of making this augmented profit has been diligently sought for.

A century ago (February 8, 1791) William Jayne was granted letters patent for preserving eggs and Jayne's egg pickle—lime, cream of tartar and water—is one of the most successful preservers in extensive use at the present time. Since 1791 some hundred letters patent have been granted for the United Kingdom alone, for preserving eggs, but trade experience demonstrates conclusively that the generality of these processes are more interesting experiments than practical commercial methods, and importers are well aware that any process of preserving at the expense of quality, when coupled with a large outlay of cost and labor, is a risk simply out of the question. The "egg pickle" introduced by Jayne 107 years ago involves the least expense and trouble. However, a pickled egg is an inferior and spoilt egg, cracking when boiled and good for culinary purposes only.

It may be accepted as a commercial fact that all preserved eggs are stale—be they preserved with lime-water or water glass, or treated with oleaginous substances, carbonic acid, etc., or kept

in cold storage—and there is no trouble whatever in selecting the fresh from the treated article when the shells are broken or after the eggs have been poached or boiled. A scientific investigation of the measures hitherto taken to preserve intact the complex chemical nature of the contents of an eggshell necessarily leads to the inference that the means employed is directly opposed to the retention of those special qualities of milkiness, limpidity and purity of flavor which are the essential characteristics of the genuine article.

From the consumer's point of view it would appear that if grocers, etc., would only act judiciously in the matter of their purchases and only take eggs in which they have entire confidence, fresh eggs would be less rare and the old and stale would sell for what they were worth. However, as this is impracticable, and cold storage has not proved the unequivocal success anticipated, those interested in acquiring reliable produce must exercise greater care nowadays than formerly in making purchases.

As a rule, those who deal in perishable goods have not the training requisite for investigating that which most nearly concerns them, and there can be no denying the fact that we are indebted to scientists, and not traders, for our improved supply of perishable produce from distant countries. Although the facts are not generally known, there is ample evidence to prove that eggs can be scientifically treated, but hitherto the cost has been prohibitive. Were it possible to treat eggs at their source of origin, the egg problem, as far as foreign eggs are concerned, would be solved. That trading in stale eggs pays may be inferred from the fact that there are firms that handle from seventy-five to ninety million eggs annually, hence any means that can eliminate risk in trading with such a perishable article as an egg inaugurates an entirely new industry, and persons exporting eggs from distant countries can not fail to realize profits hitherto never dreamed of in any trade or industry.

An Egg Hint Worth Knowing.

From the Philadelphia Grocery World.

We have lately seen some lots of eggs which have evidently been dirty when collected, but which the packers have washed as clean as possible, with the hope of increasing their value. For the most part they arrive in bad order and largely rotten. When a dirty egg is soaked in water sufficiently to enable one to remove the dirt on it the gelatinous substance which ordinarily fills the pores in the lime of which the shell is mostly composed becomes dissolved, subjecting the inside of the egg to the destructive effect of the air. In warm weather wet eggs soon decay and some of these washed eggs lately received here have been almost worthless, while sound candled dirties are worth a good price.

Don't try to begin on top. Begin at the bottom, and you will be surer of reaching the top, sometime.

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.



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.**

POTATOES, BEANS, ALL KINDS FIELD SEEDS

Everyone reading this advertisement—you are reading it now—who trades in BEANS, POTATOES, SEEDS, APPLES, ONIONS, if in the market to buy or sell, is requested to correspond with

**MOSELEY BROS., 26-28-30-32 Ottawa Street,
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.

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.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Oct. 22.—Rio No. 7 coffee is nominally held at 6½c. It is "easy" at this and perhaps 6c would be nearer the real market. Business during the week has not been of a specially cheerful character and the whole situation is a waiting one. Advices from primary points indicate a lack of firmness and receipts continue large. The amount here and afloat aggregates 1,064,848 bags, against 898,762 bags at the same time last year. In a speculative way hardly anything has transpired worthy of note. Jobbers are wanting good grades of mild coffees, but stocks are light and holders show no anxiety to dispose of holdings at the figures offered. Good Cucuta is worth 8¾c. For Javas the range is from 25@32c, the latter for a fancy article.

The guarantee as to prices having been removed from sugar, it is announced that the war is now officially on. Still, you can't always tell just when the sanguinary contest will result in flying feathers. The market seems to show a firm feeling and brokers say that no sales have been made below list quotations. There is a freer buying than last week and the general situation seems to be one of confidence. Raws are very firm and importers show no anxiety to dispose of holdings at refiners' bids.

The tea market has been in normal condition for some time. General business in teas, however, is decidedly better than in the summer and the outlook is by no means discouraging.

The main demand for rice is for foreign sorts, which are relatively cheaper than domestic. Coming supplies are sold ahead very readily. The supply from the South is rather more plentiful and, with a better demand, the market presents a very firm appearance. The tales of the destruction of crops seem to be fully borne out by late results in threshing. Every bit of rice is being saved which can be possibly gathered and it is likely that planters will almost recover their loss before another season, by reason of advanced quotations.

Pepper continues strong. Cloves are steady and the general line of spices shows more activity than for some time, a good many orders having come from grinders in various parts of the country.

Some activity has prevailed in the demand for grocery grades of molasses, but, as a rule, orders are for small lots to last from day to day, or to fill broken assortments. This market will not improve much until we have freer receipts of new molasses, which will soon be here. Good to prime centrifugals, 16@25c.

Syrups are in fair request and dealers profess considerable confidence in the future of the article. Prime to fancy, 16@27c.

The canned goods season has closed. Packers are here working off the stocks on hand and the market is steady all around. Some large blocks of cheap corn have changed hands during the week, 5,000 cases New York State seconds going at 55c net cash, delivered; full standard, 65c; good Maine brands, 80@82½c f. o. b. Portland. Tomatoes seem to be rather quiet and 70c is about the top figure. New Jersey brands are scarce and held at 80@82½c.

The dried fruit market is quiet and steady. The holiday trade is beginning to be felt a little and the general situation is hopeful. Buyers are not inclined to give asking prices, however, and, of course, this blocks the way. Raisins are, perhaps, the duller article on the list. Seeded Valencia raisins in bulk are worth 6c in 25-lb. boxes; evaporated apples are firm at 8¼@8½c; sundried, 4@5c.

Lemons and oranges are about in the same condition as usual. Lemons, \$4.25@7 per box, the latter for fancy Sicily, extra 300s. California oranges, \$3.50@4.50 for Valencias. Bananas and pineapples are quiet.

The butter market is not especially active. The demand for really fancy Western creamery is sufficient to keep

the supply pretty closely sold up, but, aside from this, there is a lack of animation. For best grades, 22½c is the prevailing figure, although in some instances this has been exceeded by ½c. Firsts are offered quite freely at 21@21½c; seconds, 18@19c; thirds, 15@16½c. Finest imitation creamery will fetch 17c; firsts, 14@15½c; Western factory, June extras, 14½c; Western factory, 12@14c.

The cheese market remains in about the same uninteresting condition day after day. Strictly fancy cheese is in fair demand, but, aside from this, the business done is of the usual sorting-up character. Large size full cream white is held at 8½c; small size, 9c.

Strictly desirable eggs are in request and range from 23@24c. Fresh-gathered Western, loss off, 20c; fair to good, 18½@19c.

Prime table apples and first-class greenings are wanted and sell readily from \$3.50@4 per bbl. Cranberries are firm and the supply is not excessive at \$3.50@6, the latter for strictly fancy Cape Cod. Chestnuts are not in excessive supply, all reports of a huge crop to the contrary, but recent frosts will send them down and the market will probably soon be loaded. Northern chestnuts are quotable from \$2.50@4 per bushel.

Sidelines Sell Other Goods.

The majority of people prefer to make their purchases in an establishment where an atmosphere of moving business prevails. All other things being equal, the average person will bestow his custom upon a store to which others gravitate and where activity rules, rather than upon one where visitors are few and clerks are unemployed and listless for a large proportion of the time. This tendency finds one expression in the fact that those who work in the large cities and live in the suburbs will usually order various articles of everyday use from the large establishments down town, and carry or send them to their homes, when the very same articles could have been obtained from the suburban stores at the same prices, and delivered free of charge in less time than it would take to send them from the city stores. Women, especially, will take their places in line in front of a busy counter and patiently wait their turn for attention sooner than be the only purchaser at another counter.

It is profitable for the retailer to recognize and meet this demand for activity in the salesroom. A listless "spell" pervading the store repels rather than invites custom, and should give way to an atmosphere of business, not of that inconsistent nature simulating bustle and hurry, but actuated and supported by the obvious desire and intention to take care of all patrons and their wants in the most prompt and thorough manner. The right kind of business is the product of several factors, of which an attractive store, first-class stock, and courteous and obliging clerks are perhaps chief, influenced, secondly, by the weather or season, advertising, etc. The problem of a busy store grows with the decline of the riding season unless sidelines are carried sufficient to take up the time and attention of the clerks.

In this way, sidelines have a value distinct from the additional income they bring. One of the inevitable results of inactivity is a feeling of discontent and dissatisfaction throughout the establishment. When trade languishes, the proprietor grows irritable and dissatisfied with himself and his surroundings. His employees partake of the same spirit, and customers are conscious of the underlying currents of discontent and possible shiftlessness. In this way bad business is made worse and, failing of betterment, degenerates for a period into mere mercantile existence, with the store as the place of imprisonment and worry.

Hints by Brains.

"Necessity is the mother of invention." Now, who on earth do you suppose invented advertising? We'll bet honey to a bee's sting that a run-down business was the mother of the first advertisement.

It is an old saying that you can lead a horse to water but you can't make him drink. A skillful advertiser, however, would overcome the difficulty by giving him a handful of salt and making him want to drink. There are more ways than one of skinning a cat.

What could one of the large guns do without powder to throw the projectiles? What good would the powder do if there were no guns in which to use it? It is the combination that is useful. Advertising is the powder that propels a business—the projectile. A business not advertised is as useless as a gun without powder.

Good language is like good health. A really well man does not think of his health. So when we read really good language we do not think of the language itself, but of the thought which it expresses. Many a good advertisement has been written in mighty bad English, but it would have been a better advertisement had it been written in good English.

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.

HARRIS & FRUTCHEY

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

MAYNARD & REED
WHOLESALE

Peaches Apples Potatoes

54 South Ionia Street, Grand Rapids, Mich.
Telephone 1348.



J. WILLARD LANSING,
BURGE D. CATLIN.
LANSING & GATLIN
44 W. MARKET STREET
103 MICHIGAN STREET
BUFFALO, N. Y.

WHOLESALE DEALERS IN EGGS

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

N. WOHLFELDER & CO.
WHOLESALE GROCERS.

SPECIAL DRIVE:
Rolled Oats, 90-lb. sacks, "fancy stock," per sack, \$1.50 net
Schulte Soap Co.'s Cocoa Castile, ¼s in 18-lb. boxes, 8½c per lb.

We want your shipments of Butter and Eggs. Correspondence solicited. 399-401-403 High St., E., DETROIT, MICHIGAN.

WE BUY FOR CASH

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

HERMANN C. NAUMANN & CO.

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

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.

THE APPLE CROP.

The Supply Much Better Than Was Expected.

From the New York Evening Post.

This year's apple crop in the United States was reported, two or three months ago, to be as much of a "failure" as the proverbial annual peach crop in Delaware, New Jersey and elsewhere. In this case apple-dealers appeared to be genuine at first in their belief that the crop would be a very short one, and the idea seemed to be borne out by the Government reports, which in July made the outlook discouraging. Of the principal apple-producing states, these reports gave an average of only about 56 on the 100 for the following: New York, Pennsylvania, Virginia, North Carolina, Tennessee, West Virginia, Kentucky, Ohio, Michigan, Indiana, Illinois, Iowa, Missouri, and Kansas. For the six New England States, on the contrary, the reports gave an average of about 85.4—that for New Hampshire being 99. In the New York apple trade it was long difficult to get an experienced trader to commit himself to any views on the condition or prospects of the crop, and it is only within the last few days that veteran dealers in the fruit have been willing to say anything definite on the subject. Even now their views do not altogether agree, except as to one thing, and that is that the crop has turned out a good deal better than it was expected to do at one time.

In reply to enquiries, one of the Messrs. Nix, of John Nix & Co., said: "The crop prospects are now much better than looked for, but the crop will be less than normal. The warm weather has had a very depressing effect on the market of late, affecting the fall varieties offered at this season. In moderately cool weather apples both keep better and sell better. A temperature of from 25 to 35 or 40 degrees is the best in which to keep and handle apples. The crop this year, I think, will turn out both of fair quantity and fair quality. In the West the crops of Missouri, Kansas, Iowa, and Illinois are reported to be extremely light. Some few of the extreme Western States, however, are believed to have a fairly good product, but most of their fruit is boxed. There are some comparatively scarce varieties of apples that sell in boxes that would not be so much sought for if they were packed in barrels. Newtown pippins, which are grown considerably in the West and are used largely for dessert purposes, are the principal variety shipped in boxes. Last year the apple crop was light in the East and there was a liberal supply out West. This year it is the other way around. The crop seems to alternate that way annually. New York State appears to have a moderate supply this year, with the quality usually good. The principal varieties grown in this State are Baldwins, Rhode Island Greenings, the Northern Spy, the Russet, and the Spitzenberg. Seek-no-further and the Ben Davis are also grown here to some extent. The Ben Davis is grown very largely in Illinois, Missouri, and Kansas, and, in fact, all through the West, being the leading variety out there. In New England the varieties are about the same as in this State. The crop there this year is nearly normal, and buyers are already in there from every section of the West, so that the New England fruit will be shipped all over the country. Cannery and evaporators now gather in, all over the United States, the poorer grades of apples, which are therefore packed much better than they would be otherwise. The demand for apples for cidermaking purposes is not so large, I think, as it was formerly. Export trade in apples is chiefly for speculative purposes, and to relieve the market here when it is depressed, as it is at present. The export business and a poor market here help each other. Shipments are now made to all principal points in England, Scotland, and Germany. No exports of apples are made to France directly, and, except to Germany, very few to any part of the continent. The apples sent abroad are

chiefly the Ben Davis and the Newtown pippin from the West, and from this part of the country principally Baldwins and russets.

"Prices this year," said Mr. Nix, "are about the same as last year at this time. The weather as well as the supply has a great deal to do with the rates. The trade is stimulated and buys twice as many apples when the air is cool and dry as when it is warm and moist. I think the outlook for price is favorable, as the people who have possession of the good winter varieties can keep them all right in their storehouses. The supply of really choice to fancy fruit is extremely light, and it will be wanted, at good prices."

At the office of Austin Kimball & Co., Mr. Kimball said that the apple crop of the country at large had made up a good deal better than was feared some time ago, and seemed to be, in the aggregate, not much less than a normal crop, although it was too early yet to speak with positiveness. New Hampshire and the New England States generally had a good crop, and the product of New York State was better than had been expected. It was claimed that in Colorado, Washington and California the crop was good, but in other Western States it was reported light. The crop in Colorado was alleged to be larger than ever before. Prices now, he said, were rather in a transition state. Late warm weather in the fall had injured both the fruit and the trade.

Mr. Watson, of E. P. Loomis & Co., said the reports indicated that the apple crop was very fair in Michigan, Nevada and California, and also in New York and New England. In Colorado, Utah, and in all the Far Western Coast States, it might be called very good. It was never definitely known, however, what the crop really was until pretty late in the fall. This season's appeared to be somewhat less than the average. The East this year would send apples to the Middle West, while last year we drew our supplies not only from that section, but from the Far West. It was a fortunate thing that the crop alternated that way, one year full in the West and the next in the East, for if we ever had a full crop in all parts of the country at once we would simply be swamped with apples. There was an annual increase in the acreage devoted to apple-trees, owing to the demand consequent upon our increase of population, and to that coming from abroad. The apple crop in England was very poor this year, which would naturally be good for our export trade. Germany, too, was taking more apples from us every year. Canada had a good crop this year, Mr. Watson said, and 42,000 barrels of apples were shipped abroad from Montreal alone last week. Some of the Western people, principally in Chicago, were also buying Canadian apples now, despite the duty. The present prices of apples in this market ranged all the way from \$1 to \$3.50 per barrel, according to variety and condition. These prices were a little lower than last year's at the corresponding period. Low prices had generally prevailed in the last few weeks because of the late warm weather and the non-keeping qualities of the fall apples. The regular winter varieties were only now about coming in the market. If prices did not increase, it was said, the dealers wouldn't make any money, but an advance was hoped for, as that was the usual thing with the approach and arrival of winter.

No surprise was expressed by Mr. Watson when a recently published statement was shown to him to the effect that the estimated value of Missouri's apple crop this year was \$1,000,000, and that this was only one tenth as much as last year. They usually raised a great many apples in Missouri, he said, and this year the crop was very light.

Charles Forster, whose fruit business includes an extensive export trade in apples, said that the Canadian crop was large this year, being much better than had been looked for. He thought that the total product of the United States was hardly half a crop. The export trade drew on all the leading varieties of apples grown in this country, which were

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."

WE GUARANTEE

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

ONE HUNDRED DOLLARS

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

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

J. ROBINSON, Manager.

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

ROBINSON CIDER AND VINEGAR CO.



Price Has a Loud Voice

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

SILVER BRAND CIDER VINEGAR

has no equal.

Genesee Fruit Company, Lansing, Mich.

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

Every Grocer should sell it.

Newton pippins, Baldwins, the Northern Spy, the Ben Davis, Greenings, Russets, and "Seeks," as the Seek-no-furtherers were called in trade parlance. The same kinds were raised in Canada, with the exception of the Newtown pippin, the supply of which on the Atlantic seaboard was drawn from Virginia and the Hudson River region. In both sections the production of these favorite apples was very light this season, but the shortage would be made up by California and Oregon, both of which had good crops. Canada was now exporting heavily, chiefly from Montreal, and a few apples, comparatively, were shipped from Canada in bond by way of Boston and New York. It was true that some Canadian apples were also being taken in the West, although the duty upon them was 80 cents per barrel. The exports last week were 75,000 barrels, all told, of which Canada forwarded about 46,000 and Nova Scotia 15,000 barrels. Nova Scotia had a good crop this year and exported largely to London. From New York the exports were chiefly to London, Liverpool and Glasgow, with a few to Hamburg.

How the Customers Stood by the Old Clerk.

This was the letter that the young man brought around to the houses on the first trip of the grocery wagon on Monday morning:

Dear Mrs. O'B—: This will introduce to you our representative, Harry Hevens, who will call as usual hereafter for your orders. Trusting for a continuance of the friendly relations that have hitherto existed between us, we remain as formerly, your respectfully,
LUKE LUNGLEY & Co.

That is rather a strange letter for a grocer to send around to his customers, and as the letter was printed, it evidently had been sent to all the customers, at least on one route. But it wasn't the letter that excited the customers; it was the suggestion of a change in the person of the man who took the orders. For Henry Hevens was not the usual taker of orders on that route. The usual man did not need any introduction. He had taken orders on that route for thirteen years for old Payne & Son, and when old Payne died and the son closed up the business, he had gone over to Lungley, and taken most of old Payne's customers with him, and for eight years on top of the thirteen he had been serving the same route and mostly the same customers.

If you wanted a ribbon matched, why, Washington could match it; if the kettle needed repairs, Washington would take it over in the morning and bring it back as good as new when he made his last round in the afternoon. Anything else—Washington would do it for you. Then who got all the news so early as he? Wasn't he the first to pre-

dict that there would be a change in the management of the big home for sailors? Didn't he know, almost before the defendant did, that Mrs. Runabout was bringing a suit for divorce? Couldn't he say something different about the weather at every house he went to, and express different views on the political situation with each voter? And wasn't he always right? So, naturally, the suggestion in the letter made a sensation.

There was great excitement in the houses on the route. When the men came home the wives and daughters attacked them at once.

"Did you know Luke Lungley has discharged Washington?" There may have been sleep in the town that night, but if there was, it certainly was not near the old grocery route.

Why was Washington going to leave Lungley & Co., or, rather, why had he left? No one could learn the first day. Mr. Henry Hevens was non-committal, although questioned by every woman in every house he visited. But the next day Washington walked up the street.

"Why, mother!" cried one astonished child, "Washington can walk!" She had never seen him out of his wagon before.

If Washington walked up the street gloomily he went down jauntily. For he had been to see his old customers and had told them his story, and had obtained from each and every one a promise to give his or her custom to whatever grocery firm he, Washington, might honor with his services.

His story was simple: When he got to the store on Saturday evening the manager told him that his services would not be needed thereafter. That was all.

On Wednesday Washington appeared in a new wagon, gorgeous in fresh paint; and it had on its sides the significant sign, "No. 2." For the new employer had had to buy a new wagon to cover the increase of territory. When Henry Hevens called for orders that day he got very few; and on Thursday the grocery firm of Luke Lungley & Co. withdrew its wagon from Washington's old route. There wasn't any business for them to do—not even in the way of gleaning.

What Was Wanted.

Book Agent—I have here a little valuable work on "What to Do Until the Doctor Comes."

Mr. Owen Doe—Don't want it. Why don't you get out something on what to do when the collector comes?

There is no success so sweet as that achieved by acting contrary to the advice of our knowing friends.

Best Quality. Northrop Spices.

One and Inseparable.

To think of the one is to suggest the other.

It takes the best to make the best.

NORTHROP, ROBERTSON & CARRIER
LANSING, MICHIGAN.

6 MOST POPULAR
ROASTED COFFEES
ON THE
MARKET

MILLAR'S
ANDHELING JAVA
EDAL
OCHA AND JAVA

CURACOA
HARM JAVA
ROWN MIXED
REOLE JAVA AND
ARABIAN MOCHA

5
Medals

Awarded these goods
at World's Columbian
Exposition.

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

Testing is proving
First-class grocers will
tell you so.



5
Diplomas

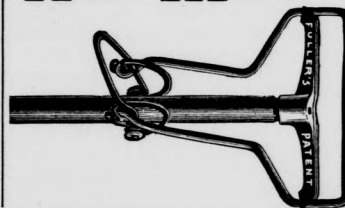
Awarded these goods
at World's Columbian
Exposition.

A Trade Mark
is
a Badge
of Honor

Try MILLAR'S PEARLED PEPPER, Granulated.

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

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.

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.

Shoes and Leather

Knew What He Wanted.

He came into the store in a hesitating sort of a way as if he wasn't quite sure if he was in the right place. Edging bashfully up to one of the clerks, he remarked in a quiet way that he would like a pair of shoes. The clerk sized him up pretty thoroughly before he answered. Dressed in a suit of "store clothes" that cost possibly \$12 and with a black hat and black tie on, he didn't look as if he was very well acquainted with city ways.

"Yes, sir," answered the salesman, "sit down, please," and he sat him down on one of the settees and began to take off his old shoe.

When he got it off he looked at it a moment and then at his customer again in rather a surprised way. It was a fine hand-made vici shoe.

"You want a black shoe, I suppose," he enquired.

"I guess so, but I'll leave it to you to give me the right thing," answered the customer.

This seemed to renew the clerk's confidence, for he took down a glaze kid shoe McKay sewed, that they usually got three dollars for and showed it to the old gentleman, remarking:

"Now, here is a boot that you should have. It's a fine Vici stock, soft and comfortable and dressy. It's well made, too, and will wear."

The customer took the shoe gingerly and looked at it, pinched the stock, then looked upward and enquired:

"It's a Vici, you say?"

"Yes, sir."

"I want a Goodyear welt," stated the customer.

"That shoe is a Goodyear welt," affirmed the clerk.

"Is it?" innocently asked the old man. "Well, put it on and we'll see how it fits."

It didn't fit at all and several other pairs were brought out and tried, with no better results. Then the customer turned to the clerk and remarked:

"If you will get me a welt and a genuine vice on a glaze toe you can probably fit me. I don't believe I want one of these McKays."

The clerk looked at him in surprise, then recovered himself and hastened to repeat his assertions as to the stock and make-up of the shoe. When he stopped the old man laughed and remarked:

"You mean well, young man, but I really can't agree with you. I have made shoes for forty years and don't make mistakes of this kind. Come now, get me a better shoe."

He got the shoes and the clerk's fellow salesmen haven't done guying him yet.

Proper Profits and How to Maintain Them.

It seems that one should first consider what is a proper margin of profit.

In these days of close competition it is almost impossible for a merchant to adhere strictly to a certain percentage, as some lines of goods will bear a much larger profit than others.

There is also a great difference in different localities, goods being sold at a much closer margin in larger cities than in the smaller towns, but the amount of goods sold being so much greater the gross profits in proportion should not be so very different.

If, on an average, a merchant can realize twenty-five per cent. his business should be a good-paying one.

There is usually more money in a general than in a special line of goods, except possibly in such cities as New York, Boston, Chicago, etc.

In smaller cities the demand would not be great enough for a special line; and the majority of people prefer to trade where they can get whatever they need—for instance, a family needing shoes would be more likely to go to a store where all the members could be suited than to different stores each making a specialty of one line.

Undoubtedly, dealers carrying a special line can show a larger variety of that one class of goods, and possibly give better value in that line; but usually to the retail merchant a general, well-assorted line would prove most profitable.

If goods are bought carefully the multiplicity of styles should not materially affect the profits.

Buying a quantity of any novelty, goods of unusual color, style, etc., which to get rid of would have to be sold at cost, or even less, would certainly do so, but with wise buying this can be avoided.

If dealers would agree together not to sacrifice profits to obtain trade it would mean a great deal to them, but in the smaller towns particularly they are so rarely congenial that an agreement between them would be almost an impossibility.

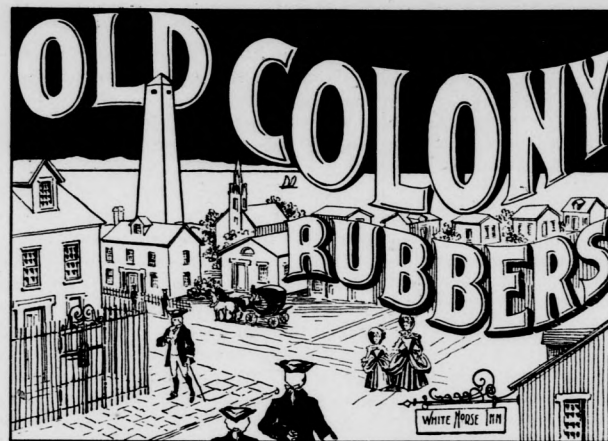
Profits can be maintained by doing a strictly one-price cash business. By carrying good, reliable merchandise. By giving customers full value for their money, and by treating them honestly and courteously, thereby gaining their confidence and making a good reputation for the store, to which they will certainly "come again."—Boots and Shoes Weekly.

The Wrong Way and the Right Way.

Correspondence Boots and Shoes Weekly.

"If the shoe business is getting down to such a basis as that, I am ready to go into some other line just as soon as the Lord will let me," remarked a Boston retail shoe dealer who criticises the "special-priced" fellows for showing shoes in their display windows far superior both in appearance and material to the goods they have for sale. He says they do not all do this, but condemns the practice, which he claims is spreading. There is a possibility, of course, that this dealer may be mistaken, but it is a fact that I have often heard manufacturers remark, "Where can they get them?" while looking at a tempting display of footwear at prices which are so much below the market that it would not be surprising if some such a scheme as this was being worked. It costs one manufacturer about as much as it does another to produce his shoes, and when one dealer, either posing as the producer or not, offers goods at unreachable prices as far as competition is concerned, it is not surprising that the regular shoe dealers feel quite certain that there is a colored individual somewhere in the woodpile.

Goods that are used exclusively for window display purposes, and at prices designated, should not, in my opinion, be superior to the goods that the customer buys. In other words, a dealer who is really honest and not tricky will not show \$3.50 shoes in his windows, and sell shoes for \$2.50 from his regular stock, and impress upon the buyer that he is getting just the same thing as was displayed. It may not be swindling, but is, nevertheless, so close to it that many legitimate retailers would hesitate a long time before stooping to such methods. The buyer looks at the \$3.50 shoes which may be marked \$3 or \$2 (the scheme is the same whether the dealer shows a \$3.50 or \$5 shoe, and marks it at a much lower price) and fancies that he is getting a great bargain. And so he is, if he got the same kind of shoes that he thought he was getting. There is a wrong way and a right way to do business, and it occurs to the writer that, in selling shoes, or selling anything whatever, the dishonest or tricky way is the wrong way, and the honest way is the right way.



Write for Discounts

Hirth, Krause & Co., Agents, Grand Rapids, Mich.

HEROLD-BERTSCH SHOE CO.

MANUFACTURERS
AND JOBBERS OF

GOOD SHOES

AGENTS FOR

WALES-GOODYEAR
AND CONNECTICUT RUBBERS

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

5 AND 7 PEARL ST.,

GRAND RAPIDS, MICH.

Boots, Shoes and Rubbers

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

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

See our lines for Fall before placing your orders.

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



We are the

Oldest Exclusive Rubber House

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

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

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

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

Carbolite As a Possible Rival of Acetylene Gas.

If report be true, acetylene gas will shortly have a rival in carbolite, for the production of which blast-furnace slag is stated to be especially suitable. Preparations are being made at Hammond, Ind., near South Chicago, for utilizing slag for this purpose. The inventor of the process of manufacture is Herman L. Hartenstein, a Chicago chemist, who has taken out a patent for utilizing the waste products of blast furnaces in the manufacture of carbolite, from which ethylene gas is produced, defined as an improvement on acetylene, but having the same characteristics. Carbolite is a combination of the carbides of calcium, aluminum and silicon, and for its production blast-furnace slag is especially suitable.

The method of production is described as follows: The slag is almost as fluid as water, and by means of ladles, operated by hydraulic power, it is passed into converters similar to those used for the manufacture of Bessemer steel. The tuyeres are so arranged that finely pulverized coke may be fed through them. Before the slag is poured into the converter a strong gas blast is forced through the pipes to keep the molten mass from running into and filling them up.

As soon, however, as the slag is poured into the converter the pulverized coke is fed into the molten mass. This is continued until the slag is thoroughly impregnated with the coke. When the mixture is complete the converter is turned on its shaft so as to allow the mass to flow between a series of carbon bars or electrodes, which serve to introduce a powerful electric current. Coke is an excellent conductor of electricity, while slag is a resistant. The result is that the particles of slag, in connection with the particles of coke, form innumerable electric arcs, producing a most intense heat within the mixture. In the course of about twenty minutes the mass becomes so superheated that the slag is fused or carbureted with the coke.

When this fusion is effected the material is finished. It is then poured into moulds. When cool it is of crystalline formation, has a metallic glitter, and is nearly twice the weight of coal. The finished product is carbolite, which can be kept indefinitely and transported without difficulty. Protected by wood-jacketed tin cans from water and air moisture, it can be kept as a common article of merchandise, and supplied to the consumer with much less difficulty than illuminating oil. Each pound of carbolite will produce five feet of gas. Each cubic foot is equal in illuminating power to fifteen feet of ordinary coal or water gas.

The unused Bessemer plant at Hammond has been secured for the manufacture of carbolite, and is now being fitted with the necessary electrical appliances. If the claims of the inventor are substantial, he will turn out a product which will make a better gas than acetylene for isolated lighting, at a much lower cost. If the slag can thus be made valuable, the cost of producing iron may be considerably diminished.

The Toxic Properties of Acetylene Gas.

The English physiologist, Oliver, recently conducted a series of animal experiments, with the object of ascertaining the toxic properties of acetylene gas. The results may be summarized as follows: A guinea pig which was

kept in an atmosphere containing acetylene gas exhibited no unusual symptoms. This result is just the reverse of that obtained when the exposure was made in an atmosphere containing illuminating gas. The latter, in virtue of its high per cent. of carbon monoxide, rapidly produced all the symptoms of asphyxiation, and soon caused death. A very stable combination of carbon monoxide and the haemoglobin of the blood is formed. Only after exposure of the animal in an atmosphere of pure acetylene gas were any disturbances noted. After prolonged inhalation of pure acetylene gas the animal relapsed into a state of profound stupor without any previous stage of excitement. This condition was rapidly made to disappear by allowing the animal to inhale fresh air, even in a limited amount; no signs of paralysis were afterward noticed. Death resulted only when the asphyxia was very pronounced, the previous cyanotic appearance being replaced by a marked paleness. Upon spectroscopic examinations of the blood, during the different stages of intoxication, no marked changes were noted.

Two distinct oxyhaemoglobin bands are seen and reduction by means of ammonium sulphide, warming slightly, is easily accomplished, thus reversing the conditions found after asphyxia caused by illuminating gas. Blood pressure remains unchanged at all stages, excepting in the stage of most profound asphyxia. Owing to the delayed appearance of asphyxia signs, and the very rapid recovery when pure air is supplied, it would appear that the toxic properties of acetylene gas are very much below those of illuminating gas. The arteries in the stages of profound asphyxia were found to be greatly contracted, so much so, in fact, as to be considered noteworthy. After death from inhalation of this gas, a post-mortem examination revealed the heart firmly contracted and filled with dark, clotted blood, quite the reverse of the condition found after asphyxia from other causes.

Minor Shoe Notes.

It is possible to make a success of the shoe manufacturing business to-day by making a one price shoe of strictly reliable quality and letting the people know by constant advertising that such a shoe is in existence. The biggest successes in shoe manufacturing in a financial way have been made along these lines when singleness of purpose has been faithfully followed out.

Chicago is responsible for the new fad of giving a free hair cut with every pair of boys' shoes sold. Why not give them the shoes and charge 10 cents for the hair cut?

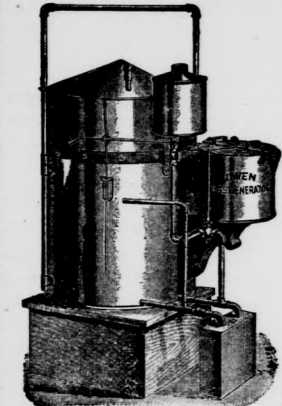
Make all the money you can, honestly; do all the good you can with it while you live; be your own executor.

Push, tact and persistency will accomplish wonders, but can not entirely take the place of capital.

We have . .

A line of Men's and Women's Medium Priced Shoes that are Money Winners. The most of them sold at Bill Price. We are still making the Men's Heavy Shoes in Oil Grain and Satin; also carry Snedcor & Hatha way's Shoes at Factory Price in Men's, Boys' and Youths'. Lycoming and Keystone Rubbers are the best. See our Salesmen or send mail orders.

GEO. H. REEDER & CO.,
19 S. Ionia St., Grand Rapids, Mich.

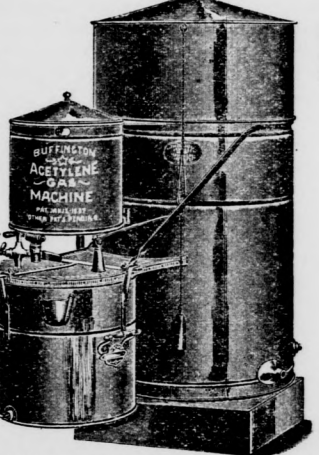


THE OWEN ACETYLENE GAS GENERATOR

Mattawan, Mich., July 14, 1898.
Gentlemen—Find enclosed \$75.00 to pay for machine. It is all right; would not have it taken out for \$300.00 if we could not get another.

Yours truly,
RIX & CAMPBELL.

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.

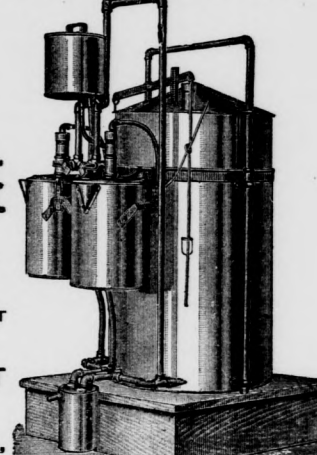
APPROVED BY THE NATIONAL BOARD OF UNDERWRITERS

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.



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

Albert C. Antrim's Youthful Experience on a Ranch.

Albert C. Antrim, the veteran Alabastine salesman, than whom none of "the boys" have traveled farther, and few longer, tells the following as happening to himself when a young man on a ranch out in the Woolly West:

"When I was a young man," he begins in that pleasant reminiscent way of his, "I was employed as a pasture rider on one of the big cattle 'outfits' in Wyoming. My work was to ride through the different pastures and inspect the fences, if need be repair a broken wire, and note the condition of the grass and drive out any stray cattle. The western half of the ranch was situated among the foot-hills of the Rocky Mountains; and, when I had to ride over this portion of it, it frequently happened that I did not get through much before sundown. Then there was the long ride of eleven miles home to the ranch house, which was located at the extreme eastern end of the ranch.

"It was on one of these occasions that I had been delayed later than usual, and was riding along the ridge of one of the foot-hills, the gathering of dusk and the rough country making my progress necessarily slow, when I saw at a short distance down the hillside a monster animal with a head fully half as large as its body. My horse saw the strange object at the same time and stopped suddenly with a snort of terror. I fully appreciated his fright, for my own feelings were as nearly akin to his as possible. My first impulse was to 'turn tail' and get away as quickly as my horse could take me; but after a moment's reflection I made up my mind to find out what the strange monster was. I always carried a six-shooter in my belt. Drawing this, I began to urge my horse forward; but, spur as I would, forward he would not budge. Realizing that I was wasting precious time, and twilight, I rode back a short distance to where there was a scrub pine tree, to which I tied my horse and, taking in one hand the hatchet that I always carried for fence repairing, and my trusty six-shooter in the other, I went cautiously towards the strange terror. As I advanced I could see the animal moving its huge head from side to side, and now and then it would bump on the ground what appeared to be its nose.

"Dodging from rock to rock, I finally got within twenty feet of the great beast. Imagine my surprise when, as I cautiously peered from behind a boulder, I discovered that the strange monster was a big steer, with his head in a barrel! Some camper had, in all probability, discarded the barrel when he broke camp and the big steer, in trying to get at its contents, had wedged his head into it, making himself a prisoner. With the aid of my hatchet it was but a moment's work to cut the hoops and liberate the poor brute, which was in an exhausted condition. Judging by its gaunt sides and protruding tongue, it must have been a prisoner for several days. As soon as the animal realized that it was free, it scampered off, bellying with joy, towards a small stream at the foot of the hill.

"Knowing that the brute would kill itself if allowed to drink freely in its present condition, I hastened back to where my horse was tied, mounted and gave chase. Sure enough, when I reached the stream there was the steer up to its body in the water, and drinking as if it had not tasted water for a week. Swinging my lasso over the

steer's horns, I turned my horse and pulled him out of the water.

"But the damage was already done. The poor brute fell with a groan as he reached the bank, and five minutes later was dead.

"When I related this incident to the boys at the ranch, they declared that I had better use some other brand of liquor."

Human Nature As Viewed from Behind the Counter.

If any student of human nature has exhausted all the species possible to him, he should report to some general store for a few weeks' service behind the counter, and if there is a day passes which does not provide him ample work, with plenty of rare subjects in his pet line, he must be located in a queer country. Within a given week he may all but run the gamut of the entire human race. He will see the close-fisted, well-to-do farmer buy a reaper or mower, winding up with a pound of chewing tobacco and probably a jug, while at the same time he refuses his patient wife a labor-saving washing machine or churn, and tells her "that four-cent caliker is good enough for you, and shurely is good enough for daughter Ann. We can't go in for fol-de-rols just yet a while. Wait'll we sell the hogs. Wait'll we sell our wheat. We don't sell none soon. Prices is goin' up, and I've changed my mind, and I'll hold on till she goes to the top." He will see a hard-visaged woman, hard through toil and exposure, whose butter is always better than her neighbors', her eggs fresher, and her measure the most liberal, and therefore she must get better prices. He will see pretty Marjorie in the throes of agony caused by picking out all alone her first dress from her first earnings, gained through picking berries, raising chickens or helping a neighbor out with her kitchen work during the harvesting season. Mrs. Browbeater, who is determined to get everything she buys at a cut price, "or I guess I'll have to quit trading in this skimpy town and go over to Slocum's Emporium of Trade at Parkerville. They do say he is selling goods powerful cheap." Then comes the man who is always in a rush and demands that every clerk shall leave customers and wait on him, so he may start back home at once—"got hay on the ground, an' it's goin' to rain afore night, shore as shootin'." He sees the boy (all but a young man), permitted for the first time to buy his fall suit all alone, undergoing perfect torture through his desire to select the "prettiest" suit and his absolute lack of taste and knowledge as to "what'll wear good." Last, but not least, is the bluff, hearty, good-natured man who must shake hands with everybody, the kindly, big-hearted, motherly woman, God bless her, who not only asks about your health, but that of your mother and sister and entire family, and sympathizes with you in a way one can not forget—and would not if one could.

The Americans are a nation of coffee drinkers, according to the Treasury Bureau of Statistics, which has just issued a report showing that American imports of coffee for the present fiscal year reach 870,514,215 pounds and that the annual coffee bill for the country for the past ten years has averaged \$87,500,000. America has usually purchased the bulk of her coffee in Brazil, paying chiefly cash instead of goods of American production, and attention is now called to the fact that in the acquisition of Cuba, Porto Rico and Manila, America has secured sufficient coffee-growing territory to supply her wants in this direction.

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 KLAY; 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.

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.

Yale Business Men's Association
President, CHAS. ROUNDS; Secretary, FRANK PUTNEY.



Lily
White

is

"The Flour the Best
Cooks Use"

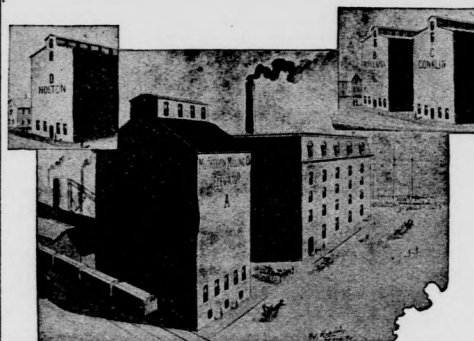
And the kind you ought to Sell.

Made only by a

Valley City
Milling Co.

Grand Rapids, Mich.

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.

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.



Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.

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

United Commercial Travelers of Michigan.

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

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

GRADED ASSESSMENTS.

Amendments Proposed by a Veteran Member.

Detroit, Oct. 21.—It has been deemed necessary by a great many of our members that we ought to adopt a graded plan of insurance, to induce young men to join our Association. Enclosed find copy of amendments to constitution of Michigan Commercial Travelers' Association, which I have offered, to be acted on at our annual meeting, Dec. 30, 1898. I think it would be for the best interests of our Association to adopt some such plan and thereby increase our membership. Our Association is no longer an experiment, but an assured fact; but to continue it it is necessary to get in new blood to reduce the cost of our insurance. New blood is available if the members desire it and do their duty. THOMAS MACLEOD.

The changes proposed by Mr. Macleod are as follows:

Section 1. The members who are admitted to this Association after the 1st day of January, 1899, shall be graded as follows:

Those aged between:

21-25 years shall be the first grade.
26-30 years shall be the second grade.
31-35 years shall be the third grade.
36-40 years shall be the fourth grade.
41-45 years shall be the fifth grade.

Whenever an assessment is ordered by the Board of Trustees to pay the death benefit of a deceased member, each member shall be assessed according to the grade and denomination of his membership certificate and the denomination held by the deceased member, as follows:

Certificate A.	Certificate B.
Grade 1, \$2.00.	Grade 1, \$1.00.
Grade 2, 2.50.	Grade 2, 1.25.
Grade 3, 3.20.	Grade 3, 1.60.
Grade 4, 4.00.	Grade 4, 2.00.
Grade 5, 5.00.	Grade 5, 2.50.

Benefits accruing from Certificate A shall be limited to \$2,500 and benefits from Certificate B shall be limited to \$1,250. All members admitted prior to January 1, 1899, shall remain in fifth grade and their certificate designated and classified as Certificate A.

It is further provided that when the members in grade No. 1 shall reach 26 years of age, they shall be transferred to grade No. 2 and be subject to the assessment as ordered from grade No. 2, and when the members of grade No. 2 shall reach 31 years of age they shall be transferred to grade No. 3 and be subject to the assessment ordered for grade No. 3 and when the members of grade No. 3 shall reach 36 years of age, they shall be transferred to grade No. 4 and be subject to the assessment ordered for grade No. 4, and when the members of grade No. 4 shall reach 40 years of age, they shall be transferred to grade No. 5 and be subject to the assessment ordered for grade No. 5 and shall not be increased.

Sec. 2. Upon proof of death of any member of this Association which shall be satisfactory to the Board of Trustees, they may order an assessment against each member of the Association, in accordance with the deceased member's grade and denomination of his certificate

(as provided in Section 1, Article VI.), and the denomination of the deceased member's certificate, and shall order paid the amount collected upon such mortuary assessment to the person or persons designated by him, or in case no designation is made, to his widow, and in case he leaves no widow, then the legal representatives of the deceased.

Amount of payment to be made upon any membership certificate not to exceed \$2,500 or \$1,250, as determined by the denomination of certificate in force and held by the member at the time of his death and recorded in the books of the Association.

A payment by said Association of any death loss under and in pursuance of this section of said article of its constitution shall be a complete and valid satisfaction to and discharge of said Association of and from any and all claims which may arise out of or be made against it for or under such death loss.

Amend Article II., Section 4, to read: All applications for membership must be accompanied with five dollars as initiation fee (unless otherwise ordered by the Board of Trustees) and with an amount to pay one death assessment in advance, in accordance with applicant's age and denomination of membership certificate applied for.

Add Section 5 to Article II.:

Any member holding a certificate of larger denomination may reduce to one of a smaller denomination, upon written application and the filing of papers satisfactory to the Board of Trustees.

Any member under the prescribed age limit and holding Certificate B may, by passing a satisfactory medical examination and the approval of the Board of Trustees, increase from Certificate B to Certificate A.

Amend Article IV., Section 3, to read:

Every member shall pay in April and October of each and every year, as dues: Members holding Certificate A, \$5.

Members holding Certificate B, \$2.50 which shall be placed to credit of expense fund.

Amend Section 2, Article VIII., to read:

Upon the death of any member of this Association, and the Board of Trustees, in consequence thereof, having ordered an assessment, the Secretary shall immediately notify every member, by mailing to his last known postoffice address, a written or printed notice of such death, and shall at once, under the direction of said Board of Trustees, proceed to collect an assessment from each member for such death an amount in accordance with the assessed member's grade and denomination of his certificate (as provided in Section 1, Article VI.), and the denomination of the deceased member's certificate, which moneys, when collected, are to be credited to the death assessment fund.

Movements of Lake Superior Travelers.

Marquette, Oct. 25.—Charles Doty is on his maiden trip for his new house—Carson, Pirie, Scott & Co., Chicago.

C. D. Danaher, Newberry, is the banner purchaser of the 1899 directories of the Lake Superior Commercial Travelers' Club. He ordered twenty-four extra copies.

H. F. Nickerson (I. E. Swift Co.) left his territory for a week to remain in the house during the absence of the manager, J. M. Hayden.

A. P. Simpson has resigned his position with the Northern Hardware Co., Duluth. Alex expects to represent a Detroit house in the near future.

A. T. Van Alstyn is now well established in his new quarters at Marquette—a strictly first class, up-to-date dry goods establishment. Mr. Van A. represented Carson, Pirie, Scott & Co. in this territory for years.

William P. Baillie, of Detroit, is now traveling for the firm of George H. Wheelock & Co., of South Bend, Ind. Mr. Baillie represented the firm of Chas. H. Werner, of Detroit, sixteen years. He now travels through the eastern part of the State.

Perfecting Arrangements for the Saginaw Convention.

Saginaw, Oct. 23.—A large and enthusiastic meeting of Post F., M. K. of G., was held Saturday evening at the Vincent Hotel, at which the following committees submitted their reports:

The Hall Committee reported that the new Germania Hall was the largest, best and most appropriate place in which to hold the annual meeting and could be obtained for \$50. The Committee was instructed to engage same for Dec. 27 and 28.

The Music Committee submitted a report and presented figures from the leading bands and was granted another week to obtain prices from outside bands.

The Committee on Entertainment submitted estimate of expense and mapped out part of the programme proposed.

The Printing Committee presented samples of programmes, invitations, etc., and prices for same. No designs were adopted, but the Committee was instructed to have 500 tickets printed and placed on sale at the following prices: Double ticket, to admit lady and gentlemen to banquet and ball, \$3; additional tickets, for more than two, \$1.50 each, to be sold to any one other than members of the organization.

The Committee on Badges could not submit samples or prices until the next meeting.

The Reception Committee reported that it had appointed a ladies' auxiliary for the reception of ladies, consisting of Mesdames C. E. Cornwell, C. E. Smith, S. E. Symons, W. H. Lewis and John Segars; also a committee to take charge of headquarters, composed of J. P. Sheridan, C. J. Fox and Seth Davis. The Committee also submitted a report, estimating the expense of the arrangements.

The next meeting is to be held Nov. 29 at the Board of Trade rooms, in conjunction with the Retail Merchants' Association, for the purpose of arranging ways and means for the entertainment of the guests while in the city. This Association has taken great interest in the coming meeting and will leave nothing undone to create the impression in the minds of the boys that Saginaw is alive and has a keen eye for business.

O. C. GOULD, Sec'y.

The Apple Outlook From a Minnesota Standpoint.

From the Minneapolis Commercial Bulletin.

The demand for fall varieties is about over. The supply is also about cleaned up. There is a steady and increasing demand for winter varieties. This market is now getting the large part of these winter apples from the East. New York and New England are furnishing the greater part of these. The New England stock is this year unusually good, and dealers here are trying to get good shipments of these. The New York stock is well up to the average in quality also. The supply of apples in the East is rather better than was at first reported. But that it is not excessive is shown by the fact that handlers of apples in the East are making few concessions to Western buyers.

The year has been quite a disappointment to dealers in apples here. Much time and money were wasted in hunting about for apples earlier in the season. The Michigan crop is not proving to be of good quality, the shipping qualities being poor in many cases. New Hampshire and Vermont stock have been found to be of unusually good quality. The movement of apples will probably be rather better in volume than last year, and will certainly be better in the matter of profit to producers and dealers. Prices can not go very high, because with apples at more than \$4 per barrel, the box stock from the coast can come in and do business. The West coast has this season the largest apple crop ever raised there. Any reasonable quantity of this is ready to come this way as soon as prices will permit.

Curled Hair Contract Captured.

A remarkable example of the success of American manufacturers in capturing

foreign trade is presented in the fact that Armour & Co., the Chicago meat packers, were recently awarded the contract for supplying the British Admiralty with the whole of the curled hair required for the use of the British navy. The contract was formerly divided up between four English firms. Commenting upon this circumstance an English exchange remarks: "It must be confessed that Mr. Armour's curled hair, which is supplied at 4c a pound less than the lowest English quotation, is of very excellent quality and is a distinct testimony to the perfection to which the Americans have brought their machinery and their manner of working it."

Room for One More.

Brown—I'd join the church if it wasn't so full of hypocrites.

Towne—That needn't deter you. There's always room for one more.

Keep a superior class of goods. People remember quality longer than they do price.

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.

\$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.

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

Wm. Cherryman, Prop.

REMODELED HOTEL BUTLER

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

HOTEL WHITCOMB

ST. JOSEPH, MICH. A. VINCENT, Prop.

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.

How to Build Up a Prescription Trade and Increase Profits.

This is a subject of interest to every druggist, and one that requires both work and thought to compass. Pharmaceutical books, drug journals, price-lists and catalogues are among the best helps toward the building up of a good business.

Drug journals are essentials—from them you can obtain the best thought of the leading men of the profession and the advancement made in pharmacy and chemistry long before they are published in book form. Without them you can not progress. Every druggist should take at least three pharmaceutical journals and one medical journal. The medical journal should be taken to keep posted on what is advertised or used in the practice of different physicians. The editors of pharmaceutical journals are ready at all times to furnish formulas and to make answers to any questions the subscribers may ask. Remember that everything published in a journal may be of some benefit to you.

Every pharmacist should possess a U. S. Pharmacopoeia, a National Formulary, a U. S. Dispensatory, Remington's "Practice of Pharmacy," Homeopathic Pharmacopoeia, and a copy of Griffith's "Non-Secret Formulas." Physicians often ask for one or the other of these books, and they are disappointed if you do not have them.

Try to possess yourself of one of every manufacturing house available in this country, not for the prices they furnish, but to educate yourself on specialties, so that if a physician asks you about any special preparation, you can tell him its composition. You will also learn something to your advantage by reading the notes on preparations printed in most manufacturers' catalogues. You will notice that many solutions, elixirs, syrups, etc., have similar formulas under different names. This will save you a great expense, as it will be unnecessary to keep each kind in stock. Call the physician's attention to this, so that should he prescribe a preparation and you have Bi of the same formula, he will not object to your using Bi, unless he is an enemy of the store.

First of all gain the confidence of the physician, and leave nothing undone to retain it; after you have succeeded in this he will often consult you about the preparations he uses, and you will never have trouble in getting him to use preparations of your own manufacture.

Call on every physician within a mile of your store at least once a month, although once a week is better. To those whom you do not call upon send a prescription blank by mail. Do not go in to a physician's office and throw the blank on his desk and retire without even passing the time of day. If he is

not busy, tell him about the preparations you are manufacturing.

Never joke nor tell a story to a physician, unless you are well enough acquainted with him to know that he likes to hear them, and then it is better to have him tell the first one. If a patient should enter the office while you are conversing with the physician, excuse yourself at once. In this way he will see that you regard his time as valuable, and nine times out of ten he will write a prescription and send it to your store.

I have been writing of physicians who write prescriptions; now to those who do not write prescriptions—these are the hardest to please. In asking physicians of this class why they do not write prescriptions, nine out of ten will excuse themselves by saying:

"Well, you number my prescriptions, and the patient never comes back to me."

"Would you write prescriptions if you were sure your prescriptions were never repeated?"

Some will say yes to this, and to them I say: "If you will send your prescriptions to me I will assure you that they will never be repeated, as I will not number or date them or return copy or the original prescription to the patient, but will return the prescriptions to you on the first of every month if you wish it, or I will number the prescriptions and return them to you, so that if the patient comes back for a refill I will send him to you, and you can write a new prescription." I am happy to state that there are now six physicians who send their prescriptions to us who before never wrote a prescription.

Another excuse is this: "Well, my patients are so used to getting their medicines of me when they come to my office that they won't take prescriptions, as they say it costs too much to have them filled at the drug store." I would ask this physician if he ever figured out what it cost him for the medicine he used and never got paid for. He will invariably say he does not know, but it amounts to a big sum. Most physicians admit the disadvantages of dispensing their own medicines. I would ask the physician how many kinds of medicine he keeps on hand. He will answer, only a few. Then I would mention some new remedies and ask if he ever used them. He will probably say no, they cost too much, and he could not afford to keep them in his office.

By further conversation I would show him that if he had written prescriptions instead of doing his own dispensing, he would have known more about the practice of medicine and would have had a greater variety of medicines to select from. He will probably say that he never looked at it in that light before, and will take to prescription writing. One such case I know.

Never treat a physician with disrespect and never gossip about one physician to another—always let him think he is right; never charge for trifles he uses in his own family, unless he is one who never writes a prescription, then charge him for everything he gets. As nearly all physicians have poor patients, tell them that whenever they write a prescription for such patients to mark it with some private mark designated by you, when you will give it to them at cost.

This is a work that is overdone. First, too large a sample is given at one time; second, too many are given at once. Never give more than two ounces as a sample, and never more than one

sample at a time. You can impress the virtues of one article on a physician easier than a half dozen articles. Sampling should be done systematically once every three months, and the samples should consist of articles that are in season. You will find some physicians who are sample fiends—they will take all you give and come for more. The answer to give to such is that you are now selling the sample for 25c a package. He will never come the second time. Whenever a manufacturing house samples the physicians of your city or village make a note of what is being distributed; observe who prescribe the preparation. As soon as the sample man has left the city, which is usually in a week, call on the physicians with your own preparation and the one that was sampled, so that you can compare the two at the physician's office. He can then see that your preparation is as good as that which the manufacturing house was sampling the week before. By following these methods a great many physicians have told me that whenever they prescribe a preparation and I manufacture one similar to it, to use my own preparation.

I will describe one which I think has brought more people to our store than newspaper advertising. The blank is in pad form, with our name on each corner and the physician's name in the center. On the other side is nothing but R in one corner, and the physician's name in the right-hand corner. It is not necessary to have the physician's office hours and location on the blank, as no one sees it. If the physician should move, your blanks are as useful as before, whereas, if they bear his address, they will be a loss to you. It does not matter how the physician folds the prescription, your name will be visible to the patient.

Try and keep everything used in prescriptions. By this we do not mean raw chemicals that are used but once in a lifetime; but keep all chemicals and stains that are used in bacteriology. By watching the medical journals and getting the smallest original package, you will never have to let a prescription leave your store without being filled.

Here is where the greatest saving is made. Remember that everything you buy has got to be made before you get it, and that the manufacturer makes a profit of from 100 to 500 per cent., which you can save. Manufacture a preparation similar to every trade-mark preparation used in your city or village. Make your own fluid extracts, syrups, cordials—over 100 per cent. can be saved on any of them. Use Merz soft elastic capsules and fill them yourself. You can save 100 per cent. on the best jobbing price. Make your own compressed tablets, and tablet triturates—here you can save another 100 per cent., and on some of them 500 per cent. In making fluid extracts and tinctures, force out the menstruum with water, or a mixture of wood alcohol

and water where water can not be used. Always allow from three to four ounces of the menstruum to every pound of drug that can not be recovered.

Never use string, but buy stickers, and have an advertisement on them advertising the prescription department. We use one that is diamond shape.

That these methods have been successful after being tried one and one-half years, I will let you judge for yourself by giving the number of prescriptions put up by us in January, 1897, as compared with January, 1898: January, 1897, 1,265; February, 1898, 2,060, a gain of 759, and February is showing a greater gain than January.—Wm. C. Kirchgessner in American Druggist.

The Drug Market.

Opium—Is slightly lower, but in a firm position.

Morphine—Is unchanged.

Quinine—Is in good demand at unchanged prices.

Castor Oil—Has again declined 4c per gallon.

Ergot—It is reported by cable that the Russian crop is a failure and prices have advanced about 20 per cent. during the past week.

Essential Oils—There is no change to note. Worm seed is a trifle firmer. Lemon, orange and bergamot are unchanged. Anise is a trifle weak.

Roots—Golden seal is firm and stocks are light. Mexican sarsaparilla is also scarce and advancing.

Ordering in Small Quantities.

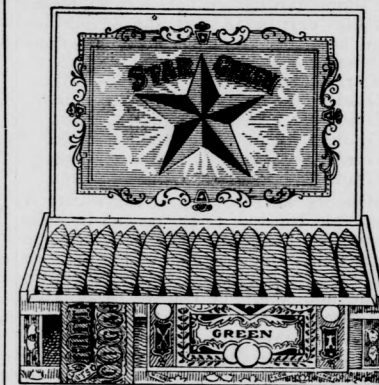
The manufacturer of a successful specialty, in reply to a question as to the state of business, answered in substance that it was only fair and that the general bulk had been reduced by the tendency to order small lots. Retailers who formerly bought in dozen and gross lots were only ordering in one-third, one-quarter and even one-twelfth dozen lots.

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.

WORLD'S BEST

S.C.W.

50. CIGAR. ALL JOBBERS AND

G. J. JOHNSON CIGAR CO.

GRAND RAPIDS, MICH.

Advanced—
Declined—

[illegible]

GRAND RAPIDS.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....80 7 00 Diamond.....50 4 00 Fraser's.....75 9 00 L.L. Golden, tin boxes 75 9 00 Nica, tin boxes.....75 9 00 Paragon.....55 6 00		CLOTHES LINES. Cotton, 40 ft. per doz.....1 00 Cotton, 50 ft. per doz.....1 20 Cotton, 60 ft. per doz.....1 40 Cotton, 70 ft. per doz.....1 60 Cotton, 80 ft. per doz.....1 80 Jute, 60 ft. per doz.....80 Jute, 72 ft. per doz.....95		 Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Credit Checks. 500, any one denom'n.....3 00 1,000, any one denom'n.....5 00 2,000, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC Apples. Sundried.....24 Evaporated 50 lb boxes.....27 California Fruits. Apricots.....2 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 80-90 25 lb boxes.....2 70-80 25 lb boxes.....2 60-70 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.....2 London Layers 4 Crown.....2 Dehesias.....2 Loose Muscatels 2 Crown.....6 Loose Muscatels 3 Crown.....6 Loose Muscatels 4 Crown.....6 FOREIGN. Citron.....212 Leghorn.....212 Corsican.....213 Currents. Patras bbls.....2 5/8 Vostizkas 50 lb cases.....2 6 Cleaned, bulk.....2 7 Cleaned, packages.....2 7 1/4 Peel. Citron American 10 lb bx.....213 Lemon American 10 lb bx.....212 Orange American 10 lb bx.....212 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 Grists. 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 Maccaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....1 90 Chester.....2 25 Emplate.....3 00 Peas. Green, bu.....90 Split, per lb.....2 1/4 Rolled Oats. Rolled Avena, bbl.....4 00 Monarch, bbl.....1 83 Monarch, 1/2 bbl.....1 60 Monarch, 90 lb sacks.....3 20 Quaker, cases.....1 75 Huron, cases.....1 75 Sago. German.....4 East India.....3 1/4 Tapiooca. Flake.....3 1/4 Pearl.....3 1/2 Anchor, 40 1 lb. pkgs.....5 Wheat. Cracked, bulk.....3 1/4 24 2 lb packages.....2 50		Salt Fish. Cod. Georges cured.....2 4 Georges genuine.....2 5 Georges selected.....2 5 1/2 Strips or bricks.....6 Herring. Holland white hoops, bbl.....6 00 Holland white hoop 1/2 bbl.....4 50 Holland 1/2 bbl.....2 60 Holland white hoop, keg.....6 1/2 Holland white hoop mchs 70 Norwegian.....2 75 Round 100 lbs.....1 30 Round 40 lbs.....1 14 Scaled.....14 Flackerel. Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....1 05 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 80 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 Whitfish. No. 1 No. 2 Fam 100 lbs.....6 65 2 00 40 lbs.....3 00 1 10 10 lbs.....81 35 8 lbs.....68 31		FLAVORING EXTRACTS.  Jennings'. D. C. Vanilla.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....2 40 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon.....2 00 2 oz.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....2 40 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 Northrop Brand. Lem. Van. 2 oz. Taper Panel.....75 2 oz. Oval.....75 3 oz. Taper Panel.....1 35 4 oz. Taper Panel.....1 60 Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon.....2 00 2 oz.....1 20 4 oz.....1 50 Regular Vanilla.....2 00 2 oz.....1 20 4 oz.....1 50 XX Grade Lemon.....2 00 2 oz.....1 20 4 oz.....1 50 XX Grade Vanilla.....2 00 2 oz.....1 20 4 oz.....1 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.....80 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.....85 Cob, No. 3.....85 POTASH. 48 cans in case.....4 00 Babbitt's.....3 00 Penna Salt Co.'s.....8 00 PICKLES. Medium. Barrels, 1,200 count.....4 25 Half bbls, 600 count.....2 62 Small. Barrels, 2,400 count.....5 75 Half bbls, 1,200 count.....3 38 RICE. Domestic. Carolina head.....6 1/4 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/4 Imported. Japan, No. 1.....5 1/2 @ 6 Japan, No. 2.....4 1/2 @ 5 Java, fancy head.....5 @ 5 1/2 Java, No. 1.....5 @ Table.....@ SALERATUS. Packed 60 lbs. in box. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 SODIO 60 lb. case \$3.15 SAL SODA. Granulated, bbls.....75 Granulated, 100 lb cases.....90 Lump, bbls.....75 Lump, 145 lb kegs.....86		SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 SEEDS. Anise.....9 Canary, Smyrna.....3 1/4 Caraway.....8 Cardamon, Malabar.....60 Celery.....11 Hemp, Russian.....3 1/4 Mixed Bird.....4 1/4 Mustard, white.....5 Poppy.....10 Rape.....4 1/4 Cuttle Bone.....20 SALT. Diamond Crystal. Table, cases, 24 2-lb boxes.....1 50 Table, barrels, 100 3-lb bags.....2 75 Table, barrels, 40 7-lb bags.....2 40 Butter, barrels, 280 lb. bbls.....2 25 Butter, barrels, 20 14-lb bags.....2 50 Butter, sacks, 28 lbs.....25 Butter, sacks, 56 lbs.....55 Common Grades. 100 3-lb sacks.....1 90 60 5-lb sacks.....1 75 28 10-lb sacks.....1 60 Worcester. 50 4 lb. cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 lb. linen sacks.....32 56 lb. linen sacks.....60 Bulk in barrels.....2 50 Warsaw. 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 Ashton. 56-lb dairy in linen sacks.....60 Higgins. 56-lb dairy in linen sacks.....60 Solar Rock. 56-lb sacks.....31 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 1/2 lb.....3 00 Kirkoline.....3 50 Ros.....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 1/2-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 1/4 Kegs, English.....4 1/4		BAKING POWDER. Absolute. 1/2 lb cans doz.....45 1 lb cans doz.....85 1 lb cans doz.....1 50 Acme. 1/2 lb cans doz.....45 1 lb cans doz.....85 1 lb cans doz.....1 00 Bulk. 1 lb cans 1 doz.....10 Artic. 6 oz. Eng. Tumblers.....85 El Purity. 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 1 lb cans.....1 50 Peerless. 1 lb. cans.....85 Queen Flake. 3 oz., 6 doz. case.....2 70 6 oz., 4 doz. case.....3 20 9 oz., 4 doz. case.....4 80 1 lb., 2 doz. case.....4 00 5 lb., 1 doz. case.....9 00 BATH BRICK. American.....70 English.....80 BLUING. CONDENSED PEARL BLUING Small, 3 doz.....40 Large, 2 doz.....75 BROOMS. No. 1 Carpet.....1 90 No. 2 Carpet.....1 75 No. 3 Carpet.....1 50 No. 4 Carpet.....1 15 Parlor Gem.....2 00 Common Whisk.....70 Fancy Whisk.....80 Warehouse.....2 25 CANDLES. 8s.....7 16s.....8 Paraffine.....8 Wickling.....20 CANNED GOODS. 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 1/4 Amboy.....@ 11 Butterfat.....@ 10 Carson City.....@ 10 Emblem.....@ 10 1/4 Gem.....@ 11 Ideal.....@ 10 1/4 Jersey.....@ 10 1/4 Lenawee.....@ 10 1/4 Riverside.....@ 11 Brick.....@ 12 Edam.....@ 70 Leiden.....@ 17 Limburger.....@ 13 Pineapple.....@ 75 Sap Sago.....@ 17 Chicory. Bulk.....5 Red.....7 CHOCOLATE. Walther Baker & Co.'s. German Sweet.....23 Premium.....35 Breakfast Cocoa.....46	
--	--	--	--	--	--	---	--	--	--	---	--	---	--	--	--

SPICES.

Whole Sifted.	
Allspice	13
Cassia, China in mats	12
Cassia, Batavia in bund.	22
Cloves, Saigon in rolls	22
Cloves, Amboy	14
Mace, Zanzibar	12
Mace, Batavia	55
Nutmegs, No. 1	60
Nutmegs, No. 2	50
Pepper, Singapore, black	11
Pepper, Singapore, white	12
Pepper, shot	12

Pure Ground in Bulk.

Allspice	15
Cassia, Batavia	30
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	15
Ginger, Ceylon	18
Ginger, Jamaica	23
Mace, Batavia	65
Mustard	12@18
Nutmegs	40@50
Pepper, Sing., black	13
Pepper, Sing., white	20
Pepper, Cayenne	20
Sage	15

SYRUPS.

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

STARCH.

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 60 lb boxes	3 1/2
Barrels	3

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 60 lb boxes	3 1/2
Barrels	3

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 60 lb boxes	3 1/2
Barrels	3

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 60 lb boxes	3 1/2
Barrels	3

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 60 lb boxes	3 1/2
Barrels	3

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 60 lb boxes	3 1/2
Barrels	3

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 60 lb boxes	3 1/2
Barrels	3

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 60 lb boxes	3 1/2
Barrels	3

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 60 lb boxes	3 1/2
Barrels	3

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 60 lb boxes	3 1/2
Barrels	3

TOBACCOS.

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

H. & P. Drug Co.'s brand.	
Quintette	35 00

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

S. C. W.	
Quintette	35 00

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, 50 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
Family XXX	5 1/2
Salted XXX	5 1/2
New York XXX	6
Wolverine	6
Boston	7 1/2

Soda.	
Soda XXX	6
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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Marshmallow	15
Marshmallow Creams.....	16
Marshmallow Walnuts....	16

Hardware

The Loose Screws of Business.

From the Stoves and Hardware Reporter.

A curious incident was witnessed on one of the streets of St. Louis recently. Stooping men and boys were observed scrambling down the middle of the street picking up and putting into their pockets something which had fallen on the ground. Upon closer investigation it was found that the crowd was picking up screws which had dropped from a heavily laden wagon that had just passed along. Men and boys had followed it and were replenishing their stock of screws from the negligence of the people who had packed their goods so carelessly that they were all being lost.

What a moral may be drawn from such an instance of neglect! People often speak of some one having screws loose in the metaphorical sense of the term, as applied to morality or business laxness—but how much worse than mere looseness it is to have the screws drop out altogether! Every one may be subject to periods of neglectfulness which may be more or less culpable, according to the degree of importance which the deed may assume, but how much worse is it to be so criminally careless as to lose a thing completely.

To be sure, it is an ill wind that blows nobody good, and the loose or lost screw which acts so detrimentally upon the business of the unfortunate individual serves to aggrandize some one else. There are rivals lying in wait for opportunities to take advantage of a competitor's gross disregard of some aspect of business which will give them the mastery over palpably weak points.

The combatant in ancient days of chivalry looked for weak places in the opponent's armor and directed his shafts toward them, thus striking a vital part with fatal results. That every one may have more or less vulnerable parts in his character and methods of doing business can not be gainsaid, but the broad-minded man capable of self-analysis will be able to detect these weaknesses and modify and improve them until they are made less conspicuous and injurious to him and his business.

It would be well to give the mind and methods of doing business a kind of inventory now and then; see wherein they are deficient; how they may be improved, and just what the resources are in this direction. As the poet sings, "Pick out the vicious quitch of blood and custom and make all clean and whole again." Seldom is this done, for there is nothing more difficult to alter or amend than temperament. It is almost as unalterably fixed as the laws of the Medes and Persians; and yet it can be done if sufficient will power is exerted to bring the mind from the rut of routine and monotonous sameness to a realization of its shortcomings, and with a strong resolve to accept and adapt the examples and teachings of others which lead to a higher and broader and more profitable plane of thought.

An instance might be cited where the dealer in the small town wastes time and breath in fiercely vituperating a more successful rival in a neighboring town. Instead of studying his methods and following his example in making his store better and increasing its advantages by care and forethought, he denounces, criticises and endeavors to run down his competitor, thinking by this means to turn people away from his rival and bring them back to his own store. The writer has frequently had opportunity to study the results of such attempts and they rarely if ever have been found to meet with success. Such a proceeding is undignified, recovers no lost screws, nor does it tighten any that are loose, but rather tends to accelerate than retard the imminent catastrophe of failure, or what is similar to it, a dragging along from hand to mouth which is almost as humiliating and a great deal more worrisome. No one certainly can wish to go on as the driver of the wagon mentioned at the beginning of this article and remain

oblivious to the losses which occur until everything is gone. The opportunity then to repair the damage comes too late. "An ounce of prevention is worth a pound of cure."

Plenty of Store Room.

There is certainly nothing more unattractive or confusing to customers than heterogeneous quantities of goods piled together without rhyme or reason. Viewed as a whole, they present a chaotic appearance which gives individuality to nothing and lack of character to the mass. Goods which are displayed on or in counters to attract customers' notice should have plenty of space allotted to them in order to give each one an opportunity to be seen. As has been frequently said in these columns, a proper mean must be observed in everything that appertains to the store; but a scarcity of goods may give as bad an impression as an over-supply will prove bewildering. It is true that a large quantity and ample stock gives an air of prosperity, although it is not as effective as a sufficient supply which leaves room for adequate display. Hardware particularly may be crowded so that it is impossible to get a stove into a position where the customer may examine it carefully and in a good light. What every merchant should attempt first of all to secure is adequate space in his store. This may frequently be accomplished in great part by the neat and systematic arrangement of the goods so that no valuable space is lost by careless disposal of them. A desirable and attractive article can only be seen to advantage when taken alone, comparatively speaking. It strikes the attention more forcibly and quickly.

In a sentence of his jubilee speech at Chicago, President McKinley showed how it happens that events come in the train of war which were not anticipated. President Lincoln did not have the freeing of the slaves in view at the beginning of our civil war, but the preservation of the Union. Emancipation came as an accompaniment and consequence of that war. Our war with Spain was not undertaken to acquire territory, or to gain a foothold in Asia. It has brought upon us responsibilities we can not evade.

FOLDING TABLE



CASH WITH ORDER.



STERLING FURNITURE CO.
GRAND HAVEN, MICH.



THE UNIVERSAL FOOD CHOPPER

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

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

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

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

Write for
descriptive
circular
and
discount.

Foster, Stevens & Co.
Grand Rapids.

Clark-Rutka-Jewell Co.

38 & 40 South Ionia St.

Opposite Union Depot.

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

STRICTLY WHOLESALE

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

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

WILLIAM REID

Importer and Jobber of

POLISHED PLATE
WINDOW
ORNAMENTAL

PAINT

GRAND RAPIDS, MICH.

OIL, WHITE LEAD,
VARNISHES
BRUSHES



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.

MILK INSPECTION.

How the Work is Conducted in Grand Rapids.

The Milk Ordinance, "to regulate and restrain the selling of milk in Grand Rapids," was passed October 11, 1897, and Mr. Richardson was appointed the next month Inspector of Milk for the city. A reporter for the Tradesman called on Mr. Richardson in his office on the top floor of the City Hall to learn, if possible, what has been his experience as to the condition of the milk used by the people of Grand Rapids. His testimony is in substance as follows:

"I was appointed last November, but affairs were not in running order until late in winter, so I could not accomplish so much as I expect to the coming winter. Three hundred fifty licenses have already been issued, 300 for wagons, the remainder being for small dealers who use handcarts or simply carry the cans from house to house in their neighborhood. I should say about 6,000 gallons of milk is consumed here every day, so that it is important to have the milk pure and good. I took samples from a hundred wagons on the street and tested some of them separately and also the mixture, and found the milk very good indeed, containing 4.3 per cent. butter fat. It is impossible to have milk always exactly alike. It has long been known that cows of different breeds do not give the same quantity or quality of milk, and even the milkings from the same cow vary from day to day, although the conditions may be practically the same.

"The theory of using one cow's milk for an infant has been a fad and lacks sense and reason. Look here, take a herd of ten cows. Now, if one of those cows is a bit feverish and its milk is mixed with that of the other nine, one receives the minimum amount of the overheated milk, while if one has simply that cow's milk he receives the maximum amount.

"Milk is so cheap now a days there is next to no profit in it. There is only one man who gets 8 cents a quart for his milk, another 7 cents, several 6 cents, a majority 5 cents, and a few even so low as 4 cents. Why, the other day I found a man too poor to pay for a license. He had four cows and was selling his milk at 4 cents a quart. He will have to sell a cow or two to buy feed for the others. I told him he was doing wrong twice over—he was charging less than the milk actually cost him, and so running behind with his expenses, and it was not justice to other milkmen, for people would think they, too, ought to sell it at that low figure.

"My principal business is to visit the stables and cowsheds and see that the cows are healthy and that the buildings are kept in a sanitary condition, i. e., are well ventilated and clean. If everything is not all right, I must return and see that my orders have been carried out.

"So far I have not been able to prosecute a milkman for using brewers' grains. Only a few attempt to use them, and as they are in a proper condition and used moderately with large quantities of other kind of food, the milk so far has not proved harmful in the least.

"There is much groundless complaint against milk. The other day a man came in wearing a long face and declared he was getting very poor milk and considered himself imposed upon. I examined the sample he brought with

him, and found it to be better than even the required quality.

"In large cities, where milk must come long distances and it is often a day old when it reaches its destination, it can not be kept sweet easily and dairymen resort to the use of a preservative, such as formalin, salicylic acid or boric acid.

"I have just been reading to-day an article in Hoad's Dairyman about the philanthropic work in New York City undertaken by Nathan Straus, since 1893. Here is an extract I would like to call your attention to:

Mr. Straus had noticed the greatly increased death rate among children during the summer months, and becoming convinced that it was largely due to the poor milk supply, concluded that milk properly treated would do much to strengthen children against the trying heat of the summer months in New York City. Upon request of Mr. Straus, the New York Board of Health granted him the use of a pier in the heart of the most populous district in the world. Here a laboratory was built, with all the necessary appliances for the scientific handling of milk, and, with a competent expert in dietetics at the head of it, the work of saving children's lives was begun. The results were seen at once; and the difference between the stale city milk, almost poisonous from long keeping and the presence of bacteria, and the clean pasteurized milk furnished by the laboratory was soon evident. As the summer passed, it became certain that in this method of handling milk was found the solution of a question that had baffled the doctors.

"Now I have a theory, and it is this: Sickness and death caused by the so-called bad milk in large cities is the result of the preservative. This preservative was discovered by a German scientist and has received twelve medals, and even the German Emperor has spoken in its praise. It is tasteless, odorless and colorless. When used it prevents the milk from souring and so there is no waste. But the trouble lies just here: The preservative prevents the milk from being digested and so causes all sorts of troubles except with the robust. Heating the milk by the Pasteur method preserves it as well, and it remains perfectly digestible.

"Have I found any cases of tuberculosis among the cows? None so far; but I have my eye on one bunch of cattle and shall have them examined this week by the State Live Stock Sanitary Commissioner."

Yale Business Men Conclude to Operate.

Yale, Oct. 20—The business men of Yale have been considering for some time the advisability of organizing an association similar to the one that has been so successfully operating in Port Huron for over a year. The idea having fully crystallized, last Thursday night an organization was effected, which in the future shall be known as the Yale Business Men's Association. Charles Rounds was made President, W. H. Ballentine Vice-President, T. H. Parkinson Treasurer and Frank Putney Secretary. The officers are among our best business men and almost every business concern in the village has a representative in the organization.

J. T. Percival, of Port Huron, who is at present the Secretary of the organization in his city, was present to do the organizing and initiate the new officers. Mr. Percival is a successful business man of Port Huron and is an enthusiastic advocate of business men's associations. He will soon organize Marlette and Brown City and then expects to set associations going in smaller towns in the neighborhood of these larger places. His ambition is to make the movement so general as to result in a State organization.

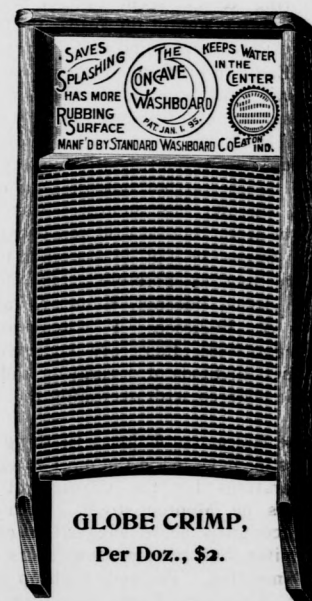
Always be at the head of your own business.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings, genuine.....	25&10
Jennings, imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	70&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 50
Corrugated.....	1 25
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	65&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 55
Wire nails, base.....	1 60
30 to 60 advance.....	Base
10 to 16 advance.....	06
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	25
Finish 10 advance.....	35
Finish 8 advance.....	25
Finish 6 advance.....	35
Barrel 4 advance.....	45
Barrel 3 advance.....	85
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	80
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/4c per pound extra.	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 1/2 lb list 40&10	
HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&1
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50

WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/4 inch and larger.....	9 1/2
Manilla.....	10 1/2
SQUARES	
Steel and Iron.....	70&10
Try and Bevels.....	60
Mitre.....	50
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$2 70 \$2 40
Nos. 18 to 21.....	2 70 2 40
Nos. 22 to 24.....	2 80 2 45
Nos. 25 to 28.....	3 00 2 55
No. 27.....	3 10 2 65
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.	3 20 2 75
SAND PAPER	
List acct. 19, '86.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	60 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 05
Barbed Fence, painted.....	1 75
HORSE NAILS	
An Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nicked.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Clifton.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/2
Per pound.....	6 1/2
SOLDER	
1/2 @ 1/4.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 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, }	

The "Concave" Washboard



SAVES THE WASH.
SAVES THE WASHER.

CARNIVAL DECORATIONS.

How Local Merchants Have Prepared for the Event.

The "hot time" has come and Grand Rapids is now in gala dress for the long-anticipated Carnival. Under the cloak of patriotism, freedom is synonymous with license, fun with vice. In spite of all, there is much innocent sport, and Grand Rapids wears a jolly expression which need not harm the sturdy, steady-going, serious-minded American.

The principal business streets are one mass of color during the day, and of lights at night. A majority of the merchants have confined themselves to trimming the outside of their stores with bunting in red, white and blue, used either as flags, drapes or streamers, but there is such a uniformity of design about the decorations as to be very wearisome to the eyes. In fact, most of the merchants have not seemed to carry out any special design, simply, either willingly or under protest, stuck out a quantity of bunting, which seems to thrust itself upon the passer-by and assert in most emphatic terms, "we'll get there all the same." Monroe street taken ensemble is not picturesque in the least, but here and there are stores which attract attention.

The most popular place Tuesday was J. P. Platte's umbrella establishment. He and the weather prophet seemed to have formed a partnership, for in the doorway was a banner which bore the comforting assurance, "We shelter all." The front of the building from cellar to attic was decorated with series of normal-sized umbrellas covered with red, white and blue cloth. One window was draped in pink, against which rested innumerable umbrella or parasol handles of every sort and description. The other window was draped in red and contained nothing except umbrellas.

Some of the simplest and most effective decorations were found in the windows of the W. L. Douglas Shoe Co. One window was draped in red bunting. Over this were stuck innumerable bunches of shredded white tissue paper, which gave a soft, graceful and artistic effect. The other window was the same with the exception of being draped in blue instead of red. These backgrounds were most fitting for the gentlemen's black and tan shoes.

Spring & Co. seem to have been as successful as any of the firms in draping in the conventional way. There are the Eagle and flags draped over the doorway and enough of the patriotic bunting in other places. On the other hand, N. & M. Friedman have put on so much cheap bunting without any design being carried out, that one questions whether the bunting was not bought at an auction sale and that there is a wager to put on as much to the square foot as possible. The Boston Store, Lyon, Beecher, Kymer & Palmer Co., A. Preusser, P. Steketee & Sons and some others are conservative in their methods of decorating and can not be charged with overdoing the matter.

The Houseman & Jones Clothing Co. seems to have made the most extensive preparations for the Carnival of any dealers on Monroe street. Each window contains some suggestion of the festivities, but one window bears special mention. Perched high up is the great American Eagle dropping red, white and blue ribbons to small boys dressed in the latest styles of children's clothing. In the same window is a large

picture of a naval officer who has a great flag draped about him and a pistol in his hand ready to shoot as he seems to say, "What Uncle Sam says goes." He says, "Now is your time to buy an overcoat."

Canal street is as gorgeous as Monroe street. Sweet's Hotel is a mass of bunting arranged in pretty designs. Both the Giant Clothing Co. and the Star Clothing House have arranged the bunting to simulate arches, niches, etc. One window of "The Star" is devoted to a dramatic representation of the song, "Get your money's worth." An old colored woman, wearing a red dress and blue goggles, is complacently sitting at one corner of her fruit stall. The stand is covered with blue and white bunting. On it are arranged schooners of red lemonade and piles of red apples. Some little boys on the other side of the stall where Aunt Dinah can not see them are cunningly sipping lemonade through straws and stealthily stealing apples, while a policeman near by is on the alert to catch them at their tricks.

Crozier Bros. have perhaps as unique window decorations as any of the merchants, although they have only two windows and they are not overlarge. The sides and floor of each window are lined with red, white and blue crepe tissue paper. At the back of one window stands a life-size plaster of Paris Goddess of Liberty dressed, or robed, in the National colors. At her feet is the American shield. In one hand she holds innumerable red, white and blue ribbons, each attached to a shoe, which is tagged with the price mark. In the other window is a lifelike representative of Uncle Sam, who, too, is driving a bargain in the shoe trade. Could anything be simpler than these designs, but people are fascinated and can not get away from those windows, simply because ideas have been carried out which the stupidest or the most clever person can enjoy. All lines of business furnish the same opportunities for originality and, at the same time, furnish a sure method of advertising. Instead of lumbering each window with mountains of so-called bargains, make each window a picture so fascinating people must enter the store whether they will or not. Take, for instance, a furrier. He could drape the floor and part of the sides with blue and white bunting to represent snow and ice, while above could hang suspended a representation of the aurora borealis in reddish bunting. About the snow and ice some stuffed animals might stand in the most natural positions.

But it is at night when the thousands of lights have been turned on and Grand Rapids is ready for the ball that she appears most brilliant. One is fairly dazzled by the light and color along Monroe and Canal streets and there are glimpses of the same thing in other ways and byways and one imagines himself in fairyland.

There seems to be only one thing lacking to make Grand Rapids as great a pandemonium as Paris itself. Everything abnormal, unnatural and supernatural in the universe has congregated in Grand Rapids for a four days' visit, and as there is "only one of the kind in the whole world," she ought to consider herself blessed and show her appreciation by using confetti and serpentine. Serpentine are stripes or ribbons of various colored paper rolled up much as ribbon is. Confetti are tiny disks of various colored paper. During Carnival time in Paris the spectators each have rolls of serpentine. Grasping one end,

they let go the roll and send it in the direction of the passing procession, in order to show appreciation of any particular float. The confetti is used nights. Everybody buys it and throws it at each chance passer-by much as he would light snow. The next morning one wakes up to find the streets and walks six or eight inches deep with confetti and the telegraph wires wound with great tangles of serpentine, so that Paris glorified with rainbow tints seems even more than ever the City Beautiful. ZAIDA E. UDELL.

His Business Instinct.

One of the brightest traveling salesmen in modern commerce was thinking seriously of going to war.

"You see," he was saying to the old military man whose stories of adventure and achievement had kindled his ambition, "I have had experience in every branch of trade that amounts to very much except fighting."

"I have sold nails, barbed wire, cigars, dry goods, paper, pins, oils, and a number of things. Now, it strikes me that I'd like to handle lead for the Government a while."

"You would have to undergo a good many hardships," remarked his friend.

"I don't care. I'm not married; nobody but myself to think about, and I'd like to see if I can't do something. Of course I may never be heard from, but I'm willing to take my chances at getting a monument some day with the rest of them."

"Of course you would want to go as an officer," remarked the old military man.

"I'd like to. But if I found it couldn't be arranged, I wouldn't stay away for that reason."

"Young man, I like your spirit. Anything I can do for you I will gladly undertake. I'll see if it can be arranged for you to have a commission."

The salesman looked startled. "No," he exclaimed; "don't do that. Of course, I don't like to seem mercenary, but I don't want to do anything on that basis. I have tried it over and over, but I never got any satisfaction out of working on commission. Give me a salary every time."

A cloth jacket is warmer than a fur-lined cloak, because there is no temptation to leave it open.

There is no open door to the temple of success, no royal road to your triumph.

Cultivate your customers. This is the best way to begin to push your business.

A pleased customer is a good advertisement.

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—GROCERY STOCK IN CENTRAL Michigan, city of 3,000 inhabitants. Will sell at sacrifice. Address No. 745, care Michigan Tradesman. 745

WILL BUY AT A BARGAIN STOCK OF general goods and groceries in a thrifty town of about 3,000 in Central or Western Michigan. Address No. 746, care Michigan Tradesman. 746

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 749, 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. 691

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

CENTRALLY LOCATED DRUG STORE, DO- ing a good business in the city, for sale. Good reasons for selling. Address L. 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 \$4500, 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, \$5; 1896, \$21.20, and 1897, \$24.13. Located in manufacturing town. No cut prices. Rent reasonable, \$29 per month. Living rooms in connection. Address No. 668, care Michigan Tradesman. 668

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

WOULD LIKE TO EXCHANGE STOCK farm of 60 acres, located in Ionia county, for general merchandise. Address Box 2, Mathriton 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; in excess of \$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 \$2,000, on payment of \$500 down and balance on time to suit purchaser. Such a bargain comes only once in a lifetime. Address Zeno, care Michigan Tradesman. 735

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

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

TORRENT 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 so invited. Address No. 749, 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, listing 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

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

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. List of references. Large experience. Address L. J. Shafer, 31 Calkins Ave., Grand Rapids Mich. 744

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. 22 parlor car. Westward—No. 11 parlor car. No. 17 Wagner parlor car.
*Daily. +Except Sunday.
E. H. HUGHES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.,
C. A. JUSTIN, City Pass. Agent.
97 Monroe St. Morton House.

GRAND Rapids & Indiana Railway Sept. 25, 1898.

Northern Div. Leave Arrive
Trav. C'y, Petoskey & Mack... + 7:45am + 5:15pm
Trav. C'y, Petoskey & Har. S... + 2:15pm + 10:00pm
Cadillac accommodation..... + 5:35pm + 10:55am
Petoskey & Mackinaw City..... + 11:00pm + 6:25pm
7:45am and 2:15pm trains have parlor cars;
11:00pm train has sleeping car.
Southern Div. Leave Arrive
Cincinnati..... + 7:10am + 9:45pm
Richmond..... + 2:10pm + 2:00pm
Cincinnati..... + 10:15pm + 7:10am
For Vicksburg and Chicago... + 11:00pm + 9:10am
7:10 am train has parlor car to Cincinnati;
and parlor car to Chicago; 2:10pm train has
parlor car to Richmond; 10:15pm train has
sleeping cars to Cincinnati, and on Sept. 27-29,
Oct. 2, 5, 9, 12 and 16 to Indianapolis, Louisville,
and St. Louis. 11:00pm train has sleeping car to
Chicago.

Chicago Trains.
TO CHICAGO.
Lv. Grand Rapids... 7:10am 2:10pm *11:00pm
Ar. Chicago..... 2:00pm 9:10pm 6:25am
FROM CHICAGO.
Lv. Chicago..... 3:02pm *11:45pm
Ar. Grand Rapids..... 9:45pm 7:10am
Train leaving Grand Rapids 7:10am has parlor
car; 11:00pm, coach and sleeping car.
Train leaving Chicago 3:02pm has parlor car;
11:45pm, sleeping car.
Muskegon Trains.
GOING WEST.
Lv. G'd Rapids..... *7:35am *1:00pm *5:40pm
Ar. Muskegon..... 9:00am 2:10pm 7:05pm
GOING EAST.
Lv. Muskegon..... *8:10am *11:45am *4:00pm
Ar. G'd Rapids..... 9:30am 12:55pm 5:20pm
Sunday trains leave Grand Rapids 9.00 a. m.
and 7.00 p. m. Leave Muskegon 8.35 a. m. and
7.15 p. m.
+Except Sunday. *Daily
C. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

DULUTH, South Shore and Atlantic Railway.

WEST BOUND.
Lv. Grand Rapids (G. R. & L.) + 11:10pm + 7:45am
Lv. Mackinaw City..... 7:35am 4:20pm
Ar. St. Ignace..... 9:00am 5:20pm
Ar. Sault Ste. Marie..... 12:30pm 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. HERRARD, 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.**

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and
Largest Manufacturers of

**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

on this Continent.
No Chemicals are used in
their manufactures.

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

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

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

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

**Walter Baker & Co. Ltd.
Dorchester, Mass.**

LABELS FOR GASOLINE DEALERS

The Law of 1889.

Every druggist, grocer or other
person who shall sell and deliver
at retail any gasoline, benzine or
naphtha without having the true
name thereof and the words "explosive
when mixed with air" plainly
printed upon a label securely at-
tached to the can, bottle or other
vessel containing the same shall
be punished by a fine not exceeding
one hundred dollars.

We are prepared to furnish
labels which enable dealers to com-
ply with this law, on the follow-
ing basis:

1 M.....75c
5 M.....50c per M
10 M.....40c per M
20 M.....35c per M
50 M.....30c per M

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

PIANOS

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



**A. B. Chase and
Ann Arbor
Organs**

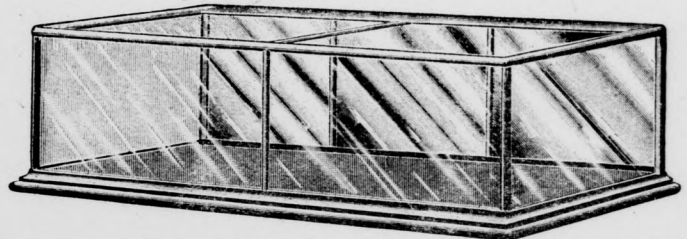
A full assortment of Sheet
Music and Musical Mer-
chandise. Everything in
the Music line at lowest
prices. Catalogues sent free
on application.

JULIUS A. J. FRIEDRICH

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

THE LEADING MUSIC HOUSE OF WESTERN MICHIGAN.

SHOW CASES OF ALL STYLES

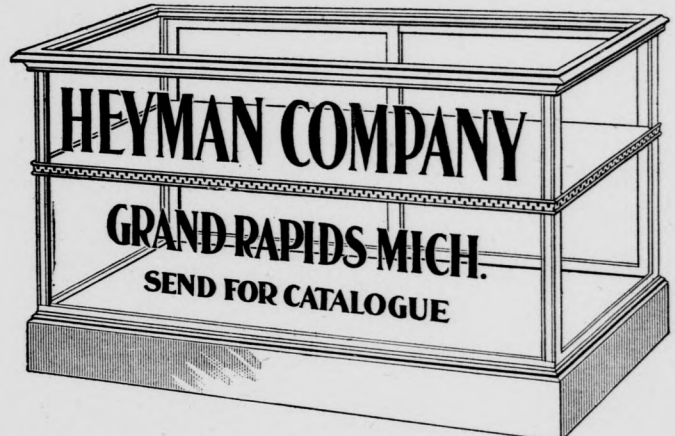


Until Nov. 1 we will furnish these highly finished show cases with inlaid wood
corners at the following low prices f o b Bryan:

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.



This Showcase only \$4 00 per foot.

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

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

Is It a Wonder



that merchants who buy our line of premium goods report that they would not have believed that premiums influence trade to such an extent until they had been convinced by an actual trial? Our goods are attractive, well finished, honestly made and low in price. In quadruple plated silverware, in bronzed clocks, family scales, hatracks, holiday goods, useful and ornamental, we show a large line of the latest up-to-date goods. We give you the choice of your own selection or recommend our popular \$25 or \$50 assortments sold with special inducements. We issue separate catalogues

on silverware, clocks or holiday goods. Let us know which to send you.

The Regent Manufacturing Co.

174 Wabash Ave., Chicago, Ill.

THE "HOME RULE" OIL AND GASOLINE CAN



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

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

Sold by jobbers everywhere

Manufactured by

THE WINFIELD MANUFACTURING CO., Warren, Ohio.

"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.**

