

MICHIGAN TRADESMAN

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GRAND RAPIDS, WEDNESDAY, NOVEMBER 2, 1898.

Number 789

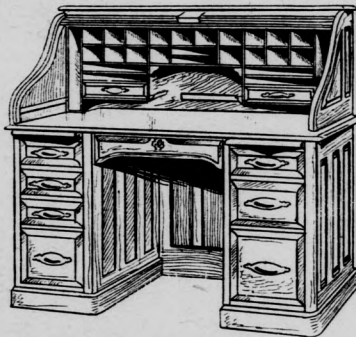
A DESK FOR YOUR OFFICE

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

Less than the Manufacturer's Cost

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

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



SAMPLE FURNITURE CO.

JOBBER'S OF SAMPLE FURNITURE.

PEARL AND OTTAWA STS.

GRAND RAPIDS, MICH.

A GOOD SELLER

The Economy Farmer's Boiler and Feed Cooker



The Kettle is of smooth, heavy cast-iron. The furnace or jacket is of heavy, cold rolled steel, and very durable. We guarantee this Feed Cooker never to buckle or warp from the heat. It is designed to set on the ground, or stone foundation, and is especially adapted for cooking feed, trying out lard, making soap, scalding hogs and poultry, and all work of this nature. Made in four sizes—40, 60, 70 and 100 gallon.

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50. CIGAR. ALL JOBBERS AND
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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.

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Don't Be Dull and Discontented, but 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.



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.

PURITY AND STRENGTH!

FLEISCHMANN & CO.'S COMPRESSED YEAST



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

ABSOLUTELY PURE

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

FLEISCHMANN & CO.

Detroit Agency, 118 Bates St.

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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.

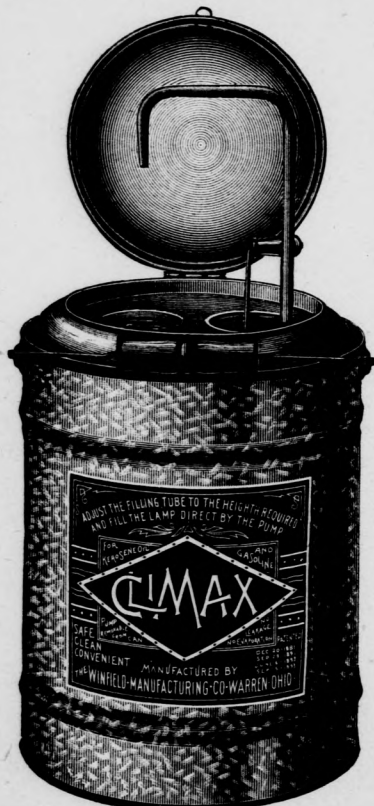
Can you afford to be without it?

Made only by

National Biscuit Company

Grand Rapids, Mich.

THE "CLIMAX" FAMILY OIL CAN



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

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

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

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

The Winfield Manufacturing Co., Warren, O.

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.

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 2, 1898.

Number 789



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

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Established 1841.

R. G. DUN & CO.

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

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THE Grand Rapids FIRE INS. CO.

Prompt, Conservative, Safe.
J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

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Special bargains in elegant Blue and Black Serge, Cheviot, Unfinished Worsted and Clay Worsted Suits, and greatest line of Kersey, Covert, Boucle Worsted, Worambo, Chinchilla Overcoats and Ulsters, all manufactured by **Kolb & Son, of Rochester, N. Y.**, only house selling really All-Wool Kersey Overcoats at \$5.50 and Boucle Worsted Overcoats at \$6.50. Meet our Wm. Connor at Sweet's Hotel, Grand Rapids, Thursday, Friday, Saturday, Nov. 10, 11, 12, or address

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P. O. Box 346, Marshall, Mich.

PREFERRED BANKERS LIFE ASSURANCE COMPANY

OF DETROIT, MICHIGAN.

Commenced Business September 1, 1893.

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

FRANK E. ROBSON, PRES.
TRUMAN B. GOODSPEED, SEC'Y.

If You Hire Help

You should use our

Perfect Time Book and Pay Roll.

Made to hold from 27 to 60 names and sell for 75 cents to \$2. Send for sample leaf.

BARLOW BROS.,
GRAND RAPIDS, MICH.

THE FORGOTTEN PAST

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

TRADESMAN COMPANY,
GRAND RAPIDS.

NO MORE CARNIVAL.

The second carnival undertaken by Grand Rapids talent has passed into history and, with only a small percentage of dissenters, the solid sentiment of the people is clearly opposed to a repetition of the affair.

The first carnival was tolerated because the average citizen did not know what a carnival was like and was disposed to lay aside his prejudices against the sensational methods of the management long enough to enable him to judge of the results. When the affair was over and the cost was counted, it was found that the losses exceeded the profits; that the aggregate damage to the city at large was infinitely greater than the material benefits reaped by a few; that the immorality and indecency introduced and maintained for four days had given the moral tone of the city a set-back from which it would be long in recovering.

When it was announced that a second carnival was to be held under practically the same auspices as before, vigorous protests were recorded by leading representatives of every class of citizens, except the keepers of saloons and worse places and the lower strata of society generally. The protests were met by the statement that this year's carnival would be an improvement over the initial event; that the objectionable features incident to the first carnival would be eliminated and that nothing but harmless fun would be permitted. Reassured by these representations, some of the people relinquished their opposition to the affair, only to find in the outcome that every promise was broken, that every protestation of decency and morality was ignored.

The carnival this year was a disappointment to every one except those who correctly predicted its character, the places which profited by the opening of the flood gates of vice and licentiousness and those whose services were compensated by the division of the fund which was raised by the usual methods of taxation, which are not far removed from blackmail. The street parades were silly in conception and poorly handled on the line of march, those who assembled to see the widely-advertised flower parade on Wednesday, comprising largely ladies and children, being compelled to wait one and a half hours beyond the time appointed in the chill of a wintry autumn day, while the blue features and shivering bodies of the thinly-dressed ladies who participated in the parade plainly showed the effects of the mismanagement.

Instead of the carnival being cleaner than its predecessor, it was viler in every way. All that lust and avarice could suggest was introduced to trap the unwary. License proved to be only another name for licentiousness, and scenes were enacted and crimes committed under the guise of "fun" which will leave a lasting stain on the moral character of the city. Public dances were permitted to run day and night by the authority of the carnival committee, in which girls of tender age were per-

mitted to consort with prostitutes and their male companions. Boys not yet out of their teens were led into the clutches of diseased harlots and took the first step on the downward road to ruin. The very air appeared to be impregnated with the deadly miasma of license and lust, culminating in a saturnalia of drunkenness and disorder.

In the face of "Colonel" Aldrich's statement that there is a "universal demand for a repetition of the carnival," the Tradesman insists that less than 10 per cent of the people are clamoring for a third "week of fun." It may be true that the carnival helped a very few merchants on Monroe and Canal streets; and the saloons, places of questionable repute and the cheap hotels and boarding houses undoubtedly reaped a rich harvest. On the other hand, it damaged the rank and file of the retail trade, the wholesale trade, the manufacturing industry, and all other legitimate lines of business by reason of the stagnation in trade attending the festivities and the demoralization which preceded and followed the event. If "Colonel" Aldrich must have some means of "raising the wind," in order that he may keep on good terms with his landlord, it would be infinitely cheaper to pass around a subscription paper and permit the people to contribute to his support direct, rather than to assist in his maintenance by the indirect means of a "carnival of fun."

FAVORABLE INDICATIONS.

If there is any fact behind the often quoted maxim that when iron and steel go up all merchandise follows, the financial condition of the country is cheering. The mercury in the iron trade is certainly rising and, as if to verify the quotation, other departments of commercial industry are showing an upward tendency.

Among the first to feel and, what is better, to respond to this rise is the farmer. The advance in the price of wheat has created a disposition to increase the production and in the wheat-producing regions the number of wheat fields is increasing, especially in the winter wheat belt.

Interest in beet sugar and in its production has taken a new lease of life. At Salinas, Col., a plant has been started, to cost \$2,500,000, with a capacity of crushing 3,000 tons of beets per day, producing a yield of 450 tons of sugar. There are strong indications that within a month contracts will be let for the construction of the first beet sugar refinery in Colorado, at a cost of \$400,000, with a capacity of handling 350 tons of beets per day; and Peoria, Ill., is to construct a similar plant, at a similar cost, all of which strengthens the prediction that this industry will soon take its place among the great manufactures of the country, and so increases the growing conviction that from the agricultural outlook the financial condition of the country is from fair to middling.

As an item of interest in this connection, it is pleasing to note that an area of some 2,500 square miles has been

added to the United States home farm as a result of the survey of the mouth of the Yukon River by Captain Pratt. He found that the south mouth of the Yukon empties into Bering Sea twenty miles farther west than has been supposed; and in addition to this the entire coast line from Cape Lyer almost to Saint Michael's proves to be farther west than the maps show—facts which do not diminish the condition of National thrift.

A glance at our foreign relations shows the same gratifying condition. There is an unusual demand for American wheat and flour. The new United States 3 per cent. war bonds have advanced to 105%. The National Treasury has an available cash balance of \$304,018,702, with a gold reserve of \$240,945,875.

That the exports from this country for the first nine months show an increase, and the imports a large decrease, is cheering. The Bureau of Statistics shows that the exports for September are the largest in our history, being more than 33 per cent. in excess of the average for the corresponding periods during the last fifteen years. The imports for the year have been equally favorable, being less for the nine months than for the same period since 1885. They were more than \$100,000,000 below the average for the corresponding periods for the last ten years.

It is a good comfortable showing from first to last. It indicates that the country is not getting upon its feet, but firmly standing on them; and, what is better, it confirms the conviction that the United States is, as she always has been, more than equal to the position she occupies among the nations of the earth and that she is determined to turn that position to good account in the general amelioration of mankind.

Considerable mercantile importance is attached to the opening of the new harbor at Stettin, which was effected a few weeks ago in the presence of the German Emperor and Empress. The object of the extensive works of dredging and harbor construction which have just been completed there is to put the leading port of Prussia in a position to compete successfully with the growing prosperity of Hamburg, and to offer accommodation for the largest ocean-going steamers. Now that the harbor is finished, the ambition of Stettin is directed to the realization of the great scheme of a ship canal to Berlin, in place of the present inadequate Finow canal, through which only barges can pass. When the canal connecting the Elbe with the Trave is completed Lubeck will become a dangerous rival of Stettin for the Berlin trade, and on this account great efforts are being made to promote the Stettin-Berlin ship canal scheme. Of course, the Emperor delivered one of his magniloquent addresses, in the course of which he alluded to his dreams of sea power: "Our future," said he, "is on the water."

It is quite permissible to rob Peter to pay Paul—if your name is Paul.

Dry Goods

The Dry Goods Market.

Staple Cottons—Business continues without any material change. The sellers of all cotton goods are easy to deal with, but at the same time are making no efforts whatever to force goods on the buyers. There is a somewhat firmer tendency perhaps being noted in light-weight goods, the print cloth yarn division being in sympathy with Fall River. Cotton duck and brown osnaburgs have been particularly quiet, but there is no change to remark in quoted prices. In bleached cotton there has been a trifle livelier demand noted, but for very small quantities, so that the total can hardly be called satisfactory. Prices are not quoted any differently, but holders are rather easy and buyers are able to obtain some slight concessions. Wide sheetings, cotton flannels and blankets are just steady, with prices unchanged, but there is a somewhat better enquiry for denims and other coarse colored cottons.

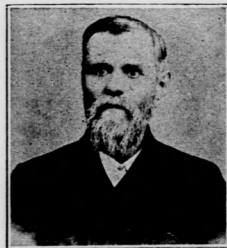
Prints and Ginghams—The print and gingham market is, on account of the print cloth situation, attracting considerable attention. The last reports received from Fall River seem to show that there is to be a stoppage without doubt of at least four weeks of the print cloth looms during the next two months; and in addition to this, the placing of the selling of cloths in the hands of a small committee, as we have mentioned in previous issues, will make a decided change in the situation. As the market now appears to be advancing, it seems as though it was a favorable time for this work to begin.

Carpets—The leading agents of tapestries, cheap velvets, etc., have notified the trade that no auction sales will be held by them this year, but that their surplus stock will be disposed of as in former seasons at private sale. No prices are announced upon stock goods, but it is anticipated that they will be low enough to move goods as effectively as through the auction room. Were the size of accumulations and the extent of stocks in retailers' hands known, the outlook for the coming season could be defined more accurately; without this knowledge, however, only an approximate idea of the probable course of business can be arrived at. It is generally believed that a large part of the goods taken by the trade upon the basis of auction prices have been moved into consuming channels at low prices. The stocks still remaining, however, are believed to be sufficiently large to induce extreme conservatism in buyers' operations upon new goods. The course of business upon lines of ingrain and cotton and mixed goods that have already been opened is hardly an accurate index of the actual condition of buyers, since the latter can not be expected to operate freely until they have seen other lines and obtained a more accurate idea of the price position of these lines. Trading in goods that have been opened has been very slow, and an attempt to obtain an advance of 2½c per yard has been successfully resisted. Such business as has been done has been placed at old prices, and it is generally conceded by manufacturers of all classes of goods that whatever may be the volume of initial business upon new goods, it must be done at old prices. The majority of the trade admit that there will be no advance in prices at the opening of the season, but they believe

that trade may warrant an advance upon duplicate orders. Whether trade warrants an advance later on, it is certain that many manufacturers will either have to secure higher prices, reduce the quality of their goods or shut down. Not a few manufacturers have already exhausted their supplies of ante-tariff wool, but have reduced the quality of their goods by the use of cheap substitutes to a point where further deterioration means detection. The manufacturers who still have cheap wool will control the initial trade upon spring goods, and the others will have to take a back seat unless their product be of such superior quality and design as to command trade irrespective of price. Unfortunately, in these days of jute and cotton, price is of far greater weight than reputation, and the cheap slightly carpet of poor quality is preferred by most buyers to the standard extra superior body brussels. Cheap tapestries and velvets and granite and agate weaves in cotton and jute promise to be the big sellers for the coming season, at the expense of extra supers and the high-grade three-quarter goods.

Silks—The silk trade has been fairly active in the clearing up of accumulations of fall goods, but the course of the market has not been such as to give strength to the price position of spring lines. Despite a fairly satisfactory fall trade, the stock accumulated was large, and the low prices made to move it have injured the chances of obtaining advances upon new goods. New lines of fancies are meeting with a fair demand, and the business already booked upon plain goods is larger than usual. Prices are as low as those of last season and in some instances are lower, despite the higher price at which the raw material is now selling. As in silks, the situation of the market upon fall lines of woolen and worsted dress goods hinders trade upon spring goods. Accumulations of ante-tariff goods are a burden to both the primary market and to distributors. They are being offered even by retailers at 50c on the dollar, and are moving slowly at that. Spring as well as fall goods are selling at free wool figures; it is not a matter of price that hinders trade. The market will assume its normal tone when accumulations cease to depress it, and not before. In the meantime a fair business will continue to be done upon medium and low-priced novelties.

Millions of pairs of dolls' shoes are sold in this country annually, the greater part of which are imported from Germany.



I. W. LAMB, original inventor of the Lamb Knitting Machine, President and Superintendent.

The Lamb Glove & Mitten Co., of PERRY, MICH.,

controls a large number of the latest and best inventions of Mr. Lamb. It is making a very desirable line of
KNIT HAND WEAR

The trade is assured that its interests will be promoted by handling these goods.



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.

A BASEBALL PITCHER



becomes famous for the curves he makes. "EMPIRE" trousers are popular because the cut and hang to them is right. Critics say they are unrivaled when it comes to ready-to-wear garments. They are all that skill and knowledge can contribute to the making of perfect goods and are far superior to the product of many would-be merchant tailors. EVERY PAIR WILL WEAR TWICE AS LONG AS ANY OTHER SOLD AT A SIMILAR PRICE. Will have our salesman call if you say so.

Voigt, Herpolsheimer & Co.

Wholesale Dry Goods,
Pants and Overalls,
Grand Rapids, Michigan.

DUCK COATS

MACKINAW COATS
LUMBERMEN'S SOCKS
WOOL SOCKS HOSIERY

P. Stekete & Sons
Grand Rapids, Mich.

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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.

Lighter Nut Crop Than Usual This Fall.

New York, Oct. 31—"Taken as a whole, the nut crop of the country this fall is rather light," said H. R. Davy, a Fulton street nut dealer, the other day. "There is not an actual shortage, but in the case of most of the different kinds of nuts smaller quantities than the average are coming into market. The only notable exception to this is in the case of chestnuts. They are abundant and very good. Most of our chestnuts now come from this State and Pennsylvania. We used to get a good many from the South, but, although these were a little larger, they did not keep as well as the Northern nuts. The cause of the fine chestnut crop this year has been the great amount of damp weather that we have had. The burrs absorb the moisture and it develops the nuts better than anything else could.

"Now, with hickory nuts it is just the opposite way. The same reasons that have made the chestnuts good this year have hurt the hickory nuts, so that the crop of them is considerably smaller than usual. They need dry weather to grow well. We get them from New York, New Jersey and Pennsylvania, and from points in about the same latitude further West—Ohio, Indiana, etc. Pecan nuts, which grow all along the Blue Ridge Mountain range, from the Catskills to Georgia, are of the same family as hickory nuts, and consequently have suffered also from the wet summer weather. The shipments of them will be comparatively light. Black walnuts and butternuts are coming in in just about average quantities—not more than that, at any rate. The walnuts grow largely in Northern New York and in New England. Nearly all the butternuts I get come from Vermont. You notice that, although the two are about the same kind of nut, the walnuts are sent to market without the outside husk on, while the butternuts are shipped just as they are picked from the tree. That is because the butternuts dry out quickly and become poor if the outer covering is removed, while the walnuts do not seem to be affected that way. Of course, it is more convenient to ship nuts in as small and compact a form as possible. Peanuts are good this fall. We have been getting large quantities from Virginia, where most of them are raised.

"That accounts for the most important kinds of what are usually regarded as the domestic nuts, although really almonds and the so-called English walnuts ought to be ranked as American products now, since California raises both so plentifully. They have not begun to come in much yet, but we expect them in about a couple of weeks. I haven't had any certain information in regard to the crop, but I think from what I have heard that the California almonds and English walnuts will, like so many of the other nuts this fall, be fewer than usual."

The Selection of Stoves.

When cold winds make the olfactory organ assume a celestial hue and the pleasantest thoughts which one could possibly foster are those of summer months, then the paternal or maternal mind meditates on the problem of heating the family abode in the best possible manner. They cast about them for ways and means which will bring about the desired result most effectively. The time was when the retailer had a formidable rival in the cheerful and economical grate fire, but this is almost past in the present day. The few people who have their houses built for use of grates have them put in rooms which are rarely used, or else only have the grate in order to form an excuse for getting a mantel, which is a most ornamental adjunct. Then, too, it is well known that the brightly blazing grate which is so pleasing to look upon is a delusion and a snare when used without a furnace in bitter cold weather. Its

cheery flame burns up the portion of the anatomy turned toward it and leaves the opposite side to grow benumbed with cold; consequently no one expects to be warm—but in sections when using this mode of heating. Wood stoves are very popular in localities where wood is both plentiful and cheap, for they are clean and easily managed, although the fire does not keep in them so well as in the coal stove. They are often cheaper—therefore it would be advisable for the merchant who lives in a district where timber abounds to have a good line in stock. There are many varieties, which differ in usefulness, appearance and price to such a degree that it would be well to study their various characteristics with care before making purchases. One insignificant but desirable point may give one class of stoves preference over others. A hearth may be preferred by some to others, and it is well to take these details into consideration when selecting stock and afterward when showing them to customers.

Good Signs a Necessity to Good Business.

Written for the TRADESMAN.

The question, "What's in a sign?" might call forth even more than a smile when applied to a farmer who "planted only in certain phases of the moon," or would kill hogs only when "the sign was right;" but, when applied to a store sign, no one will deny that a good deal is "in a sign." In the first place, the store sign should be plain and conspicuous, so far as relates to the name of firm and its business. This, of course being on the outside, is but a label, as it were, therefore it is of prime importance that it be legible and easily seen. But this is not all there is in a sign: It carries a character of its own and dignifies or degrades, as its appearance strikes the observer.

Yet these outward signs, being mere labels, have not the importance attached to them that their inside cousins have, the interior or show card signs.

Brains, when making store signs, will be found to be the most valuable body to mix your coloring matter with of all things used for this purpose, on exactly the same line of reasoning used by an eminent artist who, when asked by a student what he mixed his paints with, replied, "Brains, my boy, brains!" Thus we may assert that, when brains are used in the wording and display of interior store signs, results justify the means used in proportion to their having the quality mentioned imbued into their very make-up, so as to be visible to the eye of any casual beholder.

In our opinion those stores that make use of the most good display signs are counted as most advanced and "up to date." Surely they present the best appearance, for interest in store signs begets interest in store-sign surroundings. From which we may reasonably look for a more tasty arrangement of things the signs relate to, which must lead to better results in any business to which may be applied signs bearing displayed, descriptive or legendary text tending to attract the eye, chain the attention and eventually force trade, on the line of reasoning that a thing which bears placarding must have some inherent worth to recommend it.

Poor signs are invariably a hindrance, if not an actual damage to any store.

L. A. ELY.

It costs about \$1,000 to build an electric cab of the kind now in use in Paris.



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.

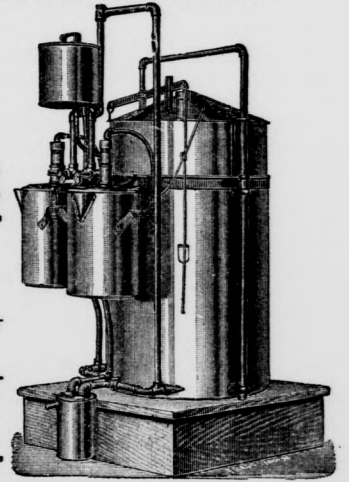
APPROVED BY THE NATIONAL BOARD OF UNDERWRITERS

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.



THE OWEN ACETYLENE GAS GENERATOR

Orland, Ind., Aug. 24, 1898.

Gentlemen—We have been using your gas generator for two months now, and would not return to our old lamps again for twice the cost of the plant. We can now sell clothing, match dress goods and do all other business by gaslight with satisfaction to our customers and to ourselves. Last summer the heat from our Rochester lamps was so great that our store was like an oven on hot nights. The gaslight does away with this and is very satisfactory in every respect. Yours respectfully, J. G. PARKER.

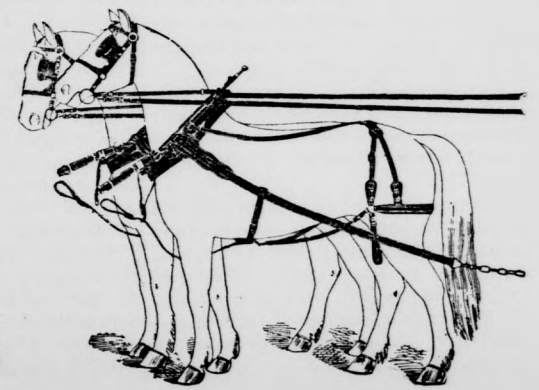
Geo. F. Owen & Co. Grand Rapids Michigan.

BROWN & SEHLER WEST BRIDGE ST., GRAND RAPIDS, MICH.

Mfrs. of a full line of **HANDMADE HARNESS FOR THE WHOLESALE TRADE.**

Jobbers in **SADDLERY, HARDWARE, ROBES, BLANKETS, HORSE COLLARS, WHIPS, ETC.**

Orders by mail given prompt attention.



Around the State

Movements of Merchants.

Big Rapids—Thomas Ward, Jr., has opened a new meat market.

Negaunee—Werner Nikander has sold his drug stock to L. Clement.

Coral—S. S. Holcomb has put in a line of furniture at this place.

Menominee—Nelson & Ziemann have opened a grocery store at 419 Main street.

Reed City—L. H. Norman has purchased the bazaar stock of Mrs. L. S. Blank.

Kalkaska—A. E. Pierce has purchased the grocery stock of C. H. Peronette.

Laingsburg—Swartout & Blood have embarked in the hardware and grocery business.

Ovid—A. Behrendt is closing out his stock of bazaar goods and will retire from trade.

Bay City—M. E. Raymond & Co. succeed Tenny & Raymond in the furniture business.

Port Huron—A. S. Phillips has leased a store building and will engage in the bakery business.

Birch Run—J. B. Alexander has opened a meat market in connection with his general store.

Bay City—Landon Mead has engaged in the grocery business at the corner of Birney and Sixth streets.

Battle Creek—Dibble & Austin succeed C. Calvert & Son in the flour and feed and wood and coal business.

Owosso—F. E. Jackson, of Angola, Ind., has purchased the bazaar stock of Danner & Co., which was sold at auction.

Manton—Frank Weaver has sold his grocery stock to Compton & Swanson, who will add it to their general stock of goods.

Saginaw—Frank L. Sturtevant has opened a grocery store at 1307 Genesee avenue under the style of the Banner grocery.

Coopersville—L. D. Mills has purchased the drug stock of Dr. John Ball, at Lansing, and removed it to this place.

Pontiac—The clothing house of Jake Barnett has been closed on a chattel mortgage held by the Oakland County Savings Bank.

Kalamazoo—M. Stoneburner, formerly freight agent on the C., K. & S. Railway, has engaged in the grocery business at this place.

Manton—J. W. Hubbell has purchased the interest of his brother, L. A., in the grocery and meat market business and is now sole proprietor.

Owosso—D. Moss and W. Wenigarden have opened a fruit and candy store at this place. They also conduct like establishments at Detroit and Flint.

Allegan—A. Shuler and A. Pettie have formed a copartnership under the style of Shuler & Pettie and engaged in the grain and produce business.

Ann Arbor—Geo. C. Hascall has purchased the hardware stock of Parker, Colburn & Schneider and will place Geo. L. Moore in charge of the business.

Otsego—Chas. P. Hale has sold his interest in the firm of Hale & Siple, dealers in grain and lumber, to Fogle & Smith, of Rochester, Ind. Neither of the purchasers will remove to Otsego, as they have a business of their own at Rochester. The new firm will be known as Geo. H. Siple & Co.

Sunfield—R. M. Bascom has purchased the interest of J. Lundquest in the meat market of Nicol & Lundquest, and will add his stock of groceries to the business.

Escanaba—Peter Groos has sold his interest in the drug stock of Groos & Son to another son, who has formed a copartnership with John Groos and will continue the business under the style of Groos Bros.

Escanaba—P. A. Bredeen and F. F. Bolger, who conducted a grocery store at this place, have dissolved, Mr. Bredeen having retired from the business and removed to Gladstone to engage in the same line of trade.

Woodstock—The mercantile firm of Derby & Ransweiler has been dissolved by mutual consent, Daniel J. Derby retiring from the business. The business will be continued under the style of Edward S. Ransweiler.

Wayland—H. K. Gleason has sold his drug stock to Chas. E. and Harry D. Allgeo, who will continue the business under the style of Allgeo Bros. Harry D. Allgeo is a registered pharmacist and will have charge of the business.

Detroit—Hermann C. Naumann & Co. have removed their egg, butter and produce business from 33 Woodbridge street, West, to 353 Russell street. The change is made to secure larger quarters and also to place the house in closer touch with its customers.

Harrisville—There will be thousands of bushels of potatoes left in the ground here this winter, as rain has fallen for the last sixteen days, and the clay ground is in such condition that they can not be dug. In many places water stands between the rows from four to six inches deep. There have been more apples shipped from this county this fall than in any two previous years.

Manufacturing Matters.

Eaton Rapids—Holcomb & Bunker have leased the Eaton Rapids axe factory.

Posen—English & Son have added a shingle mill to their saw and planing mill.

North Adams—Harrison Holcomb, manufacturer of bed springs, has removed to Ashley, Ind.

Saginaw—The Saginaw Novelty Co. succeeds John McLean & Co. in the box manufacturing business.

Ovid—Robert Hyslop has purchased the old mill site in the western part of the village and will erect a gristmill in the early spring.

Portland—H. K. Balderson has resigned his position as Secretary of the Michigan Cabinet & Commode Co., on account of the press of private business.

Rogers City—Platz Bros. have sold their shingle mill here to George Miller, of Onaway. The machinery has been moved to that place, and the mill will immediately be put in operation.

Blissfield—A portion of the Home Canning Co. burned Monday night. It is one of the largest in the United States. Loss about \$10,000. The property is in litigation. No insurance.

Lake City—The Keelan Shingle Co. now operates the plant formerly owned by Chas. Beemer, near Morley. Mr. Beemer remains with the new firm. Ardis & Ardis are the silent partners in the business.

Saginaw—The Welsh & Kerry Manufacturing Co. has closed a deal with H. C. Ward, of Bay City, by which it comes into possession of several thousand feet of maple, which will be shipped to this place and manufactured into flooring.

Detroit—The Union Brewing Co. has been incorporated with a capital stock of \$75,000, of which \$15,000 is paid in. The chief stockholder is Joseph Aiple, who holds 1,000 shares, and there are eleven shareholders besides him, all of Detroit.

Corunna—D. M. Lowe and Chas. Eveleth have leased the flouring mill at this place of the proprietor, A. E. Morley, of Chicago, and will take possession Jan. 1. Mr. Lowe had the management of the mill several years. John Jarvis and Harry Harrington, who now operate the plant, will remove to Durand and conduct a similar business.

Saginaw—The Saginaw Box Co. has been succeeded by the Saginaw Novelty Co. The property of the box company was sold recently under mortgage sale to John L. Jackson. The officers of the Novelty Co. are: John L. Jackson, President; Leonard Van Houghten, Treasurer; E. F. Achard, Secretary, and John McLean, Manager. The capital is \$12,000, and the concern will manufacture box shooks, crates, grease boxes and other articles of wood.

Flour and Feed.

The demand for both wheat and flour continues to be very heavy at home and abroad, exports for the past week in wheat and flour amounting to over 5,000,000 bushels of wheat, which is being shipped to a much larger number of foreign countries than usual. The movement of wheat from first hands for the past three or four weeks has been large, but all seems to be needed and but little is left to increase the visible supply. Should the rapid consumption continue for a few weeks longer, as now seems likely, much better prices will, no doubt, prevail. The city mills are all running steadily at full capacity and have plenty of good orders for at least a month's business. In fact, the mills of the country, as a rule, have been running quite steadily since harvest and a much larger amount of the crop has already been ground into flour than is generally supposed.

Feed and meal are both about \$1 per ton higher, in sympathy with the advance of corn and oats, and are in good demand. Mill stuffs remain steady with strong demand.

WM. N. ROWE.

Hides, Pelts, Tallow and Wool.

Hides show a decline of ½c and the supposition is that they will go still lower. There is a demand for all that is offered and dealers are sold ahead at old prices. A sale of one or two cars at the low prices looks like an effort to break the market to load up on.

Pelts are few in Michigan and are lower in price, in sympathy with wool.

Tallow is firm for all grades, with little edible offering. The demand is equal to the supply.

Wools have sold more freely the past two weeks than for months previous. Large and small manufacturers have been in the market and some large orders have been placed. The prices quoted and those received vary and indicate some shading of values to effect sales. It is reported that as trade is started, others are inclined to put in the knife and work off some of their holdings; or it may be to more nearly meet the views of their customers and do business again, instead of holding forever for a profit. Wool can not be replaced at price, either at home or abroad.

WM. T. HESS.

The Boys Behind the Counter.

Battle Creek—J. J. Van Haften, formerly prescription clerk for Geo. McDonald, of Kalamazoo, has accepted a similar position with Markham & Erwin here.

Lansing—D. F. Root has resigned his position as book-keeper for the Hall Lumber Co. and will return to Ionia. Herbert A. Hall will take charge of the books and B. F. Hall, Jr., who has resigned his position on the staff of the Cleveland Plain Dealer, will take an active part in outside business of the lumber company.

Middleville—W. B. Brown has resigned his position with M. C. Hayward & Son. The vacancy has been filled by Fred Alexander, of Lansing, who will soon move here with his family.

Port Huron—Dr. James Potter has severed his connection with Burwell's drug store, after eight years' continuous service, and will leave about Nov. 10 for a trip to Cleveland, Buffalo, Washington and Baltimore for his health. After spending a few weeks at the above mentioned cities Dr. Potter will take up his residence in Norfolk, Va., where he has been tendered a position in the locomotive offices of the Norfolk & Western Railroad.

Muskegon—A. F. Hoffmeister, formerly for eight years with A. P. Conner & Company, has accepted a position in the clothing department of Pearson Bros. & Co., at Fremont.

Petoskey—M. L. Smith, who has been with W. Z. Searle for the past summer, has gone to Bay City, where he will take a place in a jewelry store.

Ypsilanti—L. Stewart, of Kalamazoo, has assumed the management of the Chicago shoe store, in place of Albert Du Bois, who has been transferred to the Pontiac branch.

West Branch—Mr. Ladd, of Coleman, is holding down a position as salesman at McFarland & Co.'s store. He commenced his new duties Monday.

Owosso—Miss Maud Smith has taken a position in the cloak department at D. M. Christian's.

Lansing—Arthur A. Carmer has resigned his position with Wells & Morgan and entered the employ of Rudisill Bros., wholesale and retail jewelers at Altoona, Pa. His family will remain in Lansing this winter.

Traverse City—Walter Murray has gone to Lake City to take a position in a drug store.

Hastings—Burr Warner will hereafter wait on customers at the store of Phillips & Erb.

Owosso—Harry Crosby, clerk for F. C. Achard, has accepted a position in the banking house of M. L. Stewart & Co. as book-keeper and collector, in place of Charles Ellis, who has resigned.

Will Not Receive Five Per Cent.

J. J. Laisy, assignee of A. Sulter, the deceased Cleveland butter and egg dealer, writes a Michigan creditor that the liabilities of the estate exceed \$150,000 and that the assets will not aggregate \$5,000. As the assignee is involved in considerable litigation, it is not thought that the creditors will realize over 3 or 4 per cent. on the face of their claims.

Applied His Own Words.

Wise Father—No, my son, never put off until to-morrow what can be done to-day. Remember that, and the path which leads to success will lie open before you.

Little Freddie—All right. Gimme a quarter to go to the ball game this afternoon. It might rain to-morrow.

Grand Rapids Gossip

The Grocery Market.

Sugar—Raws are $\frac{1}{8}$ c higher, the difference between raws and refined being the smallest ever known. The new Doscher refinery began melting sugar Tuesday. The general expectation is that the advent of Doscher will mean added heat to the sugar fight, which is at present quiet. The demand for refined sugar is falling off at the rate of about 25 per cent. per week. There has been no change in the price of refined sugar, which is not expected to reach a higher level for some time.

Tea—There has been no change in price during the past week and the market is just as steady as it was. There ought to be a fair trade in tea in a few weeks.

Coffee—The consumption of coffee has come to be within the last two years perceptibly heavier than before, owing, in large part, no doubt, to the low price of coffees and the high price of teas. The general market shows no added strength, in fact is dull, with no news of a stimulating nature. Brazil stocks promise to be large continuously through the season, in spite of reports of crop damage.

Canned Goods—Tomatoes are something of a conundrum and the outcome is a matter of much speculation among the trade. It is reported from packing points that the season is practically at an end, frost and storms having destroyed the remainder of the unharvested crop. Reports from the sardine canneries are to the effect that the catch has been very light this season, and the canners are unable now to pack and sell at less than 50c per case more than the current market prices. There is no quotable change in the salmon market, but it is very strong, with every indication that there can be no weakening, because of the unusually short catch of fish.

Dried Fruits—The raisin growers have advanced prices on the Coast $\frac{1}{8}$ c. New dates will be in this market in about thirty days. New figs are not plentiful, owing to the scarcity in the Orient, and the consequent almost prohibitive prices ruling here. It is safe to say that little will be done in Eastern figs this season. California figs are coming in fair quantity and are being readily taken. In time it is believed that they will supplant the imported article. The movement in all dried fruits here at the present time is light, prices being considerably higher than last year, and the consumption being lighter because of this fact.

Syrups and Molasses—Glucose has advanced again, but compound syrup has not yet moved up accordingly. There must be an advance, however, sooner or later. There is practically no sugar syrup to sell. The demand for molasses is only fair, largely on account of the persistent warm weather. The first of the new-crop New Orleans molasses reached outside markets during the past week and sold at wholesale at 52@53c. Later the market dropped to about 47c per gallon. The demand is fair.

Pickles—Jobbers have reduced their quotations 50c per bbl.

Salt Fish—Reports from the Irish mackerel grounds are discouraging, not over one-half as many fish having been caught this season as were caught last. The New England catch has been rather better than last year, but is small

as compared with former years. There is plenty of cod arriving, although the storms have hindered this industry, as well as that in other fish.

Wholesale Grocer Trifles With the Muses.

A certain wholesale grocer who does business within a stone's throw of the Tradesman office recently presented Chas. S. Withey, the merchandise broker—who is to be married to-day at Monroe—with a handsome bridal present, inscribed with two poetical stanzas of his own manufacture, as follows:

There was a good looking young broker,
Who wore a high collar and choker,
He was jolly and nice,
Sold sugar and rice,
And never, no never, played poker.

But out at the golf links he tarried,
Days and nights he this heavy load carried
Till it blighted his life,
The one cure was a wife,
And now he is going to be married.

The Martin C. Goossen grocery stock, fixtures and book accounts were sold at mortgage sale Monday for \$1,013, being bid in by Theodore B. Goossen, a brother and former partner of the defunct merchant. When Mr. Goossen uttered chattel mortgages on his stock, four or five months ago, he claimed that his assets aggregated about \$8,000. He has continued the business in the meantime, under the direction of the trustee, but has turned no funds over to the latter and, it is claimed, made no payment on the secured claims. Not satisfied with the way things were going, the creditors demanded an inventory of the assets, disclosing the unpleasant fact that they had shrunk to \$1,588, whereupon a sale was ordered, with the above result. The creditors realize that they have been the victims of misplaced confidence, inasmuch as Goossen deceived them as to the amount of his assets when he uttered the mortgages or has misused or misappropriated the proceeds of the sales since the mortgages were given. Some of the creditors threaten criminal prosecutions, which certainly appear to be warranted, judging by the face of things.

E. E. Whipple, who was identified with the implement house of Luther & Sumner years ago and was afterwards in business at Eaton Rapids and St. Johns under the style of the Whipple Harrow Co., recently dropped dead in his room at the Wayne hotel, Detroit, while conversing with two business friends. Mr. Whipple, who was 53 years of age, had been suffering for the past two weeks with violent pains in the chest directly over the heart, but he would not heed the advice of his family and consult a physician. Mr. Whipple lived in Utica, N. Y., until a short time ago, when he started a tour of the country in the interests of his patents. His widow and two children, a son and daughter, reside at 324 Meldrum avenue, Detroit.

The railroads brought about half as many visitors to the city last week as they did during carnival week last year. Allegan sent 550 people last year; this year the number fell a little short of 300. Outsiders are evidently as tired of carnivals as Grand Rapids people are.

F. C. Dutton has opened a grocery store at Alpine. The Olney & Judson Grocer Co. furnished the stock.

Some young men would get along better if they had less point to their shoes and more to their conversation.

PRODUCE MARKET.

Apples Strong—Potatoes Higher on Account of Wet Weather.

Apples—Handlers hold best fruit at \$2.25@2.50 and meet with no difficulty in finding an outlet for all the fruit they can secure. The demand is stronger and appears to strengthen as the season progresses. The improved condition of the crop, as compared with the unpromising condition prevailing during August and the first half of September, has staggered the speculators to that extent that they acknowledge themselves beaten. On account of the rapid growth and development of the crop late in the season, winter fruit is not expected to keep well; in fact, it is conceded on all sides that few Michigan apples will be on the market after March 1.

Beans—Reports from the bean sections of Michigan indicate that the crop in this State is about half as large as it was last year. The quality is also inferior to that of last year's crop, but not so poor as that of the crop of 1896, which was very poor in every bean section except in the Rockford district. New York reports a large crop, but the quality is generally understood to run poor. It is claimed that there was less old beans on hand at the beginning of the season than usual.

Beets—25c per bu.
Butter—Dairy is still in inadequate supply, choice grades readily fetching 17@18c. Factory creamery is in ample supply at 20c.

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

Carrots—25c per bu.
Cauliflower—75c@\$1 per doz. There is little demand, although the offerings are very liberal.

Celery—White Plume is in plentiful supply at 15c per doz. bunches.

Cranberries—The market is stronger and higher, Cape Cods having advanced to \$6.50 per bbl. and \$2.25 per bu.

Cucumbers—50c per doz. for bothhouse stock.

Eggs—Fresh eggs are exceedingly scarce and the market generally is in very good shape. No immediate advance is expected, because of the large movement of storage eggs at 2@3c per doz. under the price of the strictly fresh, which are held at 17@18c.

Evaporated Apples—The market is 2c higher than it was a month ago. About half the evaporators have shut down, on account of their inability to get fruit to run on, and the remainder are holding their stocks for higher prices.

Grapes—All varieties are out of market, except Niagaras, which are held at 10c in 8 lb. baskets. Ohio grapes have been cleaned up and New York Concord are now too high to meet the requirements of this market.

Green Peppers—75c per bu.
Honey—10c for buckwheat and 12c for white clover stock.

Onions—Spanish have advanced to \$1.75 per crate. Dealers pay 25c for Red Globes and Red Weatherfields, holding at 30@35c.

Pears—Keefers are still in market, commanding 75c from first hands and about 90c from jobbers. Size and appearance are all that could be desired.

Pop Corn—50c per bu.
Potatoes—Prices have stiffened up considerably during the past week, due to the wet weather, which has retarded digging. It is not thought that the higher range of values will be maintained long. Maine has 91 per cent. of an average crop, which will supply New England, so that the privilege of shipping Michigan tubers to Boston and other Yankee markets will not be enjoyed this season, as was the case last year. Indiana and Ohio, which were practically bare of potatoes last year, have enough for themselves and some to spare this season. Our best markets are now such cities as Pittsburg, Cincinnati and Chicago, where we meet the competition of Wisconsin, Minnesota and South Dakota shippers. Michigan potatoes are invariably taken in preference to those of other states, unless there is a disparity in price. Michigan and New York growers are generally hold-

ing back, in hopes there will be an upward turn of the market as soon as the Wisconsin and Minnesota growers market the bulk of their crop.

Quinces—75c per bu.
Squash—1c per lb. for Hubbard.
Sweet Potatoes—Virginias are steady at \$1.50 per bbl. Jerseys are firm at \$2.50.

Turnips—25c per bu.

The Grain Market.

Wheat did not hold the advance that was made the previous week, but went off fully 2c per bushel. The reason for the decline is mainly due to restricted speculation for investment. Having had extremely low prices for several years, most traders have an idea that prices are high enough around present quotations. They overlook the fact that our visible is extremely small; in fact, less than it has been for years. It only gained 628,000 bushels, which makes the visible now only 15,000,000 bushels, against 26,000,000 bushels last year and 59,000,000 bushels in 1896. According to reports there has been marketed since July 1, 1898, to October 24, 1898, 96,000,000 bushels against the same time in 1897, 98,000,000 bushels and 87,000,000 bushels in 1896. However, our visible is way below normal at this time of the year. Exports keep up, and they probably would be larger if the wheat could be gotten to the seaports faster and vessel room was to be had. However, this will regulate itself in time, although it will be but a few weeks when lake carriers will be laid up and all products will have to come by rail, which may cause a partial decrease in our exports. For the present, the lake carriers are doing all they can to rush wheat forward, so there are, as stated, virtually no stocks to amount to anything in elevators at lake ports. Farmers are inclined to sell around present prices.

Corn, not to be outdone by wheat, has followed downward, and lost probably about 1c per bushel. Stocks are not gaining any at present and there is 21,000,000 bushels less than last year.

Oats, on the contrary, have made a slight advance since last week.

Receipts for the week have been 70 cars of wheat, 9 cars of corn and 15 cars of oats.

Receipts for October have been 346 cars of wheat, 41 cars of corn and 45 cars of oats, as per railroad reports to the Board of Trade.

Millers are paying 63c for wheat.

C. G. A. VOIGT.

The Battleship Wisconsin

Will be launched in San Francisco, Saturday, November 26th. The Official Train carrying State Officials and the Christening Party will start from Marinette, Milwaukee and Chicago, Saturday, November 10, going via the Chicago, Milwaukee & St. Paul Railway. Stops will be made at St. Paul, Tacoma, Portland, San Francisco, Los Angeles and Denver. Pullman Palace Sleeping Cars, Dining Cars, Observation Cars for the exclusive use of the party for the entire trip, under the direction of Mr. Reau Campbell, General Manager of The American Tourist Association. A limited number of tickets at reduced rates covering all expenses will be sold; they include Railway and Sleeping Car fares, meals in Dining Cars, Hotels, Carriages, etc. For details address The American Tourist Association, 1124 Marquette Building, Chicago.

Visner is home with a lot of Gillies' New York tea bargains. Phone, 800.

Honesty would not be such a valuable trait if it wasn't for its scarcity.

Woman's World

Some of the Ways to a Woman's Heart.

During the past week I have received several little notes, bidding me to teas and receptions which are to be given to introduce debutantes to society and I am thinking, with a thrill that makes my own heart young again, of all your hopes and dreams. You are wondering what fate has in store for you. Whether you are to be a wallflower, clinging convulsively to your chaperon's chair, or a "success," with partners fighting over your ball programme and importuning for a fragment of a waltz. Above all, you are speculating about that momentous instant when a man shall first make love to you, and you are thinking you will be agonizingly surprised if he does—and miserably disappointed if he does not.

When women begin to think about courtship and matrimony it is painfully apparent that men have all the advantage. A man, no matter how old or ugly or unattractive, has only to go around inspecting and choosing and picking until he finds a woman he likes, and then, if he asks her in the right way, she is almost dead sure to marry him. The most a woman can do, under any circumstances, is to look willing, and if she even does that her husband is certain to throw it up to her after they are married. There is a commonly accepted theory that the reason men never die of blighted affection and broken hearts is because they love less intensely than women. It is no such thing. The real reason is because, when a man loves a woman well enough to die for her, he always talks her into marrying him.

Since a woman's part in courtship is merely negative, it has always seemed to me that nowhere else in life does she have so much urgent need of cleverness and judgment and display so much folly. I know it isn't the custom to advise debutantes upon the subject of falling in love. We treat that pretty much as we do measles—as something every young person is sure to catch sooner or later—and it depends on their constitution whether it goes hard or light with them. Mothers seldom discuss the subject with their daughters. It is held almost indelicate to mention it, yet everyone knows that on a girl's wisdom or unwisdom, her luck or good sense in the matter, depends her future happiness. It is as if one put all his treasures in a citadel to which led many paths and then set a green and inexperienced sentry before the door to guard it, without one word of warning or advice about how best to protect it.

All over England, at every turn of the road, there are enormous signs bearing the legend: "Danger. Cyclist, beware!" If I were posting the avenues that lead to a woman's heart I would put up my biggest warning right when the first man comes in. If a debutante can avoid breaking her neck coasting down that hill she is reasonably safe for some time to come. You see, it has all the charm of novelty. It is the happy realization of a lifetime of dreaming. She is no longer simple Susie Jones, bossed by her parents and snubbed by her brothers; she is a creature of romance like Ethelinda Fitzmaurice in her favorite novel. Who can blame her if she mistakes the first flush of gratified vanity for love or diagnoses the thrill of delight at hearing she is adored as unalterable affec-

tion? She has no standard to go by, and in her inexperience regards her symptoms as serious, whereas they mean nothing at all. I have heard that when a young man begins to study medicine, he fancies, during the first session, that he has every disease of which he reads. So a girl, during her first season, is the victim of her imagination and invariably thinks herself in love with every man who makes love to her, and that is the reason so many girls marry a man when they are 18 they wouldn't look at when they are 23 or 25.

Don't believe everything you are told. Of course, it is perfectly delightful to hear that you are the only person a man ever really loved, and all the long—passionately-sought ideal of his life, and all that sort of thing. It sounds reasonable enough, too, in the shadow of the dark hallway, with the throb of the music pulsing on the air, but, my dear child, don't be carried away with the illusion. Nine times out of ten it doesn't mean a blessed thing, except that it is the man's idea of being polite and agreeable. There are men who always make love to every girl they meet. They regard it as one of the exigencies of social life, and after your first season you will expect it just as much as you expect to be gushed over by certain women at a 5 o'clock tea. And you will take one just as seriously as you do the other. Do you remember one of Du Maurier's clever drawings in which the experienced elder sister says to the younger: "Never believe a man loves you until he comes and proposes at 11 o'clock in the morning." Hang that picture over your dressing table, and if you find yourself lying awake at night wondering if Tom or Dick or Henry really meant what he said when he pressed your hand and looked romantic in the conservatory, get up and turn on the electric light and take a good, hard look at it.

Another road to a woman's heart across which I should like to build an impenetrable trocha is the self-sacrifice idiocy. Just where the fun comes in in making a martyr of yourself is something I have never been able to understand, but for the majority of women there seems to be an irresistible fascination in it. A drunkard tells a girl that if she will marry him he will never drink another drop; a gambler assures another woman that he only needs her influence to make him eschew cards forever; a worthless lounge who has let his mother support him all his life swears if he but had the incentive of a wife to work for and save for he would be a Russell Sage in next to no time. The idea of being a savior is an alluring one, and before she knows it a girl lets herself get carried away by it. It is an appeal to the very best that is in woman—her unselfishness, her pity, and over it all the glamour of doing something noble and self-sacrificing. Don't do it, girls. If never again in your life you take a good strong grip on your common sense, do it when some man asks you to take the job of reforming him, and say "no," and stick to it. The man who won't go straight because of his own manhood and self-respect isn't going to do it for any woman. Of course, you have heard of a case or two where a man did reform, but consider well what evidences you have that you are a miracle worker before you try the experiment and embark in the business as a life occupation. Don't start a rival Keeley cure on your own hook.

Beware of too much sympathy. I

don't know but what, after all, that is a woman's most insidious danger. A man is in love with her, say. She doesn't care a fig for him and tells him so. He makes himself picturesquely and interestingly wretched before her. He's a dear fellow and she is so sorry for him that she permits herself the luxury of being kind to him. He revives under her smile like a blighted landscape under the sunshine. He is radiant; she is happy at having made another happy, but, alas, she has established a precedent and can never get back to the old position. Insensibly she drifts into the way of being kind to him because she isn't brutal enough to hurt one who cares so much for her, and the first thing she knows she has married a man for no other reason than that she was sorry for him. Never let a man "hang on," unless you have made up your mind to marry him at last.

Necessarily, different dangers in falling in love confront different types of girls. There are some who fall victims to a mysterious and romantic air; others who can adore a man for no better cause than that he dances the two step or has a picturesque mustache, and they never stop to think what sort of a dance they may be led through life or that a hair is a frail thing on which to hang happiness.

After all, little sister, any advice about falling in love must be vague and can only amount to this, don't take a paste jewel for a genuine diamond. Go slow. Don't be in any hurry nor mistake a passing fancy for an eternal truth. If you hesitate; if your heart says one thing and your head another, listen to the head every time. Real love is worth waiting for. A hundred idle love tunes may have blown across the harp of our souls—sweetly pretty—and we may have imagined each one awakened by an artist's hand, but when the real master comes, and his hand smites every chord into trembling music and ecstasy—ah, then we no longer think. We know.

DOROTHY DIX.

The Charm of a Silk Skirt.

The rustle of silk petticoats is very soothing to feminine ears. Indeed, there is a fascination about their swish, swish and frou-frou that charms even the most case-hardened hater of the petticoated sisterhood. Their very sound imparts an element of completeness to woman's toilet. The time was when the silk petticoat was considered a luxury; now it is an absolute necessity, and a very expensive one, too. A plain skirt decorated with one or perhaps two flounces with corded or pinked edges is a thing of the past, for the modern model is elaborate and perfect as to cut and fit, says an exchange.

Prevailing styles in dress skirts always influence the fashion in petticoats directly, and now that skirts are made to cling in eel-like fashion to the knees and to flare out most extravagantly from there down, petticoats are cut on the same plan. The latest fit with absolute smoothness at the top and are devoid of gathers or pleats in the back. This necessitates having the opening on one side or well toward the front. All the gores are shaped, and that in front is marvelously narrow. An extra graduated flounce, higher in the back and devoid of fulness, is attached to give the desired flare, and also to add fluffiness about the feet, for the hem of this flounce is generally trimmed on top and underneath with a tiny full ruffle or rose ruching.

Plain glaze in all the beautiful new shades has about ousted changeable taffeta for full-dress wear. In fact, the latter is considered quite out of date, except in some new and very delicate shades that can only be obtained by blending two tones. Even in these white is usually the foundation. Plaid and striped silks and those in broken checks are made into handsome skirts to be worn with plain tailor-made gowns, but are considered bad form with elaborate cloth or silk dresses. These fancy skirts are brilliant in coloring, vivid green and purple, magenta and violet, and scarlet and yellow being some of the combinations noted.

In the plain glaze silks many beautiful shades of coral, rich lavender, purple and bright green are taking the lead. An exquisite petticoat of coral silk has a circular-shaped flounce running up in the back. This is covered with three full silk ruffles, embellished with vertical tucking in groups of seven, and edged with gray and black lace applique.

Smocking in Vandyke points is introduced on many of the deep accordion-pleated ruffles so much in fashion. Hardly a full dress petticoat model is to be found that does not call for lace motifs, put on separately or garland fashion, or for lace insertions, which are often set in on the foundation, bayadere style, down to the point of attaching the flounce. A very elaborate design calls for three pointed pleated flounces which fall a little over one another. Each flounce is edged with a tiny pinked rose ruching, and this also outlines the attached flounce. Gathered flounces are frequently made more fanciful by means of cross tucks.

Glaze petticoats for evening wear are generally trimmed with folds and festoons of chiffon or else with a great deal of lace. White and delicate pinks, blues and yellows are best for full-dress wear, although by all means one must be guided by the color of the gown worn. Elaborateness and extravagance are the chief characteristics of all silk skirts.

CORA STOWELL.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - NOVEMBER 2, 1898.

GENERAL TRADE SITUATION.

In spite of the pre-election season with its distractions, and of the between-seasons period, in many lines of manufacture the week shows but few unfavorable indications. Contrary to what was expected, the stock market did not wait for the results of election, or for the end of its monopoly of interest, before assuming considerable activity, with strengthening of prices. This can only be accounted for from the fact that the general strength of the financial position and earning condition of transportation and other industries are such as to compel an advance against the unfavorable effects of the pending election, the European war scare, the deliberations of the peace commissioners, and other elements usually sufficient to cause serious dulness.

While the month of October will not quite maintain the record made for the same month last year in the trade balance in our favor, on account of the phenomenal difference at that time, yet it is gratifying to note that the excess is so small—only \$4,000,000. In the matter of exports the month has more than maintained its record, exceeding the outgo of last year by more than a million and a half. The lessened trade balance in our favor is on account of increased imports; but, while we have not been able to fully maintain the unprecedented ratio of last year, it must be remembered that the balance is still tremendously in our favor, so that it is becoming reasonable to predict that it will not be long before the financial center of the world will gravitate across the ocean.

The situation in the iron and steel trades is without material change as to activity and prices. What change there has been, however, is in the direction of weakness in both. New business has been light, but old orders would keep most works in operation during the rest of the year.

The cereal market showed a steady, but slow decline from the rise of early last week until yesterday, when a sharp advance took place, with no apparent cause, any more than for the decline. Export movement of wheat for the month was about 20,000,000 bushels, against 22,000,000 last year, while corn exports exceed last year's for the same time by over 3,500,000 bushels. Receipts at Western points are about 40,000,000 bushels, against 30,000,000 bushels for the month.

The operation of the combination of Eastern mill owners to control the sale of cotton fabrics and to lessen production has been to secure increased strength in the cloth market. It is interesting to note that some cotton manufacturers seem to be able to make money in spite of the low-price difficulty—the Coats Thread Co., of Glasgow, have divided 30 per cent. of earnings and passed a million to surplus. The boot and shoe trade continues to break all records in Eastern shipments and prices are fairly well held, although there has been a slight decline in both hides and leather.

The fact that Holland is geographically small has helped to dim somewhat a true appreciation of the splendor of the heritage to which Queen Wilhelmina has succeeded. Dutch trade increases at a rate which may truly be described as enormous. In 1876 the total exports of this woodless and coalless country were 575,000,000 florins, in 1886 they had advanced to 990,000,000 florins, while for 1896 the very substantial figure of 1,340,000,000 florins was reached. It is true that the adoption of an extended teetotal habit in the world might seriously affect a trade in which gin largely figures, but but little fear of such a contingency is entertained in Holland—as little probably as there is for the commercial fate of Rotterdam, which has recently spent 44,000,000 florins for its own better equipment in the long struggle with such rivals as Antwerp and Hamburg for the shipping trade of Northwestern Europe. Not only at home is Holland a commercial nation, but abroad. She ranks as one of the few European countries which deserve the title of a colonizing power. The Dutch East Indian colonies have an area equal to that of one-half of Europe, and their population of 30,000,000 is probably at least six times that of the mother country. When Queen Wilhelmina succeeded to her historic throne, nearly 200 companies having Dutch colonies as their especial field of operations were in existence at Amsterdam. It is abundantly clear, therefore, that Holland can only in the strictest physical sense be numbered among the "low" countries.

J. & P. Coats, Limited, of Glasgow, Scotland, the cotton thread company that absorbed the plants of the Coats, Clark Mile End, Brooks and Chadwick companies two years ago, has declared a dividend of 30 per cent. on its common stock for the year ending Oct. 1. The total earnings of the company on its capitalization of \$35,500,000 are said to be about \$8,500,000, or nearly 24 per cent. After 30 per cent. had been paid on the common stock and the fixed charges of 6 per cent. upon preferred stock and 4½ per cent. upon its bonds discharged there still remained over \$1,000,000 to be carried to the reserve fund.

James R. Keene, whose fortune made in tobacco has so stirred the financial world, is said to be the most methodical man in New York. He has his whole day laid out to the minute long beforehand, and can remember at once the opening and closing, highest and lowest quotation of even the most obscure stock for any day of a week previous.

The trouble with a great many young men who want to see life is that they imagine there is none of it worth seeing by daylight.

The National flour comes from wheat.

THE BLINDNESS OF UNIONISM.

The two most prominent objects for which the trades unions of the country are striving are increase of remuneration and the shortening of the hours of labor. In the early development of modern industries in Europe, especially England, and in this country there was no restraint upon employers as to the hours demanded from their operatives. On the other hand, in the low stage of intellectual and moral development of the latter there was no conception of anything better than the condition in which they found themselves. Inured from early childhood to twelve, fourteen, or even longer hours of constant toil, there was little opportunity for the ambition of an improved existence to gain a foothold in their minds. Thus the demand for shorter hours and improved conditions came from the few who had the native ability to rise above their condition, aided by the spirit of philanthropy in the more intelligent classes.

To be sure, in those early days there were unions; and many among the "apostles of labor" to-day claim that the ameliorations of the condition of labor were the fruits of the efforts of these organizations. That in many instances, and often in their general tendencies, there was benefit resulting from such organizations, there is no doubt. Through their agitations the attention of employers and philanthropists was called to the subject and, as fast as conditions would permit, unreasonably long hours and unsanitary surroundings in factories and in dwellings were reformed. A careful study of the workings of the unions, however, will show that at that time, as well as later, more attention was given to antagonism of the employers and to blind fighting against the encroachments of improved machinery and appliances, or other interference with their condition, than to any consistent efforts for their own improvement. There was a general idea that the union was designed to get more pay and less work and there was the constant demand for these, regardless of the conditions governing the industry; but as the effort in this direction was wholly without method, it only served the purpose of urging demand when conditions made concessions or improvement possible. On the other hand, the continual attitude of antagonism to the bosses provoked a spirit of resistance on their part, which went far to defeat the objects for which the unions were striving. There was the constant threat to strike, culminating in frequent action, so that when conditions permitted concessions this was the usual manner of claiming them. Thus, when any advantage was gained, it was assumed to be the result of unionism, instead of recognizing the true reason that changes in market conditions or methods of manufacture had made such concession possible. Frequently the strikes were gained when conditions would not warrant such a result, and in such cases the strikers were eventually the sufferers, for the essential fact all along is that the welfare of the workman is entirely dependent on the welfare of the industry.

In the development of modern industrial and social life and in the spread of education and intelligence is to be found the true reason for the improvement of the world's working men of all classes. In many instances there have been abuses and the unions have, no doubt, served a valuable purpose at

times, in claiming a recognition of rights which would have been kept in abeyance, but when it is claimed that the improvement is entirely, or even largely, due to trades unions, the claim is not warranted.

It is curious that in the development of modern progress there seems to be no effect upon the methods and principles of labor organization. The same spirit of blind antagonism which fought to "bring down the bosses and capital" or to get more for less in the earliest days of such organizations is the dominant spirit to-day. There is the same insistence upon the right to regulate the management of business enterprises, independent of and in opposition to the management of such business. There is yet to be recorded the instance where such an organization has invited or allowed the co-operation of its employers in matters however important to the interests of both. The only method possible to them is to demand or strike.

In the nature of their demands there is no improvement in reasonableness or consistency. In the early days there was the blind contest against machinery or other interference with the workman's condition and when the demand or strike came there was a blind disregard of right or the best interests of the workmen. It is the same to-day. The press is filled with reports of demands for shorter work hours from all parts of the country, and the characteristic feature of all these is that the pay shall remain the same. The cry is nine, or eight, hours' work for ten hours' pay. In a few instances the demand is granted, to meet temporary necessities, but there must come a time of reckoning when the business must be adjusted to its competition and the wages made to correspond or employment lost.

Changes in many industries may make the shorter work-day possible and desirable, but the methods of the unions are not hastening its adoption. On the contrary, the unreasonableness of demanding that the loss which all industries must meet in lessening hours of production is to be increased by the payment for one or two hours of labor not performed carries with it a sense of injustice, which goes far to defeat their demands, even if they were commercially possible. To secure the shorter day the workmen must consent to a corresponding reduction in his pay, for even then the loss to the business is a material one—often so serious as to make a change impossible in the interest of either employer or employee. When it comes to reducing the hours and pay, another obstacle presents itself in the fact that few workmen wish to shorten their hours at the expense of decreased remuneration.

A woman with a kodak who pressed through the crowd at the railway station at Omaha to get a picture of President McKinley was about to be suppressed by the police when Mr. McKinley interfered and took off his hat so that she might get a better shot.

The Arabs entertain the belief that Eve was the tallest woman that ever lived. She certainly stood highest in society, and was more thought of when she was alive than any other woman. She never had the excuse of jealousy to make her go wrong.

Hobson knows how to make a raise. He has asked the Government for a million dollars to help him do the raising.

ADVERTISING NAMES.

In the organizations of a business enterprise one of the matters which usually receives least attention is that of the name by which the corporation or firm shall be known. Usually, and especially in the case of the latter, the title by which the new enterprise is to be called is decided by the accidents of inherited names and the taste of parents in the bestowal of given names, the arrangement depending on the relative importance of the partners—whether Smith & Jones, or Jones & Smith, or whether John Smith & Co. There is usually no consideration of the availability of the names as aid or hindrance in the essential work of business publicity. A natural reason for the indifference is that few realize the unfavorable qualities of their own patronymic, for the reason that long practice makes the pronunciation of one's own name especially easy and reduces the most uncouth syllables and arrangements of sound to the finest harmony for one's own ears.

In many cases the long-continued and persistent advertising of unfavorable names makes them of value in spite of the natural disadvantages to be overcome. But in such cases the cost has been increased to a greater extent than is realized, and the unfavorable quality in the name still continuing, the increased cost must continue also.

The most valuable names for advertising purposes are those having an euphonic or alliterative quality, which makes them most easily spoken and most apt to be understood and remembered. Many names may be spoken and understood with sufficient readiness and yet lack in distinctive quality, so that they are slow to become fixed in the mind. We all know of many names of individuals which we find great difficulty in remembering, while those of a more rugged or alliterative pronunciation are always with us after the first hearing. Often in cases where the firm name is that of an individual, character may be given by the use of the full name. Thus take the title of the well-known mail order firm, Montgomery Ward & Co., of Chicago; or our saddlery jobber equally well known in his field, Sherwood Hall. Both of these names have a character which quickly and permanently fixes them in the mind, but how would it be if they were shortened to M. Ward & Co. and S. Hall? Oftentimes the use of initials is better than the full name when they can be spoken with the alliterative quality or euphonic harmony, and when the name is inharmonious or characterless; but more frequently the business title of an individual will be improved by extending the first name, with or without a middle initial, and more rarely by the use of the first initial and the spelling out of the middle name, as in the case of a well known divine of years ago in this city, J. Morgan Smith, a name sounding much better than plain J. M. Smith or James M. Smith; and more frequently by the use of all the names with which one is endowed, as for instance in the case of our worthy congressman of the Smith family. William Alden Smith has euphony and character, and is without alliterative, which makes it remembered when once heard. W. A. Smith or William A. Smith would be far more difficult to fix in the mind.

Sometimes when the name of a firm comprises two individuals they may be so arranged as to give a good advertising quality. Thus when one of the

names begins with a vowel and the other with a consonant the vowel should come the first, for the reason that the "and" connecting them is never easily spoken with the last word a vowel. Take the jobbing firm of Olney & Judson; there would have been much more difficulty in pronouncing it Judson & Olney.

As before stated, the accidents of relative importance or inherited names decide the business title, with no thought as to their advertising quality. In some cases the name inherited is a great aid to business success, as that of John Wanamaker. With a less alliterative and distinctive cognomen he doubtless would have achieved fortune, but yet the name has been of great value to him. A local illustration of an unfortunate combination of names is that of our leading wholesale bookstore. To repeat the name Lyon, Beecher, Kymer, & Palmer Co. quickly is a rhetorical feat of considerable difficulty. The institution in question is so well and favorably known that it could get along without a name, but a designation which could be more easily spoken and better remembered would be of great value even to them.

A most striking example of the value of distinctive character and ease of speaking and understanding of an advertising word is that of the Eastman company in the use of "kodak." Long search would have been necessary before another could be found which would become so universally known at so little cost. Indeed, it was not long before this word was found to be even too effective, and came to lose its distinctive character by crowding out the weaker title, "camera." Thus it came to be used as a synonym for the latter until it has become necessary for the Eastman company to expend large amounts in advertising that "there is no kodak but the Eastman kodak."

In the case of an established firm it is sometimes possible to make a slight change in names or arrangement which will make the title of advertising value; and it is a suggestion worth noting whether in some cases such a change would not pay. In the establishment of a new enterprise, or in changes from other causes, there is generally opportunity to make the name such as will be an aid, instead of a hindrance, in the prosecution of the enterprise.

Gratifying success in sericulture, under the stimulus of a State bounty, is reported in Utah, where the wives of the farmers have taken much interest in the matter. In one county one woman raised eighty pounds of cocoons, other amounts varying from forty-seven to ninety-two pounds, while a silk-worm club added several hundred pounds to the total for the county. In another part of the State experiments were made in reeling and spinning the silk for weaving, and the profit shown to be possible in the industry is expected to largely increase the number engaged in it. The cost of raising 100 pounds of cocoons is about \$22, which is credited to room rent and fixtures. The reeling is placed at \$1 a pound, while the weaving into brocaded silk is 60 cents a yard. Two ounces of reeled silk will make one yard of brocaded silk which is worth \$1.50 a yard. If the 100 pounds of cocoons make only 1,200 ounces of reeled silk (and this is said to be a conservative estimate), which in turn would make 600 yards of brocaded silk, it would mean an income of \$900 for an outlay of \$482.

THE FUTURE OF CUBA.

One of the most important questions to be taken up at the approaching session of Congress is the final disposition to be made of Cuba. It is now definitely understood that the Spaniards will finally evacuate the island not later than Jan. 1, 1899; so that after that date the future of the island will rest entirely with the United States. That the problem bristles with difficulties is generally admitted, but it is equally certain that some solution must soon be arrived at.

It is generally understood that, in compelling the retirement of the Spaniards, the United States has assumed responsibility for the preservation of life and property in the island. That signifies that it will be impossible to permit the so-called Cuban Republic to have control of affairs. The country is pledged to the giving of a free and independent government to Cuba; but that does not mean that the island will be turned over to the tender mercies of the insurgents. When the time comes to install a permanent government, steps will no doubt be taken to ascertain the will of the entire Cuban population, irrespective of political affiliations. Such a plebiscite will certainly not be taken under the auspices of any Cuban junta or other similar assembly, but under the control of the United States Government, and the direct management of American officers.

While a proper respect for international obligations makes this course necessary, annexation of Cuba to the United States is not to be thought of for a moment. In declaring war on Spain, we announced to the world that our sole purpose was to secure for Cuba liberation from Spanish oppression. In fact, we expressly disclaimed any intention of absorbing Cuba. Although the present administration may secretly hope to be able to annex Cuba by a seeming assent on the part of the people of Cuba themselves, there is a sufficient majority in Congress favorable to an independent Cuban government to prevent the consummation of any annexation scheme. While it is undoubtedly true that the insurgent junta is incapable of maintaining an orderly government, there will be no difficulty in the Cuban people as a whole choosing men entirely capable of governing the island. Of course, the United States will have to exercise a sort of protectorate over Cuba for many years, but there is a very radical difference between outright annexation and a mere protectorate. The latter authority might be exercised with little or no interference with internal government.

EFFECT OF A FOREIGN WAR.

The fact that a special charge covering war risks is now added to the shipping cost of exports to Europe is notification sufficient to the commercial world that the relations between France and England have reached a critical stage and that war is now considered as among the possibilities which prudent business men must provide against. This fact suggests speculation as to the probable effect upon trade of an actual outbreak of hostilities.

Just previous to the declaration of war between Spain and the United States, it was feared that hostilities would seriously interfere with international trade. As a matter of fact, but little inconvenience was suffered except the withdrawal from the carrying trade of Spanish tonnage. Goods carried in neutral

bottoms met with no stoppage whatever. It is true that Spain made no attempt to attack our commerce and made but a poor use of her fleet. In the case of France, however, the result may be somewhat different. Most of the carrying trade is in the hands of the British; hence it is reasonable to suppose that France will make every effort to prey upon British commerce. As she has a number of fine cruisers, she may be much more successful than was Spain.

The additional risk attaching to goods shipped to Europe in British bottoms will, no doubt, somewhat hamper American trade until the French cruisers are driven from the sea. This will not be such an easy feat for Great Britain to accomplish, notwithstanding the enormous preponderance in the cruiser class of vessels possessed by her in comparison with France. Excluding gunboats and old-fashioned sloops, and, in fact, all others than modern vessels, Great Britain has 104 cruisers, compared with thirty possessed by France. The success of Semmes in the Alabama proved what could be done with a single ship under an enterprising commander; hence the numerical inferiority of France in ships need not prevent her from striking some strong blows at British trade, and, consequently, at American trade, as most of our products are transported in British bottoms.

A war between Great Britain and France would be damaging to American interests for a time at least. Of course, we would be able to sell considerable quantities of foodstuffs to both belligerents; but the demand for American cotton would suffer, and the prompt transportation of our products to foreign markets would be impeded. From a purely business standpoint, therefore, this country has every reason to hope that peace may be preserved. It is true that recent wars have been short; but even a few months of hostilities in the midst of the busy season would be a serious drawback to business.

Panama proposes in a somewhat novel form to pay off its public debt, now amounting to \$63,500. A recent ordinance passed by the assembly appropriates the revenues derived from gambling and lottery monopolies to that purpose, and, in addition, throws in the income derived from the Chinese gambling monopoly, now farmed out on a monthly basis of at least \$415. By this means it is hoped that the debt will be cleared off in a couple of years.

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

The Japanese dentists perform all their operations in tooth-drawing with the thumb and forefinger of one hand. The skill necessary to do this is acquired only after long practice, but when once it is obtained, the operator is able to extract half a dozen teeth in about thirty seconds without once removing his fingers from the patient's mouth.

The career of James J. Hill, the Great Northern Railway magnate, may be summarized as follows: Age, 50; parentage, Scotch-Irish; birth, Canadian; initial salary, 50 cents a day; present income, \$6,000 a day.

Fruits and Produce.

Cranberry Crop 25 Per Cent. Larger Than Last Year.

From the New York Commercial.

With an unusually short crop of apples, the cranberry grower has encouraging possibilities ahead of him which he has not enjoyed for some time. Prices for the berries are tending upward, and with a mass of poor quality early in the market disposed of, the outlook for better prices is unquestioned.

The cranberry is a product of the country's development, coming forward in the last fifty years from a small, hard, bitter berry to handsomely shaped, good sized fruit. As the quality has improved the berries have increased in popularity with consumers until supplies are hardly sufficient to satisfy normal demand. Rhode Island was the first State to apply scientific methods of cultivation, and the system adopted has extended to other states, notably Massachusetts and New Jersey, where famous berries are produced in large quantities. Probably nine-tenths of the marketable berries are produced in Massachusetts and New Jersey. Cape Cod yields more berries than all the rest of the country together. A few are grown in New York, Connecticut, Maine, Michigan, and some sections of the Pacific North west have been experimenting, with only indifferent success, and there is a small acreage on Long Island. Wisconsin at one time produced considerable quantities, but the bogs suffered so severely from fire that the industry has been greatly reduced and extermination is threatened. Canada produces some berries, which, with proper cultivation, would become an important factor in the market.

In the states where most grown the size of packages is regulated by law. In Massachusetts, New Jersey and Wisconsin the crate must hold a bushel, 32 quarts dry measure. The New Jersey law provides that the standard crate shall be 7 1/2 x 12 x 22 inches, capacity 1,980 cubic inches. The barrel must hold three times the crate, or 96 quarts. The Massachusetts barrel contains 100 quarts. An unsuccessful attempt has been made to get this size reduced to 96 quarts to correspond with the New Jersey barrel.

Only a few bogs of consequence have come into bearing in recent years. Crop and market conditions have not been favorable to expansion.

Statistics of increase are not all up to date, but a report incorporated with the Massachusetts State census of 1895 placed the yield in Plymouth and Barnstable counties at 104,192 barrels, compared with 14,308 in 1885. The same report says the State crop of 1895 was 160,583 barrels, valued at \$1,038,712. Burlington, Atlantic, Ocean, Monmouth and Camden counties are the principal producers in New Jersey.

An average crop is about 600,000 bushels, more than one-half of which is produced in New England, and a large part of the remainder in New Jersey. The crop of 1897 was short, approximating only 425,000 bushels, against 560,000 in 1896 and 640,000 in 1895. Prices one year with another are governed largely by the supply of other fruit, notably apples. The short apple crop of 1897 stimulated the demand for cranberries, and the enormous apple crop of 1896 caused the demand to decline. The shortage in the apple crop this year ought to cause a strong demand.

The following table represents the yield in bushels for the past ten years, according to what are apparently the most reliable statistics obtainable:

Year	Bushels
1897	415,000
1896	560,000
1895	640,000
1894	410,000
1893	1,000,000
1892	600,000
1891	760,000
1890	800,000
1889	620,000
1888	585,000
1887	611,000

The cranberry has never been a favorite in foreign countries. A few years

ago the Cranberry Grocers' Association sent agents abroad, notably to England, to introduce the berry and explain the best methods of cooking it for the table. The attempt was only partially successful and exports were small. In recent years exports have risen to 5,000 bushels, a large proportion of which went to England. The outlook for increasing exports is encouraging, and if the missionary effort is continued a respectable business can be done.

To help growers and shut out whatever supplies might otherwise come forward from Canada, the Dingley tariff imposed a duty of 25 per cent. ad valorem on cranberries, preventing competition with cheap-grown berries of inferior quality.

The crop this year is estimated at 25 per cent. larger than last year. The quality is generally better. The three great producing sections of the country are estimated to yield as follows: Cape Cod, 600,000 bushels; New Jersey, 225,000; Wisconsin, 70,000.

How the Potato Situation is Regarded in Minnesota.

From the Minneapolis Commercial Bulletin.

The potato market is being benefited by reason of the wet weather, for the reason that receipts are cut short by bad roads, and the local demand has run prices up in order to get stock for present needs. This puts this market rather ahead of other large markets, and is bringing in a good deal of stock from nearby points. This advance of the market is probably temporary, but it is good while it lasts.

S. H. Hall says the wet weather and bad roads have caused a shortage of stock and an advance in prices with market very firm. In carlots we are paying 20 to 25 cents here with no deductions except for freight. There will be a strong demand until the roads are settled, and a good firm market may be expected during that period. It seems that the demand should be good throughout the entire fall. There has been little loss of crop by reason of the wet and cold, the freezing has been light, and the digging is nearly done.

Geo. E. Bryant, of McLean, Bryant & Co., says the weather has cut down supplies and the demand is urgent and the market advanced. But this market condition can be but temporary. Advances by every mail go to show that the supply of potatoes is ample, and that they will come as soon as the roads permit. The report of an advanced market here has brought this week, by wagon, a considerable number of cars of potatoes from points that usually sell through local buyers. This has relieved the demand here to a considerable extent. There is nothing in the condition of the markets East and South to indicate that the market will be any better than was supposed some weeks ago. By the end of another week the market will probably be easier.

Japan Tea to Be Rolled by Machinery.

The Japanese newspapers are rejoicing over the invention by a native genius of a machine for rolling tea. The great cost of the production of tea is in the labor. Each individual leaf must be plucked from the plant and handled with the fingers several times before it can be sent to market. Therefore, the industry of tea-raising is left unprofitable without cheap labor and the deft fingers of women. The alleged uncleanness of the hand rolling process has always been urged in disparagement of the Japanese tea as compared with the Ceylon product.

Who Is a Mixed Flour Manufacturer?

Acting Commissioner Wilson of the Internal Revenue Bureau has modified the ruling as to what shall constitute mixed flour under the new war revenue law. Under the former ruling a person engaged in grinding together wheat with any other grain or other material, or mixing the flour made from wheat with the flour made from any other grain or other material, was deemed a maker of mixed flour. Under the new ruling wheat flour must be the principal constituent in the mixture.

POULTRY WANTED

Live Poultry wanted, car lots or less. Write us for prices.

H. N. RANDALL PRODUCE CO., Tekonsha, Mich.

We Are in the Market

To buy or sell Beans, Apples, Potatoes, Onions, Honey, Old Pop Corn, Fresh Eggs, Wood. If you have any of the above to offer, write

VINKEMULDER COMPANY, 14-16 OTTAWA ST. GRAND RAPIDS, MICH.

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.

ST. LOUIS, MO.

Ship your BUTTER AND EGGS to

R. HIRT, Jr., Detroit, Mich.

34 and 36 Market Street,
435-437-439 Winder Street.

Cold Storage and Freezing House in connection. Capacity 75 carloads. Correspondence solicited.



FREE SAMPLE TO LIVE MERCHANTS

Our new Parchment-Lined, Odorless Butter Packages. Light as paper. The only way to deliver Butter to your customers.

GEM FIBRE PACKAGE CO., DETROIT.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Oct 29—General conditions are about unchanged. Markets seem to be rather quiet, waiting, perhaps, until election is over. Some jobbers report excellent trade; others think there is room for improvement and that this will come within a fortnight. Southern trade promises immediate revival and it will be lively in that direction for awhile.

Grades of Rio coffee from No. 4 up have reached the lowest price in the history of the trade, No. 7 being quoted at 5 1/2c. Buyers do not seem anxious to take stocks ahead of present wants and seem to prefer waiting further developments. In an invoice way the market is a bit firmer. Wednesday there were reported sales of 4,000 bags of No. 7 at 5 1/2c. The stock of coffee in store here and all at continues large, aggregating 1,101,830 bags, against 942,336 bags at the same time last year. Mild grades are in moderate sale, with good Cucuta quotable at 8 1/2c.

The item of most interest during the week was the advance in refined sugar by the concerns outside the Trust. It was a puzzling move and for some time set the gossips wagging their tongues. Then it was explained that the advance was made because "the refineries no longer cared to accept orders at former quotations," and surely this was a good reason for the advance. The general tone of the market is firm and orders have come from all parts with satisfactory frequency. The Trust rate for granulated is 5@5 1/2c.

The general condition of the tea market is more satisfactory than a week ago. Trading is not especially active, yet the aggregate of orders amounts to a pretty fair sum. It is thought that stocks throughout the country in the hands of retailers are lighter than usual, but there seems to be an idea that not until after the end of the year shall we see a very decided enlargement of demand, if, indeed, we do then. Advances of very recent date from the East indicate a hardening of primary markets.

Notwithstanding the small stocks of rice and the continued firmness reported from the South, the demand lacks animation, and would be buyers seem to have temporarily lost interest in the market. Values, however, are firm and certainly it would seem that there will be no lower quotations. Foreign sorts have moved along fairly well and are generally firm. Prime to choice Southern. 5 1/2@6 1/2c; Japan, 5 1/2c.

Pepper and cloves have been the most important articles on the list this week. Holders will not budge from rates as given and buyers are as determined they will not pay such rates, so there is a slight pause. Orders from grinders have been only for sufficient quantities to meet pressing requirements. Singapore pepper, 9 1/4@9 1/2c.

Hardly a ripple of interest has been shown in the molasses market this week and sales are generally for small lots. And yet, prices generally are firmly adhered to and holders seem determined to make no concessions. Syrups are firm and the demand is, perhaps, as good as might be expected at this season. Good to prime, 16@20c.

And now the "offerings of tomatoes are large." Mysterious plant, the tomato. Fancy corn is wanted and rather hard to find at buyers' rates. Fruits, both New York State and California, are also in light supply. New York gallon apples are generally held at \$2 25. Lima beans are very firm, with Baltimore packed offering at 45@50c. Tomatoes, 85@90@92 1/2c and for some extra fine goods \$1 has been paid.

California prunes, large size, are very firmly held and are likely to remain so. Aside from this, the market is flat. A steady jobbing trade is going on for evaporated apples, which are quotable at 8@8 1/2c; sun dried, 4@5c. Small fruits are scarce and firmly held.

The supply of green apples is moderate and the demand is sufficient to keep the market closely sold up. Greenings

range from \$2.50@3, and from this to \$5 for fancy table fruit. Apples are apples, this year, sure.

The butter market shows little if any change from last week. Of extra fancy the supply is so light that holders maintain top figures without any trouble. Twenty-three cents seems to be about the prevailing rate. Firsts and seconds are somewhat "wabby" and some concession is made where necessary to effect a sale. For June creamery the demand is moderate at about 19 1/2c; finest Western imitation creamery, 17@17 1/2c; firsts, 14@15 1/2c; seconds, 13@13 1/2c.

The supply of full cream cheese is large and the demand is hardly sufficient to keep the decks clear. For large size State the rate of 8 1/2c is about the very top, with small size about 1/2c higher. There has been some export call for colored, but, upon the whole, the demand for such is light.

The supply of fresh-gathered eggs is light and, in fact, there seems to be no oversupply of any sort. The demand improves steadily and the prospects are good for a firm market for the remainder of the year. Near-by, fresh-gathered, 25c; best Western, 20 1/2@21c; fair to good, 19@20c.

Cranberries are in good demand, and, with light supply, the quotations are very firmly adhered to. Cape Cod, fancy, per bbl., \$6.50@7; early black fancy, \$6@6 25.

Potatoes are in fair request, but the supply seems ample. Long Island stock ranges from \$1.25@1.75 per bbl.

The Apple Outlook From a Minnesota Standpoint.

From the Minneapolis Commercial Bulletin.

There has been an advance in apples this week of from 15 to 25 cents per barrel. There is no more stock coming than can be easily taken up. There have been but few shipments of apples from the East this fall by lake and rail. Everything now coming is all rail, or by car ferry across lake. The trade seems satisfied to fill only present demands. No speculative spirit has been developed. The grade of apples received is very fair as compared with that of former years at this season.

Michigan is now sending more apples to this market and of a better grade than earlier in the season. Michigan is in rather better condition to sell than other sections, because of the better assortment. New York for example is sending from 60 to 75 per cent. of total stock Baldwins, and 10 to 15 per cent. Greenings. This leaves but few Spies, Kings, and other varieties. New England, while sending fine stock, is also short on assortment. Iowa and Wisconsin have been about drained of their supplies for this season.

There will be some trading in West coast box stock, and in fact some of this stock is being offered on the market now. But the South and Southwest will be strong competitors for this stock this season, and prices are not likely to be very low.

Revival of Pineapple Growing.

Pineapple growing in Cuba and Porto Rico is to begin again as soon as the pineries can be gotten into bearing. While Florida produces the best pineapples in the world, with the possible exception of a few pineries in the Bahamas, there is always the danger of frost, which can be overcome only by shedding the fields, an exceedingly expensive piece of work and hardly profitable at present prices. The opening of Cuba and Porto Rico has created a demand, and Jamaica fruit growers have also caught the infection. One firm has shipped 118,000 plants to Jamaica this fall, and further orders have been placed conditionally for Cuba and Porto Rico.

Trading Stamp Loses in Tacoma.

The trading stamp has lost again through the decision of the Superior Court that Tacoma, Wash., had a right to require users of the green stamps to pay \$100 license per year. Some of the Seattle houses are tired of their contracts, and others manage to avoid giving out many stamps.

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.

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.

ONE CENT

Is all it will cost you to drop a postal to
MAYNARD & REED
GRAND RAPIDS, MICH.,
and learn from them the many advantages and profit of handling Butter in a new way.

L & C

J. WILLARD LANSING, BURGE D. CATLIN.
LANSING & CATLIN
44 W. MARKET STREET
103 MICHIGAN STREET
Reference: TRADESMAN. BUFFALO, N. Y.
WHOLESALE DEALERS IN EGGS

It is now at the season of the year when several commission houses who make a specialty of other goods—and the season is over with them—are trying to work Butter and Eggs for a few months; not having the trade, they cannot do you the justice that a house can that handles Butter and Eggs exclusively twelve months in the year. We want more Fresh Eggs; there is a good demand at 19c here.

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, 1/4s in 15-lb. boxes, 8 1/2c per lb.

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

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

WE BUY FOR CASH

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

HERMANN C. NAUMANN & CO.
Main Office, 33 Woodbridge St., W. DETROIT Branch Store, 353 Russell Street.

HARRIS & FRUTCHEY

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

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.

Experiences of a Michigan Woman in Wisconsin and Iowa.

Many interesting articles have been written about woman's business ability, but women as commercial travelers seem to have almost entirely been ignored.

As traveling saleswomen we meet with experiences found in no other walks of life.

Since Wisconsin is noted for its famous health and pleasure resorts, was it strange that a Michigan Knight of the Grip should look wistfully toward the State where business and pleasure might successfully be combined?

The attention paid the traveling saleswoman in Wisconsin is great. Most landlords request her to come in and give notice how long she expects to stay, so that the smallest room in the house may be reserved for her. They are kindness itself and never charge a woman extra to occupy this sweatbox. And when we beam on them in our sweetest manner and tell them how much we appreciate their kindness, they say we are "sassy." If we only had some of those landlords over in Michigan, we would not do a thing to them(?) Some towns deserve especial mention: Most Wisconsin towns are good for business, but for health, don't miss New Lisbon. The leading hotel would be an ideal place for one troubled with the rheumatism. There would be absolutely no danger of contracting cold from damp sheets—the bedding is not molested for days (at least it looks so) and could not help being dry.

Sunday is always a lonesome day to the traveler away from home and friends, yet if any one affected in this manner will stop off at Sparta he may rest assured that he will have no time to be lonesome, for he will find his room inhabited. We know whereof we speak, for we ourselves saw an ancient inhabitant crawl leisurely across the register to get the number of our room, so as to be sure and not miss us.

Knights of the Grip with Miss or Mrs. before the name can not work as rapidly through Wisconsin as Michigan, since they are compelled to give their personal history to the minutest detail and also inform the landlords all about their religion and their business.

There is a feeling in the State that women have no business on the road; that they are out of place. Well, perhaps we are, but who is to blame? The men are crowding us out of our time-honored positions as dressmakers and milliners, as cooks and waiters; they have usurped our places as teachers and clerks; the Chinamen have run us out of the washtub, and in sheer distress we have seized a grip and started on the road. When the men give up such lucrative occupations as dressmakers and milliners, cooks and waiters, and when John Chinaman is no more, then will we look for our old jobs, but until then we emphatically believe in the doctrine of the survival of the fittest.

People seem to be born to ask questions in Wisconsin. We were seated, one morning, busily engaged writing out our orders, when a gaunt country female walked into the parlor and spread herself out upon the couch. Evidently she was not accustomed to having people attend strictly to their own business. In a few minutes her throat became affected—still we wrote on. Evidently our ignoring her presence was too much to be borne quietly, for she sat up and began to deluge us with questions:

"Be you a visitin' the landlady?"
"No."

"Be you a boardin' here?"

"No."

"D' you live in town?"

"No."

"Did you drive fur this mornin'?"

"No."

By that time we began to feel as if we had better look in the glass and see what there was rustic in our appearance. However, we continued our writing, only to be again molested:

"Well, where did you come from anyway?"

Seeing writing was out of the questions, we laid our pen down and stated that we were from the only city in the State of Michigan, Grand Rapids, and that we carried a large line of goods.

It was the last straw that broke the camel's back. Our questioner jumped upon her feet exclaiming, "Say! be you one o' these wome'n drummers? I've heered tell o' them kind o' drummers, but never seed one afore."

She started for the door to call John to come and look at a real live woman drummer, and she was heard to say that she "wuld ruther a missed goin' out ter Minnesoty than a missed a seein' that air wome'n!"

Minnesota and Iowa must be near the Garden of Eden. One is fed upon wild duck and prairie chicken and nothing is quite good enough for a woman. The best room in the house and the private parlor are always at her disposal. And to be from Grand Rapids! The Knights of the Grip from that enterprising and beautiful city have everything their own way in Iowa. Furniture men from Grand Rapids have lavished money in those Western towns until the natives ask all kind of questions about Michigan in general, and Grand Rapids in particular.

The Iowa traveling man reminds one, in some ways, of the Michigan boys. True, he doesn't, as a rule, wear diamonds as promiscuously as does the Michigan man, yet he is courteous, jolly, frank, genial and polite. He always carries an order book in one pocket and a date book in the other. Wonder if he ever gets them mixed!

There is one thing we could not fathom—nine tenths of the men in the Northwest claim to be widowers. We thought the climate especially healthy, yet hay fever must be a very serious disease to take off so many women and leave such a large number of grass-widowers. Strange that it only affects women!

In Michigan the Knight of the Grip always has the sweetest and best little woman on earth at home, and he is proud of his wife. He is truly a Sir Knight, and while he can not be matched in his love for fun and all that's going, yet he never forgets his obligations; and we are proud that we can sign ourselves as a Michigan Knight of the Grip. No. 4,890.

He Settled.

Wife—William, you owe me 21 cents.
Husband—Yes, but I paid the gas bill, and you owe me \$1.35.

"Well, but before that I paid the paper boy, and that made you owe me 60 cents."

"Yes, but there was 30 cents I paid on that other bill for grass cutting."

"I know it; but you borrowed 50 cents of me the next day and—"

"Great Scott! Take this \$5 and let's begin all over again."

Pressed For Money.

Algy—That girl is worth half a million dollars, and Clarence bugged her for four hours in the park last night.

Reggy—Another case of being pressed for money.



Price Has a Loud Voice

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

SILV'R 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.

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.

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."

Character, Conscience and Capital the Essentials of Success.

Written for the TRADESMAN.

She was evidently a Boston girl, else she had not used language so precise in answer to an enquiry relating to the condition of certain bicycle roads over which she had been traveling "en wheel," and of which her interlocutor intended to choose the best, if any degree of preferment existed in the opinion of the fair cyclist who, in the costume best adapted to road riding, was resting at the point where three diverging roads presumably led to the same destination over different routes, and who was asked by a youth whose appearance gave every evidence of refinement and culture, "I beg your pardon, Miss, but can you tell me which of these roads is the best one to take to wheel to L—?"

Her look for an instant seemed to freeze any familiarity that might be brooding, then gently melted in that atmosphere which tends to make all cyclists akin, while with unbending dignity she answered: "None of them is best. All are most insufferably bad, and best can only apply to certain degrees of actual goodness. There is no comparative good, better, best about them; and yet I think that the one to the extreme left is, if anything, a little less bad than the others."

Having said which, she not only corrected the English of her questioner and gave him the desired information, but at the same time gave utterance to a truth broad as the foundation on which business rests; deep as the fundamental truths of Nature, and as impregnable against business assaults as would be the reconstructed American navy under command of Admiral Dewey against the combined forces of Spain's erstwhile so-called navy.

These words seem to be called for in justification of an answer I recently heard given to the question as to which one of several business men who had failed carried on his business in the best manner, or which one of them had the best system of business, calling out the response from an unexpected source, the Silent Person, who that day graced our board, who said: "Beg pardon, but did I hear aright when understanding you to ask which one was 'best,' in his business methods, among a number who failed of success? Such being the case, I have to disagree with your language, for none of them could have had the best method—not even a good one, else business failure had been out of the question. The methods or systems of all must have been bad. Some might have been a little less bad than some others, and yet bad for all that. Any system entitled to a comparative degree of goodness will bring its possessor a measure of success if the system be given a chance to demonstrate its worth; nor need the superlative ever be given as a distinguishing mark leading to any business success through systematized methods. All are good in some places, none in all; only as the right system is combined with the right business by the right party can any degree of success be achieved, because a system of management that would lead Brown on to a most flattering success would make the same business of Jones top-heavy and cause its overtoppling; not because the system was changed in its intrinsic merit, by change of location or from other causes, but because Jones had not the Brown ability of adaptation."

So we may be allowed to add our

opinion that, in cases where business failures occur—and occur they do and must—the system employed could in no case have been good for the identical business involved, in the hands of him who employed it, else success had crowned the effort. A good system of management for any legitimate business will make that business forge ahead to a successful issue. Nor can any degree of good, better or best be applied to anything wherein failure occurs, for even as none of the roads might be better than the other lines of travel while all were bad, some one of them might be designated as less bad than the others; so no one among the business failures of contemporaneous times can lay distinction to having been better systematized than the others, only a little less badly, that is all, as long as the result reached is the same, the failure of placing that business on the high, though attainable, plateau, prosperity.

The conclusion we can draw from these remarks is plain—that any man holds the destiny of his business in his own hands so long as he is capable of discerning what particular system of management is best suited, in his hands and with his skill in manipulation, to the business venture in which he is about to engage, and can master the management of whatever may be adopted, with the full assurance that what he adopts is good in its own intrinsic worth—is good for that particular place and its surroundings and is good for him. If such an one fails—and he seldom or never does—it is evident that the system was bad in a four-fold sense: bad in itself as applied; bad for the business locality; bad for the business; bad for the man. And, in case a number such are near enough together for local comparison, not one can lay distinction to having been better than the others—only in some minor degree less bad.

Personally, I have no belief in the assertion that Fate has aught to do with the shaping of both ends of our business ventures, and while we admit such a possibility touching the beginning, or first end, we shape the last end ourselves according as we possess or lack ability to mould ourselves into a system fitted to our business needs. Each and every one of us is the architect of his own fortune; not only that, but the overseeing builder thereof, whose eye inspects and hand doth place every separate stone and stick that enters the finished whole.

Let us suppose a young man of practical ability along any line of business pursuit entering a career of his own choosing, backed by the three essentials of business success—character, conscience and capital, educated along a practicable system of business management, surrounded by congenial elements in the triple sense, social, moral and business, who has ability to adapt himself and a good system to that business, and we can readily foresee for him a permanently pleasing success. We may point to him as one among many, whom not Fate nor Fortune, but self has established in a business. Should one of these three essentials of business success be lacking, we can readily foretell the end and figure to a certainty that no system, no matter how good under proper environments, could be good enough to win an undeserved success; and none can say of the business, "It came near to being a success because it was managed best of its competing lines," because nothing that fails was ever started on the road that leads to success, hence its system was never good, much less better than some other, and least of all best managed, although we might say of it, "It was a little less badly managed than some other, hence the greater term of its longevity."

L. A. ELY.

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
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President, F. D. VOS; Secretary, J. W. VERHOEKS.

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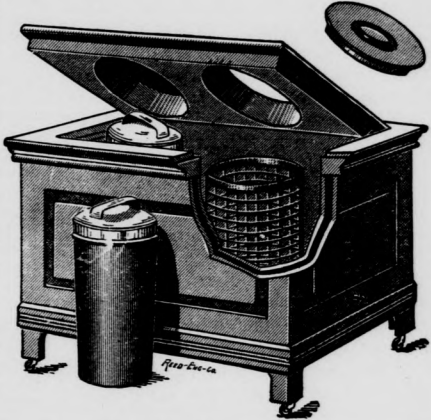
Lily
White
is
"The Flour the Best
Cooks Use"
And the kind you ought to Sell.
Made only by a
Valley City
Milling Co.
Grand Rapids, Mich.

Who Gets the Oyster Trade?

The man whose oysters are the freshest and best flavored.

Who Loses Other Trade?

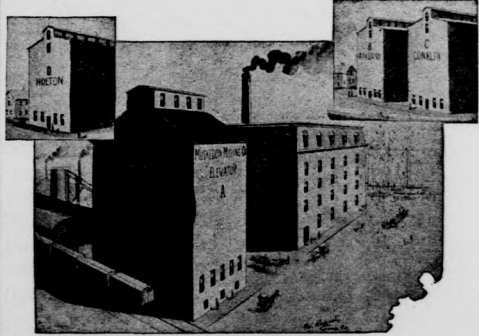
The man who sells fishy oysters diluted with ice to disgust his customers. Avoid such a calamity and increase your trade by using our OYSTER CABINETS, made of Ash, insulated with mineral wool. (See cut.) They are lined with copper. All parts easily removed for cleaning without disturbing the ice. Porcelain-lined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



Ask for our prices on Roll Top Butter Refrigerators.

Grand Rapids Refrigerator Co.,
Grand Rapids, Mich.

MUSKEGON MILLING CO., MUSKEGON, MICH.



Manufacturers of
**FLOUR,
FEED AND
MILL
STUFFS**
Receivers and
Shippers of
GRAIN
Write or wire us for anything needed
in our line in any quantity.
**MIXED CARLOADS
A SPECIALTY.**

Mills and Office:
Water Street, Foot of Pine.

Clerks' Corner.

First Impressions of Clerks—Cultivating the Children.

First impressions count a great deal more than the majority of people seem to think, in the opinion that is formed and kept of a person met for the first time. You may be everything you should be, yet if you don't make a good impression at the first meeting it's hard work to make that impression over into a good one later. Not so very long ago one of the stores where I go took on two new clerks, both experienced men. One of them always met you with a smile and a joke or a pleasant word. He seemed to see everything that went on about him, and every one who came in, and would jump up from a customer and go and speak to some one else who had just come in. Somehow, while he was always very pleasant, he managed to give his customers the impression that he was always in a hurry to get rid of them in order to be able to wait on some one else. The other clerk was more quiet. He always had a pleasant word and a handshake for those he knew. He was very attentive to his customers, and never left them until they were through with him. He didn't get acquainted quite so rapidly as his friend, but he left a better impression and made friends who stuck to him. To-day he has a following that swear by him, while the other man is still making new friends—and losing them—simply because he does not make a good first impression.

* * *

One of the clerks in the ladies' department of one of the big stores in a neighboring city is said to have a larger following than any other clerk in his section of the country. I asked him one day how he managed to get it.

"Well, I'll tell you a secret," he answered. "It has gained more trade for me than anything I know of. I cultivate the children. When a woman comes in with a baby or a little child I make much over it. I usually carry bonbons of some description in my pocket or some little thing that will win a child's heart. It doesn't take much, and when you have won the child it is nine chances to one that you have the mother within your reach. I have many a little friend about the city who never thinks of coming in here without coming direct to me, and you know in the majority of homes the children rule supreme. Where the children buy, there the mother buys."

"Well, you are a lucky man to have the knack of winning the children. It isn't every clerk who can do that," I remarked.

"Well, I don't know about that," he said. "When I first began it I didn't have any natural ability either. It can be cultivated the same as most any other accomplishment. When a fellow gets past a certain point it is all easy enough. It is all right if a clerk is a married man and has children of his own, but I know of very few single men who do not act as if babies were something to be viewed from a distance. I had lots of queer experiences when I first began. I'll tell you about them some day."

Here a lady came in followed by a nurse with a baby in her arms. The last I saw of my friend he was holding the youngster in his arms and discussing its good points with the mother. It was easy to see why no other clerk in that house could sell her anything.

When observing the different methods which prevail in clerkdom one may be pardoned for marveling whether, after all, clerks are, in a measure like poets, born not made. In the course of one's visits to various stores all the types of clerks are seen varying in temperament and methods as much as human nature differs in all the walks of life. There are clerks whose proficiency seems to come naturally to them; they require but little directing and advice from their employers and go ahead conscientiously and industriously doing their duty and working for the interests of the store as much as for themselves. It is true that such clerks are rara avis and are not frequently encountered, but where a merchant is so fortunate as to possess one or more like these he ought to strain a point to keep them. If they are worth a larger salary and feel that they ought to have it, it should not be begrudged to them, inasmuch as they will more than repay their employer by faithfulness and conscientiousness whatever amount the raise will cost him. Such salesmen make friends among the patrons, who become attached to the store because of the superior service received. Every one likes to be waited upon both intelligently and with expedition, and a competent clerk draws as much custom as an incompetent one drives away. A merchant ought to take pride and feel satisfaction in being able to retain a capable man in his employ. He will find that a little magnanimity and justice on his part will be fully repaid by the recipient of it.

The Undertaker's Inadvertence.

A Philadelphia undertaker who was the administrator of the estate of a servant girl, amounting to about \$1,100, generously provided a "first-class funeral" for her, and thoughtfully retained over \$800 of her estate to reward himself for his generosity. In the opinion of the Orphans' Court it is said that an imposing cortege of twelve carriages was provided, with six professional pallbearers, each adorned with a buttonhole bouquet, while the procession of mourning relatives, numbering but five persons, was not similarly ornamented. The Court adds: "This was evidently an oversight of the undertaker." A \$500, silk-lined, gold-handled, cedar couch casket was provided and used in the procession and charged in the bill, but amid the many details of so elaborate a ceremony, and during the very natural agitation of the bereaved undertaker, a cheap one was accidentally substituted for it before the interment.

Prepared to Accommodate.

Lady (engaging a new cook)—Can you clean bicycles?

Cook—No, lady; but I can give you the address where I have mine cleaned.

We have . . .

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

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

HEROLD-BERTSCH SHOE CO.
MANUFACTURERS AND JOBBERS OF
GOOD SHOES
AGENTS FOR
WALES-GOODYEAR AND CONNECTICUT RUBBERS
GRAND RAPIDS FELT AND KNIT BOOTS.
BIG LINE OF LUMBERMEN'S SOCKS.
5 AND 7 PEARL ST., GRAND RAPIDS, MICH.

Boots, Shoes and Rubbers
We make the best-wearing line of Shoes on the market. We carry a full line of Jobbing Goods made by the best manufacturers.
When you want Rubbers, buy the Boston Rubber Shoe Co.'s line, as they beat all the others for wear and style. We are selling agents.
See our lines for Fall before placing your orders.
Rindge, Kalmbach, Logie & Co., 12, 14, 16 Pearl St., Grand Rapids, Mich.

We are the
Oldest Exclusive Rubber House
in Michigan and handle the best line of rubber goods that are made.
Candee Rubber Boots and Shoes are the best. The second grade **Federals**; made by the same Company. The third grade **Bristol**. Write for **Price Lists**.
See our line of **Felt and Knit Boots, Socks, Mitts, Gloves, Etc.**, before you buy.
Studley & Barclay, 4 Monroe Street, Grand Rapids, Mich.



OLD COLONY RUBBERS
Write for Discounts
Hirth, Krause & Co., Agents, Grand Rapids, Mich.



ALLSPICE.

**Its Habitat and Chief Characteristics---
Methods of Adulteration.**

The nearly ripe fruit of the *Pimenta officinalis* belongs to the same family (Myrtle) as the Guavas of Brazil, the May apple and the Rose apple of the East Indies, the clove tree of the Moluccas and the Eucalyptus or gum tree of Australia. The tree is an evergreen and the only one of the species that had its origin in the New World. It is a beautiful tree about thirty feet high, with a straight trunk, much branched above and covered with a smooth gray bark. Its dense and evergreen foliage gives it at all times a refreshing appearance. The leaves, which are petiolate, vary in shape and size, but are usually about four inches long, elliptical, entire, blunt or obtusely pointed, veined and of a deep shining green color. The tree exhales an aromatic fragrance, especially during the summer months when in flower. It is a native of the West Indies, Mexico and South America, and is abundant in Jamaica, whence its fruit received the name Jamaica Pepper. At present the greater amount of the supply comes from Jamaica.

The berries are gathered after having attained full size, but while yet green, and are carefully dried in the sun and packed for the market in bags or barrels. The berries are small, dry and globular, from two to three tenths of an inch in diameter, are of different sizes, usually the size of a small pea, having a short style surrounded by four short thick sepals, which often, however, have become broken off, leaving a sear-like ring, color brown or brownish gray, and when cut in two disclose two cells, each containing a dark kidney shaped seed. The berry has a woody shell or pericarp, easily cut and of a dark ferruginous brown, rough by means of minute tubercles filled with essential oil. The seed is not nearly so aromatic as the shell or pericarp. The odor is very fragrant and is said to very closely resemble the odor from a mixture of cinnamon, cloves and nutmegs, hence the name of allspice, by which it is best known in this country.

Under the microscope, the outer layer of the pericarp just beneath the epidermis appears as a collection of very large brown parenchymatous cells filled with oil. The more interior layers consist of thick walled or store cells loaded with resin, the most characteristic structure of the *Pimenta*, together with the parenchyma cells and smaller crystals of calcium oxalate, which are with difficulty seen. The whole tissue is trav-

ersed, but not plentifully, by fibrovascular bundles.

The seeds contain much starch in minute grains and have a few oil cells. The embryo is large and spirally curved. The bulls of the seeds consist of delicate epidermis and of large thin walled cells with light or dark red contents, which are very characteristic and are called the port wine cells, which should be examined in water and after treatment with chloral hydrate solution, the starch grains being made out in the water and the remaining structure among the particles rendered transparent by the chemical solution. The most prominent among these objects examined under the microscope are the numerous and comparatively large stone cells grouped or separated and often with plain light-showing shreds of parenchyma adherent to them. The brown cells which contain the oil are made out with less distinctness, but most striking are the red or port wine cells of the seed hull which are seen scattered everywhere and in color and form are characteristic. Shreds of the embryo are also now and then seen. The taste of the allspice is warm, aromatic, pungent and slightly astringent; they impart their flavor to water and all their virtue to alcohol. The infusion with water is of a brown color and reddens litmus paper. They yield volatile oil by distillation, a green fixed oil, a flatty substance in yellowish flakes, tannin, gum, resin, sugar, coloring matter, malic and galic acids, saline matter, moisture and lignin. In the usual analysis we find the following percentages of the principal constituents, water 5-7 per cent., ash 4-6 per cent., volatile oil 3-5 per cent.; fixed oil 6-6.5 per cent., crude fibre 15-18 per cent., tannin 11-13 per cent., albuminoid 4-4.5 per cent., and undetermined matter 58-59 per cent. The green oil has the burning aromatic taste of pimenta and is supposed to be the acrid principle. Upon this, therefore, together with the volatile oil, the active properties of the berries depend. According to Bonastre, the shell contains 10 per cent. of volatile oil and perhaps a little chlorophyll. Allspice is reported by Dragendorff to contain an alkaloid having the odor of conine. *Pimenta* is not only a useful article in the household to flavor foods, but is sometimes resorted to as an adjunct to tonics and purgatives. The volatile oil, which is being more extensively used each year as a direct flavoring in alcoholic solutions, is of a brownish red clear appearance and has the odor and taste of pimenta, although warmer and more pungent. It is readily soluble in alcohol.

6 MOST POPULAR
ROASTED COFFEES
ON THE
MARKET

MILLAR'S
ANDHELING JAVA
MEDAL
MOCHA AND JAVA

GURACOA
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.

TO THE PURE ALL THINGS ARE PURE

We brand our spices **PURE** because they are **PURE**. We are so positive of this statement that we offer \$100 for every ounce of adulteration found in a package of our goods. Our guaranty as to purity also applies to our

QUEEN FLAKE BAKING POWDER

which has come to be regarded as the standard wherever introduced. Manufactured and sold only by

NORTHROP, ROBERTSON & CARRIER
LANSING, MICHIGAN.

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel.

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

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.

If two drops of the oil be dissolved in one fluid drachm of alcohol and a drop of ferric chloride test solution added a bright green color will be produced. If one C. C. of the oil be shaken with twenty C. C. of hot water the water should not give more than a scarcely perceptible acid reaction with litmus paper. If, after cooling, the liquid be passed through a wet filter the clear filtrate will produce, with a drop of ferric chloride test solution, only a transient grayish green, but not a blue or violet color (absence of carbolic acid). It consists, like the oil of cloves, of two distinct oils, a light and heavy oil, separated by distilling the oil from caustic potassa. The light oil passes over, leaving the heavy oil behind combined with the potassa. The heavy oil may be recovered by distilling the residue with sulphuric acid; this heavy oil has the acid property of combining with the alkaloids, forming crystallized compounds, and is identical with the Eugenol from the oil of cloves from which is prepared the commercial vanillin. All spice, like all of the other spices, offers in the ground state quite a margin of profit for those who are inclined to mix with the spice foreign substances. The use of powdered or ground clove stems has become quite a favorite with some, others resort to peas, almond shells, etc. A sample before me, which was picked up in Detroit by one of our inspectors, contains a large admixture of cracker crumbs and sufficient ground Saunders to disguise the whitish appearance the adulterations would otherwise give to the product. Adulteration seems to be inherent with many producers of food articles. Some people evidently practice the methods of sophistication in order to keep well versed and up with the lawless class who are constantly studying some new sleight of hand by which they can deceive the public. These conscienceless brethren will tell you that their method of treating their particular product really benefits it. After they have cheated the public long enough to be discovered and exposed, they join hands with others of the same stamp and sympathies and enter the field anew as a combine or syndicate not to correct or in any way ameliorate their tampering with our foods or beverages, but to join their whole force of experiences and go at it with renewed vigor.

F. H. BORRADAILE,
State Analyst.

Prison-Made Goods Need Not Be Branded.

A recent decision of the Court of Appeals at Albany, N. Y., declares unconstitutional the law passed in 1896 requiring that prison-made goods sold in that State, no matter in what state manufactured, shall be branded as such. In 1894 a similar law was passed affecting only prison-made goods manufactured in other states. This law was also declared unconstitutional and the law of 1896 was passed with a view of meeting the opinion of the Court of Appeals in that case. The question of the constitutionality of the anti-ticket scalping law is now pending in the Court of Appeals, and it is suggested that the same principle is involved in this question as in the law requiring prison-made goods to be branded.

The case decided was that of the people against Samuel K. Hawkins, who had been indicted in Binghamton for having in his possession scrubbing brushes manufactured in the penitentiary at Cleveland, and which were not

labeled as required by the law of the State. Mr. Hawkins is a large dealer in prison-made goods and he maintained that the law under which he was indicted was unconstitutional. He won his case in the lower courts and the court of last resort has now pronounced the law invalid, the opinion being as follows:

Hawkins is forbidden by this statute from buying or selling or having in his possession any prison-made articles, except upon the condition that he shall attach to it a badge of inferiority, which diminishes the value and impairs its selling qualities. It is not claimed that there is any difference in the quality of this scrubbing brush when compared with one of the same grade or character made outside of the prisons. The citizen can not be deprived of his property without due process of law. The principle embodied in this constitutional guaranty is not limited to the physical taking of property. Any law which annihilates its value, restricts its use, or takes away any of its essential attributes, comes within the purview of this limitation upon legislative power.

A law which interferes with property by depriving the owner of the profitable and free use of it, or hampers him in the application of it for the purpose of trade and commerce, or imposes conditions upon the right to hold or sell it, may seriously impair its value, against which the Constitution is a protection. It is entirely safe to assert that no court has yet invoked the police power to justify a statute the purpose of which was to enhance the wages of labor in certain factories by suppressing, through the agencies of criminal law, the sale of competing products made in prisons. If the wages of labor in a few factories producing goods such as are also made in prisons may be regulated by the police power, there is no reason why that power may not be used to regulate the rewards of labor in any other field of exertion. If police power extends to the protection of certain workmen in their wages against the competition of other workmen in penal institutions, why not extend it to other forms of competition?

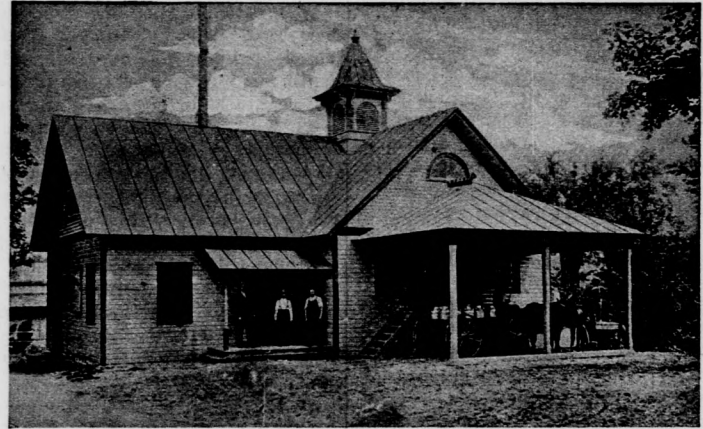
It would be manifestly unjust and inconsistent for the State, while it encourages and commands the employment of convicts and becomes itself the patron and customer of prison-made goods, to prohibit its citizens from dealing in the same property. This State has declared its policy to utilize convict labor in the production of such articles as the Government itself or that of any political division or the management of any public institution may need. The convict labor necessary to supply such a large consumption must necessarily, in some degree at least, affect the wages of free labor if the argument in support of this law be correct, but the general good overbalances any evil, real or imaginary, that may proceed from that policy. Some other State may not see fit to take all the profits of convict labor itself, but to sell the products in the market, and when the articles thus produced have been absorbed into the general mass of merchandise they can not be made the object of hostile legislation to depress their value any more than if they had been made in private manufacturing establishments.

This statute belongs to a class of laws which have become quite common in recent years, all resting largely upon the nation, that important problems involved in the social and industrial life of the people may be solved by legislation. This theory has, no doubt, a certain fascination over some minds, but so long as legislative power is circumscribed by the restrictions of a written constitution a statute like this can not be sustained by the courts. Whether tested by the Federal or State Constitution, it is, I think, an invalid law.

The boy with long flaxen curls looks a great deal prettier to his mother than to the shorthaired little boys who play with him.

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.

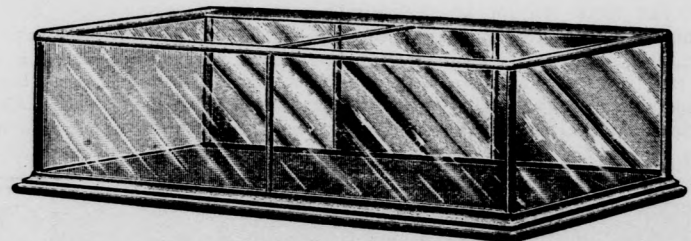
Address all correspondence to R. E. STURGIS & Co., Allegan, Mich.



This Showcase only \$4 00 per foot.

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

SHOW CASES OF ALL STYLES



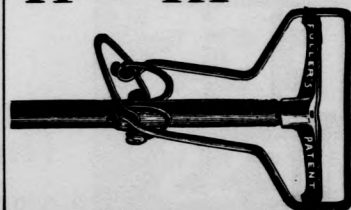
Until Nov. 1 we will furnish these highly finished show cases with inlaid wood corners at the following low prices for Bryan:

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

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

THE BRYAN SHOW CASE WORKS, Bryan, Ohio.

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.

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. WAST, Jackson.

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

W. J. Clough is spending a fortnight among the retail trade of Grand Rapids in the interest of the Softine Co., of Cleveland.

Marshall Statesman: J. J. McHugh, traveling for a N. Y. house, who made Marshall his home when off the road, died very suddenly at the Royal Wednesday night. He had sent in his order for supper and was found by the boy who went to deliver it, ten minutes later, in an unconscious condition, having evidently had an attack of apoplexy, to which he was subject. Dr. Church was called, but the shock had been too severe and he did not recover from its effects. The funeral was held from the Royal. Father Baart sang a requiem mass at St. Mary's church.

Martin V. Winters, a traveling man of Lima, Ohio, representing a Cincinnati house, has won a suit against the Baltimore & Ohio Railroad Company in a case which is of great importance to the traveling public. He bought a Cincinnati, Jackson & Mackinaw interchangeable book from a Cincinnati broker who had bought the books from the company, but as he neglected to pay for them, the roads were notified to take them up when presented. Winters presented the book to a Baltimore & Ohio conductor, who refused to accept it, and when Winters refused to pay his fare he was put off the train. Winters brought suit against the company for \$10,000 damages, and was given a verdict for \$1,000 in the United States District Court. The company moved for a new trial, which Judge Hammond refused to grant. He held that Winters was an innocent purchaser, and the fact that the Cincinnati broker did not pay for the books did not justify the action.

Mt. Pleasant Times: Matt Hannon, of Detroit, one of the most genial gentlemen and jovial traveling men in Michigan, who used to make this city in his trips some time ago, was in the city last Thursday and Friday on his wedding tour, the guest of P. Donovan, proprietor of the Hotel Donovan. Miss Hunt, Matt's bride, was the daughter of a very warm friend of Mr. Donovan. They came here hoping to escape the attention that newly-wed people always attract, but somehow, T. A. Winans, M. L. Donoghue, F. A. Sweeney, Dan Kane and J. A. Kenney, former customers of Matt's, became aware of their arrival and called on them at the hotel, and Mr. Sweeney, in behalf of the party, presented them with a fine set of silverware, with a neat speech, to which Mr. Hannon responded feelingly as soon as he recovered from his surprise. Refreshments were served and washed down with thirteen-year-old mineral water which

Matt had imported from Walkerville, or some other place where they grow mineral water. The evening was passed very pleasantly by all. On Friday evening Mr. and Mrs. Winans tendered Mr. and Mrs. Hannon a banquet and reception at their home on Fancher avenue, where the numerous friends gathered and made the evening pleasant for them; and now Mr. Hannon declares that he will make this town every thirty days whether his house sends him or not, and he will always be welcome.

Scientific American: The need of our export trade is a class of competent, well-trained young men, with good manners, a practical command of French, German, and Spanish, or at least some of these languages, combined with an intimate practical knowledge of a certain class of manufactured goods and commercial methods, currency, weights, measures, and customs of foreign countries. The education of such men requires certain specialized courses of study, which the commercial schools of Germany, and to some extent Belgium and England, furnish. The all-round education provided by American colleges and high schools turns out young men more or less fairly equipped for successful careers at home, but the competition for export trade has now become so sharp as to require the work of experts, which only a special education, supplemented by a practical experience, can provide. It will, henceforth, be necessary for a largely increased class of young men to prepare themselves for, and accept definitely, as many thousands do in Great Britain and Germany, the career of mercantile employes in foreign lands, in which social sacrifice and the dangers of alien climates are balanced by the material advantages which such a career offers to men of perseverance and trained capacity. Salesmen frequently go to Germany with no knowledge of any language but English, and the commercial traveler puts himself too often in the character of a peddler by attempting to sell goods of wholly different classes and character. The commercial traveler in foreign countries should confine himself solely to one line of goods and should be an expert in that line.

Nine New Members.

Marquette, Oct. 31—The latest additions to the membership roll of the Lake Superior Commercial Travelers' Club are as follows:

- Frank J. Jenison (Marquette Citizens Committee), Marquette.
- Robert S. Donaldson (Mutual Life Insurance Co.), Milwaukee.
- F. A. Tower (American Steel & Wire Co.), Ionia.
- Chas. J. Thoenen (Wood & Thoenen), Soo.
- E. W. McPherran (D., S. S. & A. Ry.), Marquette.
- J. G. Clark (Oshkosh Clothing Co.), Oshkosh.
- F. W. Marcott (Cudahy Bros. Packing Co.), Marquette.
- E. M. Smith (Buhl Sons & Co.), Menominee.
- F. A. Daley (Heiser Manufacturing Co.), Lawrence, Mass. OUIX.

The Barber Got Even.

"Now, look quick," said the busy man, dropping into the barber's chair. "I just want a hair cut; that's all; I don't want no shampoo, no singe, no bay rum, no conversation—nothing but a plain everyday hair cut, see?" "Excuse me, sir, for one question," said the barber, as he began operations. "Shall I leave all of this hayseed in your hair?"

After a man's jaws begin to swell, he realizes that silence is golden.

Adheres to Its Rules in the Face of Loss.

The danger of offending customers who have supplied themselves with goods only to find the same articles marked down the following day was recently illustrated by a circumstance which shows the steadfastness with which at least one house adheres to its professions in the face of absolute loss.

"A friend of mine," said the narrator, "bought, the other day, an overcoat at a well-known clothier's, and the very next morning learned that the price on the same kind of coats had been reduced.

"He went to the store and asked the price of the coat like the one he had on.

"'Eighteen dollars,' replied the salesman.

"'Well,' says my friend, 'you charged me \$20 for this one yesterday, and I want you to refund the difference.'

"'Can't do that,' replied the salesman. 'It would be against our rules.'

"'Do you always stick to your rules?' asked my friend.

"'Invariably.'

"'In that case let me remind you of your announcement: 'Your money back if you want it.' This coat doesn't suit me. Can I return it?'

"'Why, yes; I guess you can,' was the reply.

"The coat was taken back and put on the stock table again. My friend then picked out another coat exactly similar to the one returned, tried it on, and asked, 'Now, what's the price of this coat?'

"'Eighteen dollars.'

"'He got the coat'

Expect to Be One Hundred Strong.

Saginaw, Nov. 1—At a special meeting of Post F, M. K. of the G., held Saturday evening at the rooms of the Board of Trade, there was a large attendance. Nearly all of the various committees reported progress in their work and everything is moving smoothly. New members are coming in at each meeting and the Post will be at least 100 strong by the time of the annual meeting. There was little business transacted other than the regular committee work. The Storekeeper was made the official organ of the Post.

Our regular meeting will be held next Saturday evening.

O. C. GOULD, Sec'y.

Sure Indication of Affection.

"Say, you remember you told me, some time ago, that you really didn't believe Burgin really loved his wife—that you thought he had married her for her money—don't you?"

"Yes." "Well, you're dead wrong. I went fishing with them one day, when we were up in the hills, and he baited her hook and took her fish off every time."

Broke the Record.

Daniel Geer made a record in Plymouth, Mass., last week that is likely to stand for a generation. In six hours and twenty minutes on the Manomet Company's marshes one day he gathered with a scoop 360 measures of cranberries of six quarts each, amounting to twenty-one barrels and sixty quarts.

Anticipating Future Greatness.

"Bliggins fully believes that his boy is the most wonderful member of the whole human race."

"Yes. He's thinking of having his name copyrighted now, so that when he grows up and gets famous people can't put it on cigar boxes without paying."

An Apt Comparison.

"I feel like a store with a bargain sale," groaned Tommy as he approached from the direction of the pantry, the immediate surroundings of his mouth being a suspicious dark red.

"What's the matter, my dear?"

"Jam inside."

All the world's a stage, and all the men and women want to ride on top.

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.

REMODELED HOTEL BUTLER

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

HOTEL WHITCOMB ST. JOSEPH, MICH.

A. VINCENT, Prop.

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

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

Tradesman Company, Grand Rapids.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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

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

Examination Sessions.
Lansing—Nov. 1 and 2.

STATE PHARMACEUTICAL ASSOCIATION.

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

The Story of a Drug Store.

I believe that my employer was one of the most peculiar men I ever met. In looking back, I believe he was partially so naturally and the rest so artificially. He studied to be eccentric. He did things in an out-of-the-rut way that made people talk about him. He was, I believe, the only druggist in Boston who advertised steadily in the daily papers. His store was situated near one of the best-known churches in New England, and he never advertised without designating his store as "diagonally opposite Park Street Church."

Those words "diagonally opposite" became a by-word through his frequent use, and were as characteristic as "gegenuber dem Julichs-Platz" is of Farina Cologne. I am rather suspicious that he borrowed the idea from Johann.

About that time the marble soda fountain became a thing of wonder. My employer, seeing the way people were patronizing these fountains, clung to his old-fashioned T-shaped cut-glass-and-silver affair with its two drawing arms, and kept his syrups in long narrow jugs such as those in which Vichy water was imported. But his syrups and his soda were the best in the city and many went a block out of their way to get a glass of "Blank's Delectable." Yet his advertisements read: "No new-fangled apparatus for experiment," and I rather think that he profited by his boasted conservatism.

He aimed at quality, accuracy, precision and promptness. Those four words were his motto, and he lived up to it. If a prescription was promised at a certain hour, it must be ready at any cost of trouble or money. It may be interesting to know that he had to pay one dollar an ounce for the rare substance, glycerine, and that he was the second man in the country to import Price's glycerine.

This man believed that advertising was valuable to get people into his store, and that once there he could make them buy. So he did everything which would draw them in. He had directories, time-tables, guide books galore, and the cashier, who was seated at the front of the store, was considered a veritable encyclopaedia of information. If anybody wanted to know which car to take, or when a train left, or the rate of postage to a foreign country, all they had to do was to ask the cashier, who frequently spent five or ten minutes in hunting up the information.

He had a letter box placed in his store, from which letters were sent to the postoffice every two hours. He sold postage stamps, and revenue stamps, also. His store was near the terminus of many of the street car lines, and he invited people to await the arrival of their cars in his store.

And he made his store attractive.

Every case of plate glass and silver was cleaned each morning—my arms ache in memory as I write this—and was filled with enticing fancy goods. Many a sale came from the leisurely customer, who was waiting for a car, or the one who dropped in to buy a stamp or look up a name in the directory.

His advertising was unique—and I believe would create as much talk today as it did then. His method was peculiar. He would write his advertisements offhand, and then get down his Roget's Thesaurus. He would proceed to wrap those thoughts in grandiloquent phrases. The public would laugh, but they read and remembered, and they bought. I have none of his advertising now. I wish I had. I can not remember it, but a portion of a glycerine and neroli water preparation read that "for restoring the pristine flexibility of an infant's cuticle it is all that one can desire."

His windows were generally dressed entirely with one preparation. He would build up the display on shelves or terraces, and have a large show card explaining the virtues of the article shown and its price. This and the newspaper advertisement went together, and the campaign was indeed successful.

Did he make money? Well, it was in the palmy days when everybody made big profits. He got so rich that he went to speculating in real estate, and finally he neglected his drug store for the business of altering buildings and letting offices. The drug store was left to underlings, and the system, the care, the elegance, which had made it easily one of the first in the country gradually disappeared, as also did the customers. Finally it was moved up one flight that the store might be let to another merchant. You know the result. People never go upstairs to buy drugs or patent medicines. And it fizzled out for the lack of what in the former times had made it a marked success.

L. S. MILES.

A Satisfactory Prescription.

The other day a distracted mother brought her daughter to see a physician. The girl was suffering from "general lowness." The doctor prescribed for her a glass of claret three times a day with her meals. The mother was somewhat deaf, but had apparently heard all he said, and bore off her daughter. In ten days' time they were back again, and the girl was rosy-cheeked, smiling, and the picture of health. The doctor congratulated himself upon the keen insight he had displayed in his diagnosis of the case.

"I am glad to see that your daughter is so much better," he said.

"Yes," exclaimed the grateful mother, "thanks to you, doctor! She has had just what you ordered. She has eaten carrots three times a day since we were here, and sometimes oftener—and once or twice uncooked—and now look at her!"

The Drug Market.

There are few changes of importance to note this week.

Opium—Continues easy in this market, although primary markets are quite firm.

Morphine—Is unchanged.

Quinine—Is in good demand at unchanged prices.

Linseed Oil—Is advanced, on account of higher price for seed.

Turpentine—Is higher.

Essential Oils—Anise, cassia and cloves are slightly lower.

Replacing Fluid Extracts By Fluid Acetracts.

To those who have followed the efforts which have been made within the last few years to call attention to the uses of acetic acid as a menstruum and solvent for organic substances there will be no occasion to explain the meaning of the word acettract. We have had acetic extracts in the past and by this term is meant a solid extract made from a drug by the use of acetic acid; the word acettract may simply be regarded as a contraction of the words acetic extract. Inasmuch as the United States Pharmacopoeia of 1890 recognizes mainly alcohol and water as menstrua, it would be clearly improper to call preparations made with acetic acid, extracts and fluid extracts; for the sake, then, of avoiding confusion in nomenclature, it has been deemed best to use acettract and fluid acettract to mean solid and liquid preparations of organic drugs made with acetic acid as a menstruum.

Experiments have demonstrated that some drugs can be very successfully exhausted with a menstruum containing as little as 5 per cent. of acetic acid; but so far, the strength which seems to be most successful is a 10 per cent. menstruum. It is not to be supposed that acetic acid can replace alcohol as a menstruum in all cases, but from the work which has already been done, the writer feels warranted in stating that fully one-half of the official fluid extracts could be satisfactorily replaced by fluid acettracts. The manufacturers of specialties have not been slow to adopt acetic acid for extracting drugs, and the saving in expense has been enormous. The cost of diluted acetic acid—10 cents per gallon—as compared with that of alcohol—\$2.50 per gallon—is entirely too great a temptation to resist, and a manufacturer would certainly be foolish to use alcohol except when required by the authority of the Pharmacopoeia.

Sanguinaria has always presented the greatest difficulty in selecting a menstruum for the fluid extract which would not precipitate the alkaloid. I have great pleasure in stating that this question is now settled so far as obtaining a liquid preparation which does not precipitate is concerned. A fluid acettract of sanguinaria, made on the 26th of July, 1892, has never at any time within the last five years shown the slightest sign of precipitation. It seems necessary, however, to use a 60 per cent. acetic acid to accomplish this, for it will be seen, by examining the sample, that fluid acettract of sanguinaria made with diluted acetic acid contains an abundant precipitate.

The fluid acettract of ipecacuanha made with 60 per cent. acetic acid is two years old and seems to be in excellent condition, no precipitation being observed. The effect of acetic acid upon pectinous drugs presents some curious anomalies; 60 per cent. acetic acid seems to act as a solvent for the pectinous principles, for while weaker strengths produce liquid acettracts which will gelatinize, no tendency toward ge-

latinization is observed in the 60 per cent. fluid acettract.

One fact is noticeable in light-colored preparations, that is, a tendency to darken with age. The fluid acettract of squill herewith shown was of a light amber color when first made; in two years it has become a clear, dark red. When added to syrup, however, in the proper proportion to make syrup of squill, it will be observed that the resulting preparation is not very different from that which is official.

Dr. Charles F. Squibb has furnished the writer with nine specimens of fluid extracts made with diluted acetic acid, as follows: digitalis, cascara sagrada, aconite root, nux vomica, belladonna leaf, compound gentian, gelsemium and coca. It will be observed that these represent some of the most important official drugs. They have all been made by reprecipitation, and on the large scale it is found that it is possible, with drugs like nux vomica, to use such very coarsely ground instead of in fine powder, the acetic acid seeming to penetrate hard tissues and to dissolve the active constituents with great facility.

The presence of acetic acid in the finished product is, of course, sometimes objectionable. Practically, this would not be a serious fault in fluid acettracts made from powerful drugs, where the dose is from two to five minims only, given in water, and where a 10 per cent. acetic acid is used for a menstruum this objection is certainly a very slight one.

GEO. C. DIEKMAN.

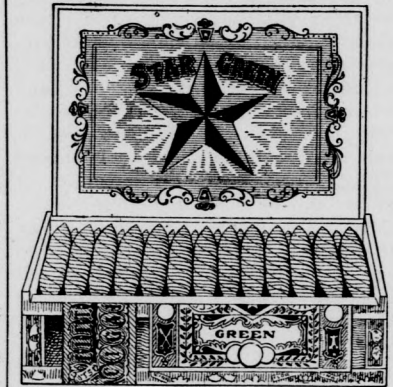
The Butcher Noted the Difference.

Butcher—You've got six or eight new boards, ain't you, mum?

Mrs. Slimditt—Yes. They came yesterday. How did you know?

Butcher—I noticed you was buying half a pound more of everything.

ALWAYS A WINNER!



\$35.00 per M.

H. VAN TONGEREN, Holland, Mich.

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.

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.

WHOLESALE PRICE CURRENT.

Advanced— Declined—

Table of wholesale prices for various commodities. Columns include item names (e.g., Aceticum, Benzolcum, Boracic), prices per unit, and categories like Acidum, Ammonia, Aniline, Balsamum, Cortex, Radix, Semen, Spiritus, and Syrupus.

Table of wholesale prices for various commodities. Columns include item names (e.g., Morphia, S.P. & W., Moschus Canton, Myristica), prices per unit, and categories like Tinctures, Oils, and Varnishes.

Advertisement for HAZELTINE & PERKINS DRUG CO. GRAND RAPIDS. Features a decorative border and the text: 'WHEN ready to buy your staple sundries or holiday goods for this season, do not forget that we have materially enlarged our sundry line and we invite correspondence, or, what is better, your personal inspection before placing your order elsewhere.'

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.

Table listing prices for Axle Grease and Baking Powder. Includes items like Aurora, Castor Oil, Diamond, Fraser's, and various grades of baking powder.

Table listing prices for Jaxon products, including various grades of flour, sugar, and other staples.

Table listing prices for Bluing, Condensed Pearl Bluing, and other household cleaning products.

Table listing prices for Canned Goods, including soups, catsup, and cheese.

Table listing prices for Chocolate, including German Sweet, Premium, and Breakfast Cocoa.

Table listing prices for Clothes Lines and Cocoa Shells. Includes various grades of cotton and cocoa products.

Table listing prices for Coffee, including Green, Rio, Santos, and Mexican and Guatemala grades.

Table listing prices for Farinaceous Goods, including various types of flour and wheat products.

Table listing prices for Coupon Books, including various denominations and grades.

Table listing prices for various other goods, including different grades of flour and other staples.

Table listing prices for Dried Fruits, including Apricots, Blackberries, Nectarines, and other varieties.

Table listing prices for Raisins, including various grades and sizes.

Table listing prices for Canned Goods, including soups, catsup, and cheese.

Table listing prices for various other goods, including different grades of flour and other staples.

Table listing prices for various other goods, including different grades of flour and other staples.

Table listing prices for Salt Fish, including Cod, Herrings, and other varieties.

Table listing prices for Mackerel, Trout, and Whitefish.

Table listing prices for Flavors and Extracts, including Vanilla, Lemon, and various other flavors.

Advertisement for Jennings' Flavoring Extracts, featuring a logo and list of products like D.C. Vanilla, D.C. Lemon, and Pure Brand.

Advertisement for Souders' Flavors, featuring a bottle illustration and text: 'Oval bottle, with corkscrew. Best in the world for the money.'

Table listing prices for Herbs, including Sage, Hops, and other varieties.

Table listing prices for Gunpowder, including Rifle-Dupont's and Choke Bore-Dupont's.

Table listing prices for Jelly, Lye, and Licorice.

Table listing prices for Mince Meat, Matches, and Molasses.

Table listing prices for Mustard, Pipes, Potash, and Pickles.

Table listing prices for Rice, Domestic, and Imported varieties.

Table listing prices for Sal Soda, including various grades and quantities.

Table listing prices for Snuff, including Scotch, Maccaboy, and French Rappee.

Table listing prices for Seeds, including various types of beans, peas, and other seeds.

Table listing prices for Salt, including Diamond Crystal and Common Grades.

Table listing prices for Soap, including various brands like Jaxon and Schulte Soap Co's Brands.

Table listing prices for other household goods, including various types of soap and cleaning products.

SPICES.

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

SYRUPS.

Table listing different types of syrups like Corn, Fair, Good, and Choice with their prices.

STARCH.



Kingsford's Corn.

Table listing Kingsford's Corn and Silver Gloss products with their prices.

Diamond.

Table listing Diamond brand products with their prices.

Common Corn.

Table listing Common Corn products with their prices.

Common Gloss.

Table listing Common Gloss products with their prices.

STOVE POLISH.



Enameline.

Table listing Enameline Stove Polish products with their prices.

SUGAR.

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

Table listing various types of sugar like Domino, Cut Loaf, Crushed, Powdered, etc., with their prices.

TOBACCOS.

Table listing tobacco products like Clark-Jewell-Wells Co.'s brand, H. & P. Drug Co.'s brand, and G. J. Johnson Cigar Co.'s brand.



S. C. W.

Ruhe Bros. Co.'s Brands.

Table listing Ruhe Bros. Co.'s Brands products like Double Eagles, Gen. Maceo, etc., with their prices.

TABLE SAUCES.

Table listing table sauces like Lea & Perrin's, Halford, etc., with their prices.

VINEGAR.

Table listing vinegars like Malt White Wine, Pure Cider, etc., with their prices.

WICKING.

Table listing wicking products with their prices.

Crackers.

The National Biscuit Co. quotes as follows:

Table listing National Biscuit Co. products like Seymour XXX, Family XXX, etc., with their prices.

Soda.

Table listing soda products like Soda XXX, Soda City, etc., with their prices.

Oyster.

Table listing oyster products like Saltine Wafer, Farina Oyster, etc., with their prices.

SWEET GOODS—Boxes.

Table listing various sweet goods like Animals, Bent's Water, Cocoa Nut Taffy, etc., with their prices.

Oils.

Table listing various oils like Eocene, XXX W.W. Mich. Hdt, etc., with their prices.

Candies.

Table listing candies under 'Stick Candy' and 'Mixed Candy' categories.

Table listing various grocery items like Standard, Royal, Ribbon, etc., with their prices.

Fancy—in Bulk.

Table listing fancy grocery items in bulk like Lozenges, Choc. Drops, etc., with their prices.

Fancy—in 5 lb. Boxes.

Table listing fancy grocery items in 5 lb boxes like Lemon Drops, Sour Drops, etc., with their prices.

Caramels.

Table listing caramel products with their prices.

Fruits.

Table listing various fruits like Oranges, Lemons, Bananas, etc., with their prices.

Foreign Dried Fruits.

Table listing foreign dried fruits like California, Choice, etc., with their prices.

Dates.

Table listing date products with their prices.

Nuts.

Table listing various nuts like Almonds, Walnuts, Pecans, etc., with their prices.

Peanuts.

Table listing peanut products with their prices.

Grains and Feedstuffs

Table listing wheat products with their prices.

Winter Wheat Flour.

Table listing winter wheat flour products like Patents, Straight, Clear, etc., with their prices.

Spring Wheat Flour.

Table listing spring wheat flour products like Clark-Jewell-Wells Co.'s Brand, Pillsbury's Best, etc., with their prices.



Table listing flour products like Duluth Imperial, Lemons & Wheeler Co.'s Brand, etc., with their prices.

Feed and Millstuffs.

Table listing feed and millstuffs like St. Car Feed, Unbolted Corn Meal, etc., with their prices.

Corn.

Table listing corn products with their prices.

Oats.

Table listing oat products with their prices.

Hay.

Table listing hay products with their prices.

Fish and Oysters

Table listing various fish and oyster products with their prices.

Shell Goods.

Table listing shell goods like Oysters, Clams with their prices.

Provisions.

Swift & Company quote as follows:

Table listing provisions like Barreled Pork, Mess, Back, etc., with their prices.

Dry Salt Meats.

Table listing dry salt meats like Bellies, Briskets, Extra shorts, etc., with their prices.

Smoked Meats.

Table listing smoked meats like Hams, Ham dried beef, Bacon, etc., with their prices.

Lards. In Tierces.

Table listing lard products with their prices.

Sausages.

Table listing sausage products with their prices.

Beef.

Table listing beef products with their prices.

Pigs' Feet.

Table listing pig's feet products with their prices.

Tripe.

Table listing tripe products with their prices.

Casings.

Table listing casing products with their prices.

Butterine.

Table listing butterine products with their prices.

Canned Meats.

Table listing canned meat products with their prices.

Fresh Meats.

Table listing fresh meat products with their prices.

Mutton.

Table listing mutton products with their prices.

Veal.

Table listing veal products with their prices.

Crockery and Glassware.

AKRON STONWARE.

Table listing Akron Stonware products like Butters, Fruit Jars, Milkpans, etc., with their prices.

Fine Glazed Milkpans.

Table listing fine glazed milkpan products with their prices.

Jugs.

Table listing jug products with their prices.

Tomato Jugs.

Table listing tomato jug products with their prices.

Preserve Jars and Covers.

Table listing preserve jar products with their prices.

Sealing Wax.

Table listing sealing wax products with their prices.

LAMP BURNERS.

Table listing lamp burner products with their prices.

LAMP CHIMNEYS—Seconds.

Table listing lamp chimney products with their prices.

Common.

Table listing common lamp products with their prices.

First Quality.

Table listing first quality lamp products with their prices.

XXX Flint.

Table listing XXX flint lamp products with their prices.

La Bastie.

Table listing La Bastie lamp products with their prices.

Rochester.

Table listing Rochester lamp products with their prices.

Electric.

Table listing electric lamp products with their prices.

OIL CANS.

Table listing oil can products with their prices.

LANTERN GLOBES.

Table listing lantern globe products with their prices.

LANTERN GLASSES.

Table listing lantern glass products with their prices.

Wool.

Table listing wool products with their prices.

Hardware

The Rush of Stove Orders.

From the Stoves and Hardware Reporter.

The appearance of the first cold wave has caused an influx of orders for stoves from retailers which has rushed manufacturers to fill. Although in a former issue the practice of buying so far in advance was discouraged, it was not suggested that the other extreme should be resorted to and procrastination indulged in until the goods were really needed before they were ordered. It is far more judicious and satisfactory in every way for those concerned in the transactions to order stoves before the rush begins.

Many really good sales are lost by a culpable negligence on the part of the merchant when he delays buying goods until the demand commences, because unfortunately other procrastinating merchants who are subject to the same dereliction have sent in their orders at about the same time; in consequence the manufacturer is unable to supply the goods when wanted, and a stoppage of indefinite duration is put upon the most important branch of the hardware business. Far from being any economy in such procedures, the unnecessary rush is very detrimental to business. Manufacturers when rushed with orders can not do justice to themselves or the dealers. Goods are liable to be selected too hurriedly and mistakes may be made in filling the orders which result in great confusion, disappointment and worry.

A prominent manufacturer, in relating his experience with an excess of orders which appeared to arrive almost all at once, said that dealers should by all means be induced by some agency, either human or divine, to cease neglecting this most indispensable portion of their business and order goods far enough ahead to enable the manufacturer to supply the demand with ease and convenience both to himself and the retailer. But when orders come in, for instance, both by telephone and telegraph so rapidly that one man is kept busy receiving them there is naturally an unavoidable delay in filling them. No manufactory, however large, can keep on hand a sufficiently extensive stock of varied and required classes of goods to furnish retailers with what they want at so short a notice.

There is also something else to be taken into consideration by the merchant who is behindhand with stocking up, and that is his competitor who may have been more forehanded and supplied himself with all necessary goods to meet the requirements when the rush comes. In this way he scores an advantage for himself and leaves the merchant who has not improved his opportunities out in the cold in every sense of the term.

It may be rather late in the day to give vent to such fulminations, but if the gentle reminder serves to impel some careless individuals to hasten and make amends for their past remissness their object will be fulfilled. In this case a strong moral may be more impressive and have a better effect than one which is subtly suggested. Plain language is necessary in extreme cases.

Increasing Sales of Guns and Ammunition.

Boldly or timorously the huntsman now wends his muddy way to dark waters where the unmusical but savory duck is supposed to be sporting itself. Every man without exception, we believe, likes to indulge in this laborious, although presumably enjoyable, pastime. Each one prides himself on being a crack shot and his ability to bring down countless numbers of game, which in some inexplicable way always manage to get lost or fall into the water and bushes, and thus generally prevent him from producing tangible evidence of his vaunted prowess. Then there is always the gun to be blamed where a shot is missed. Like the tennis player when

he fails to strike the ball, he always looks critically or enquiringly at his racket under the illusion, flattering to himself, that the racket was not well made. It is the duty of every merchant who carries a stock of guns, and it is supposed that all wide-awake ones do, to encourage the fond delusion cherished in masculine breasts that hunting is a pleasurable exertion which can not be equaled, to say nothing of being surpassed, by any other pastime. Let him do all he can to develop Nimrods out of harmless, hard-working fellow citizens who require some form of recreation to make their labors less arduous and wearing. Such a form of diversion is highly remunerative to the merchant who pushes his sales of guns, and he will feel at the same time that he is engaged in the praiseworthy task of doing something that will afford pleasure to patrons. An effective display of guns in the window followed up by an advertisement in the papers will certainly induce those who have not done so already to gird themselves with their cartridge belts, invest in a gun and pursue the luckless feathered tribe.

New Cutlery Process.

It is announced that an entirely new method for the manufacture of table cutlery is being introduced into Sheffield, England, and it is exciting much interest. A round bar of steel is placed in a machine, and by means of hydraulic pressure a perfect knife is formed—blade, bolster and handle. The "fash" is taken off and it is subsequently ground and polished by machinery. One such machine is capable, it is stated, of producing 5,000 of these all-steel knives per day, at a comparatively small cost in labor. The machines are capable of dealing with any kind of cutlery or tools.

Works Both Ways.

Polly—You know, father, I told you you shouldn't have come to town in that awful hat. I wonder you wear it at home, even.

Father—Why, it doesn't matter. Everybody knows me there.

"Yes; but it's different in Lansing."

"No, quite the same. Nobody knows me here."

The Original Talking Machine.

Willie—Pa, what do they make talking machines of?

His Father—The first one was made out of a rib, my son.

RUBEROID READY ROOFING

All ready to lay. Needs no painting for two years.

Is odorless, absolutely waterproof, will resist fire and the action of acids.

Can be used over shingles of steep roofs, or is suitable for flat roofs.

Will outlast tin or iron and is very much cheaper.

Try our pure

ASPHALT PAINT

For coating tin, iron or ready roofs. Write for prices.

H. M. REYNOLDS & SON,

Grand Rapids Office, Louis and Campau Sts.
Detroit Office, Foot of First St.

WILLIAM REID

Importer and Jobber of

POLISHED PLATE
WINDOW
ORNAMENTAL

GLASS

PAINT

OIL, WHITE LEAD,
VARNISHES
BRUSHES

GRAND RAPIDS, MICH.



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

Clark-Rutka-Jewell Co.

38 & 40 South Ionia St.

Opposite Union Depot.

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

STRICTLY WHOLESALE

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

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

HAND CORN SHELLERS

THE BEST ONE MADE



Write for price.

FOSTER, STEVENS & CO., Grand Rapids.

SUCCESSFUL SALESMEN.

E. Starbuck, Representing Merrell & Co., of Toledo.

Elwood Starbuck was born on his father's farm near Indianapolis, Ind., July 12, 1862, and was the eighth of a family of ten children, seven of whom, with both parents, are living. The father, Samuel Starbuck, was a native of Clinton county, Ohio, where he was born eighty-six years ago. He went to Indiana in 1834, settling on the farm mentioned, upon which he still lives. His ancestors were of the sturdy New England stock and were the settlers of Nantucket Island, where they became famous as whale fishers. The name is peculiar, in that it can be traced to its origin. The first man who bore the name was a hunter for the King of England and was noted for his skill in shooting bucks by starlight, hence the name "Starbuck." The subject of the sketch seems not to have followed in the footsteps of his ancestors entirely, for he is neither hunter nor fisher. The mother, Luzena Jessup, was a native of the Hoosier State. She was born in Wayne county, seventy-four years ago. Both parents, and in fact a long line of ancestors, were Quakers in religion and practice.

Like most farm boys, Mr. Starbuck's youth was divided between working on the father's farm and attending school, until he was 21 years old, when he married and settled on a farm of his own, where he remained four years, when he sold out to engage in the grocery and implement business in Plainfield, Indiana. At the end of four years he went out of this business and took a position with the wholesale implement house of A. H. Sturtevant & Co., of Indianapolis, working the trade in Northern Indiana and Northwestern Ohio. He held this position for two years, when the panic of '93 compelled a change in their plans whereby they let all their men go but one, and Mr. Starbuck, not being the lucky one, was thrown out of employment for about a month, when he was offered, and accepted, a position to travel for Merrell & Co., wholesale implement dealers of Toledo, Ohio, his territory being the State of Michigan, and time talked of four months. He began November 1, 1893; and it speaks the satisfaction of the house that he has continued with them since that date. The State is divided into two parts, he representing the firm in the western part, with headquarters at Kalamazoo. When Mr. Starbuck began traveling for Merrell & Co. they were comparatively unknown in Western Michigan. He attributes the lucrative business he has worked up for them to indomitable work and fair dealing—to the fact that he makes no promises he is not able to fulfill and never misrepresents his goods.

Mr. Starbuck was married November 1, 1883, to Miss Cora E. Townsend, of Mooresville, Indiana. There are four children to bless the home: Rolma, Samuel Townsend, Lucile and Elwood Townsend. The oldest is 13 years and the youngest is a babe to weeks old. For the last five years the family have lived in Kalamazoo. They were members of the Friends (Quaker) Church until they moved to Michigan, but there being no Friends Church in the Celery City, they transferred their membership to the First M. E. Church of that city. Mr. Starbuck is a member of the Board of Stewards of that church and both he and his wife take an active interest in

all that pertains to the moral and material work of the society. It was mostly through his efforts that the traveling men of Kalamazoo were given the pleasant special service at the First M. E. Church a year ago, the full text of the sermon being given in the Tradesman at the time, and he promises them another such service in the near future.

Mr. Starbuck is a member of the Michigan Knights of the Grip, the Commercial Travelers' Mutual Accident Association of America, and holds a demit card from the I. O. O. F. fraternity. He is Vice-President of Post K, the local organization of the K. G., and Chairman of the Employment and Relief Committee of the State organization. He did excellent work in preparing for the entertainment of those who attended the last annual convention of that organization. As Chairman of the Committee mentioned, he has, as in other things which he undertakes, thrown his whole energy into the work,



and much good has been accomplished. He says he intends to introduce a proposition at the next annual meeting to create a relief fund for the use of this Committee, as cases have come before him in which it was almost impossible to act without money and it is embarrassing to be compelled to raise it by voluntary contributions. He says he anticipates no trouble in convincing the members that such a fund is a necessity.

The temperance—or rather total abstinence—question has a staunch advocate in Mr. Starbuck, who has always entertained the theory that the very best—and only—way to solve the drink problem is not to drink. In support of his theory he has never taken the first glass of anything intoxicating; neither does he compromise his position by partaking of dishes included in the hotel menu in which there is the suggestion of wine or brandy. Furthermore, intoxicants in no form whatever are to be found in his house to be used as medicine, he always taking the ground that there is no virtue in them which is not contained in some harmless remedy. When he is remonstrated with for being too radical on this question he acknowledges that he may be a crank, but that he is pursuing the safest of all courses.

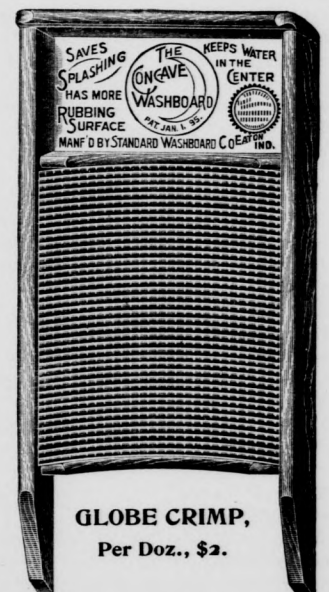
About eighty miles from Stockholm there is a large windmill of 10,000 horsepower. A project is on foot for using this to supply that city with electric light.

Hardware Price Current.

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

WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/4 inch and larger.....	9 1/2
Manilla.....	10 1/2
SQUARES	
Steel and Iron.....	70&10
Try and Bevels.....	60
Mitre.....	50
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$2 70 \$2 40
Nos. 18 to 21.....	2 80 2 45
Nos. 22 to 24.....	3 00 2 55
Nos. 25 to 26.....	3 10 2 65
No. 27.....	3 20 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	
SAND PAPER	
List acct. 19, '98.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 05
Barbed Fence, painted.....	1 75
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nicked.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Clster.....	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@3/4.....	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



GLOBE CRIMP,
Per Doz., \$2.

SAVES THE WASH.
SAVES THE WASHER.

PRO AND CON.

Comparatively Few Merchants Benefited by the Carnival.

The long-looked-for carnival is over and past. Some one, in speaking of it, said: "The Lord smiled on the carnival last year because he did not know what it was like, but this year he was no longer ignorant and knew how to deal with it. The first two days he tried to clean it out, and the other two days to freeze it out, but Satan, although weak in force, came out ahead."

There was much feeling against the carnival last year, on account of its bad effect morally; but when there was a prospect of another carnival this year, the business men, however they felt about the matter, were not ready to express themselves openly, and as it was considered to have a beneficial effect on some lines of business, a number of leading citizens not only sanctioned its presence, but took active measures for its repetition. A reporter for the Tradesman yesterday called on many of the leading merchants on Monroe and Canal streets to learn the general effect of the carnival on trade. Their testimony is given below:

Grand Rapids Floral Co.: It made no difference in our business.
 Jandorf: We had all we could do when the weather was good.
 Cole's Glove Store: Perhaps we had a little more trade; but we can wait on only just so many customers anyway and we saw little difference.
 Henry Smith: It was no help at all to us. It stopped social functions in the city, which would of course be hurtful to our line of trade; in fact, our business was not as good as the week previous.
 Leopold P. H. Fisher: It did not help my business at all; in fact, it hurt my trade, for the visitors who came to the city did not want china, and my regular customers were kept away.
 Corl, Knott & Co.: Our wholesale trade has been increased, but not the retail. We did have some outside customers; but, on the other hand, our city trade was kept away.
 Madam Irish: Our business was benefited to a small extent.
 Miss Minton: It has not made any difference to us except to condense our trade into a few days.
 Peck Bros.: Our retail business was increased somewhat, but not to any considerable extent. We lost much of our city trade. The sale of drugs and sundries is not sensitive to the same influences that operate in favor of dry goods, etc. We do not profit by a rush of business, because the wants of the public are spread over the year; but, on the other hand, the increased volume of money left in the city affects every business favorably, the druggists included.
 City Bakery: Business hummed.
 Detenthaler: Our trade was increased greatly. We were very busy all the week. Many of our old customers from out of town called on us.
 Morse's: Our trade was better than last year, and we think the carnival improved it.
 T. R. Renwick: Our business was the same as usual.
 White & White: We did not expect much of any result from the carnival, but our trade was much improved and was even better than last year. One branch of our business—the soda fountain—was as active as in summer, especially after the parades, when we

could not wait on customers fast enough. From a business point of view, the carnival was a success.
 Voigt, Herpolsheimer & Co.: We had a fair trade; in fact, it was extra good all the week.
 Douglas Shoe Co.: Our trade was increased splendidly—30 per cent., we think; more beneficial than last year.
 P. Steketee & Sons: Do not take any stock in the carnival whatever.
 Heystek & Canfield Co.: Our line of trade was not helped by it. Our city trade was hurt and outsiders did not make up for the city trade.
 N. & M. Friedman: Our trade was not good the first two days, but was good the rest of the time. Yes, I think I can say the trade was better than ordinarily.
 C. Bickley: Trade was a little better than usual. If all who came in the store had bought, we would have had a brisk business.
 J. P. Platte: Yes, our business was improved a little on account of the carnival.
 Grand Union Tea Co.: It did not make any difference with us. Trade is always good with us at this season of the year.
 E. J. Herrick: Business was no better than ordinary weeks.
 Great Atlantic & Pacific Tea Co.: Our business was not increased, but decreased if anything.
 A. J. Shellman: Our trade doubled during the carnival. Our business waits until people come to the city.
 J. C. Herkner Jewelry Co.: We had an average business; nothing special.
 Gardiner & Baxter: We had very little business on account of the carnival. We carry a good class of goods, which are not cared for at such a time. Our city trade was hurt.
 Miner & Miller: Trade was improved a little, but we do not want a carnival again in a hundred years!
 Five and ten cent Store: Trade was increased.
 Houseman & Jones Clothing Co.: Our trade the first two days was not good, but last Thursday was the best day we have had in a number of years. The money for the carnival was well expended.
 A. Preusser: The carnival was not beneficial to our trade, but detrimental.
 Lyon, Beecher, Kymer & Palmer Co.: It has made our trade less. We want no more carnivals.
 Boston Store: It did not have any effect on our business.
 Foster, Stevens & Co.: Our retail business was up to its usual volume. Could not see that it had any effect on the volume of the wholesale trade. We had calls from many of our old outside customers whom we would not otherwise have seen.
 Studley & Barclay: We can not say how much the carnival affected us. We had rainy weather, which of course always means good business for us.
 Spring Dry Goods Co.: We did the largest business in the history of our firm—it was phenomenal; but we believe it simply concentrated the trade into a few days which would otherwise have spread over several weeks.
 L. Higer & Sons: The first part of the week our trade was not as good as we expected, but the latter part of the week we were compensated for the extra expenses which the carnival incurred. We drew trade from as far north as Petoskey and Mackinaw City, which we would not have had otherwise.
 Giant Clothing Co.: Our trade was

20 per cent. better than last year; in fact, our trade was better than any time except thirteen years ago, at a fire sale, which ought not to be counted.
 E. A. Crozier Shoe Co.: From a financial point of view we found the carnival a success. We did double our usual business; but this is not saying we want another carnival.
 The Star: The carnival did a great deal for us. We see no reason why, if a carnival is properly conducted, it should not be conducive to the best interests of business.
 Heyman Company: Although we have had outside trade on account of the carnival, we do not think it repays us for the extra trouble and expense.
 Groskopf Bros.: Our trade was only slightly increased during carnival week.
 Heald Furniture Co.: We had a good week.
 Young & Chaffee Furniture Co.: Our trade was not increased enough for the extra expense.
 Klingman Furniture Co.: Taking it all in all, our trade was not materially increased.
 Alaska Fur Co.: The carnival brought us many strangers and we had much trade, but we do not wish the carnival any more.
 G. Zwingeberg: I think my business was not increased by the carnival; but I have been so busy I have not paid any attention to the matter.
 Harris Paper Co.: We lost money by the carnival. We had the same experience last year.
 H. Leonard & Sons: Our trade was materially increased, both wholesale and retail.
 Sherwood Hall: We had an excellent trade and calls from a number of our old customers whom we had not seen in several years.

Banking Change at Lowell
 Lowell, Nov. 1.—Orton Hill, of Lowell, has been elected President of the City Bank, owned by Whitney, Watts & Co., in place of Wm. Shakespeare, who has withdrawn from the firm. Mr. Shakespeare has sold his interest in the Bank to R. S. Wilson, Cashier of the Union Bank, of Richland. Mr. Wilson takes the place of Mr. Shakespeare as a member of the firm of Whitney, Watts & Co.

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.
WANTED—TO PURCHASE A DRUG STORE. Address Box No. 397, Kalamazoo, Mich. 754
WANTED—TO EXCHANGE 40 ACRE FARM for drug stock. Property is half improved, with dwelling and barn. Worth \$800. Address No. 753, care Michigan Tradesman. 753
FOR SALE—NEW GENERAL STOCK. GOOD farming and lumbering country around the village. Address 752, care Michigan Tradesman. 752
TO EXCHANGE—\$1,000 CASH AND 120 ACRES good farming land near Traverse City, at \$10 per acre, for stock of any kind. John Snyder, 385 West Bridge St., Grand Rapids. 751
A SPLENDID OPPORTUNITY TO BUY A first-class market in a town of 800 population, fine farming country. No competition. Chance to make money. For further information write A. R. Hensler, Battle Creek, Mich. 750
WANTED—CORRESPONDENCE WITH A party looking for location for a big dry goods or department store. Address John Wheeler, Lima, Ohio. 749
FOR SALE—A HARDWARE STOCK WITH residence; good town; stock invoices \$3,000. Wm. Davis, Rockdale, Wis. 748
FOR SALE OR EXCHANGE—FOR STOCK OF general merchandise, 50-acre farm, three miles from city limits; ten acres of fruit, all kinds; five acres timber; good pasture; good soil. Address No. 755, care Michigan Tradesman. 755
FOR SALE—GROCERY STOCK IN CENTRAL Michigan, city of 3,000 inhabitants. Will sell at sacrifice. Address No. 745, care Michigan Tradesman. 745

FOR SALE—AN OLD ESTABLISHED DRUG store in city of 30,000; good trade; low rent; full prices; one-half cash, balance on time. Address 740, care Michigan Tradesman. 741
HAVE SMALL GENERAL STOCK, ALSO A stock of musical goods, sewing machines, bicycles, notions, etc., with wagons and teams—an established business. Stock inventories from \$2,000 to \$3,500, as may be desired. Will take free and clear farm in good location of equal value. Address Lock Box 531, Howell, Mich. 739
WANTED—SHOES, CLOTHING, DRY goods. Address R. B., Box 351, Montague, Mich. 699
FOR SALE—CLEAN GENERAL STOCK AND store building in small town surrounded by excellent farming and fruit country less than fifty miles from Grand Rapids. Good reasons for selling. Inspection solicited. Terms reasonable. Address for particulars No. 691, care Michigan Tradesman. 691
FOR SALE—NEW GENERAL STOCK. A splendid farming country. No trades. Address No. 690, care Michigan Tradesman. 690
CENTRALLY LOCATED DRUG STORE, DO- ing a good business in the city, for sale. Good reasons for selling. Address I. Frankford, Fire Insurance and Real Estate Agent, Phone 1236, 53 West Bridge Street, Grand Rapids. 667
FOR SALE—DRUG, BOOK AND STATION- ery stock, invoicing \$4,500, and fixtures invoicing \$300, which include show cases, shelving and bottles. Daily cash sales in 1891, \$24,902. \$30; 1893, \$31; 1894, \$34.65; 1895, \$25; 1896, \$21.20, and 1897, \$24.13. Located in manufacturing town. No cut prices. Rent reasonable, \$29 per month. Living rooms in connection. Address No. 668, care Michigan Tradesman. 668
BEST LOCATION IN MICHIGAN FOR A cold storage and general produce dealer. Write to the Secretary of the Osego Improvement Association, Osego, Mich. 631
FOR SALE—A GENERAL STOCK OF MER- chandise valued at \$5,000. Have cleared \$1,000 annually for the past two years; easy payments. Address 729, care Michigan Tradesman. 729
DRUG STOCK FOR SALE OR EXCHANGE— Located in best city in Michigan; no cutting; invoices \$2,750. Will take good real estate as part payment. The more cash the more liberal discount from invoice. Business is now a good paying investment. Address B. B., care Michigan Tradesman. 727
FOR SALE—CLEAN STOCK OF DRY GOODS, clothing, boots and shoes, hats and caps and men's furnishing goods and groceries, well-adapted frame store building and convenient residence, well located in a thriving Northern Michigan town. Sales aggregate \$10,000 per year, practically all cash transactions. No old stock. No book accounts. Reason for selling, ill health. Investigation solicited. Address No. 709, care Michigan Tradesman. 709
WANTED—16 TO 20 HORSE POWER PORT- able engine and boiler, with engineer, to furnish power during ice cutting season. Write, stating terms, Consumers' Ice Co., Grand Rapids, Mich. 743
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. Mediaie, 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.
DRUGGIST—REGISTERED, 12 YEARS' EX- position, excellent references, wishes position in town. Forrest Street, General Delivery, Detroit, Mich. 737
REGISTERED PHARMACIST WISHES SIT- uation; fifteen years' experience. Reference furnished. Address No. 747, care Michigan Tradesman. 747
WANTED—A YOUNG MAN OF GOOD AD- dress to represent unique insurance in State. Good money for right man. Address at once, Knights of America, Kalamazoo, Mich. 742
WANTED—LACE TO LEARN RETAIL boot and shoe business. Have had experience as clerk. Good references. Address 740, care Michigan Tradesman. 740
WANTED—SITUATION BY REGISTERED pharmacist of ten years' experience. Married, age 27. Capable of managing. Am employed in Grand Rapids now. Can give good references. Desire a change. Address No. 738, care Michigan Tradesman. 738
WANTED—A PERMANENT POSITION AS prescription clerk or manager of first-class pharmacy after Nov. 1. Can furnish all references. Married, good salesman and can make my services valuable. Registered by examination in Michigan. Can register anywhere. Address No. 736, care Michigan Tradesman. 736
REGISTERED PHARMACIST WANTS SITU- ation in Michigan. Best of references. Large experience. Address L. J. Shafer, 31 Calkins Ave., Grand Rapids Mich. 744

Travelers' Time Tables.

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

Chicago.
Lv. G. Rapids..... 7:30am 12:00am *11 45p
Ar. Chicago..... 2:10pm 9:15pm 7:2am
Lv. Chicago... 11:45am 6:50am 4:15pm *11 50am
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 10:15pm
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 11:5am 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... + 5:25pm + 10:55am
Petoskey & Mackinaw City... + 11:00pm + 6:25pm
7:45am and 2:15pm trains have parlor cars;
11:00 pm train has sleeping car.
Southern Div. Leave Arrive
Cincinnati... + 7:10am + 9:45pm
Richmond... + 2:10pm + 2:00
Cincinnati... * 10:15pm * 7:10
For Vicksburg and Chicago... * 11:00pm * 9:1 am
10 am train has parlor car to Chicago;
and parlor car to Chicago; 2:10pm train has parlor car to Richmond; 10:15pm train has sleeping cars to Cincinnati, and on Sept. 27-29, Oct. 2, 5, 9, 12 and 16 to Indianapolis, Louisville, and St. Louis. 11:00pm train has sleeping car to Chicago.

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

Muskegon Trains.
GOING WEST.
Lv G'd Rapids..... * 7:35am * 3:00pm * 9:40pm
Ar Muskegon..... 9:00am 2:10pm 7:05 am
GOING EAST.
Lv Muskegon..... * 8:10am * 11:45am * 4:00pm
Ar G'd Rapids..... 9:30am 12:55pm 5:20pm
Sunday trains leave Grand Rapids 9:00 a. m. and 7:00 p. m. Leave Muskegon 8:35 a. m. and 7:15 p. m.
+Except Sunday. *Daily.

C. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

DULUTH, South Shore and Atlantic
Railway.

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

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

MANISTEE & Northeastern Ry.
Best route to Manistee.

Via C. & W. M. Railway.

Lv Grand Rapids..... 7:00am
Ar Manistee..... 12:05pm
Lv Manistee..... 3:30am 4:10pm
Ar Grand Rapids..... 1:00pm 9:55pm

TRAVEL
VIA

F. & P. M. R. R.

AND STEAMSHIP LINES
TO ALL POINTS IN MICHIGAN

H. F. MOELLER, A. G. P. A.

Fall Weddings

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

TRADESMAN COMPANY
GRAND RAPIDS.



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.

The President
of the United States of America,

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

MEETING:

Whereas,

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

ENOCH MORGAN'S SONS COMPANY,

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

Now, Therefore,

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

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

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

Witness,

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

[SEAL]

[SIGNED]

S. D. OLIPHANT,

Clerk

ROWLAND COX,

Complainant's Solicitor

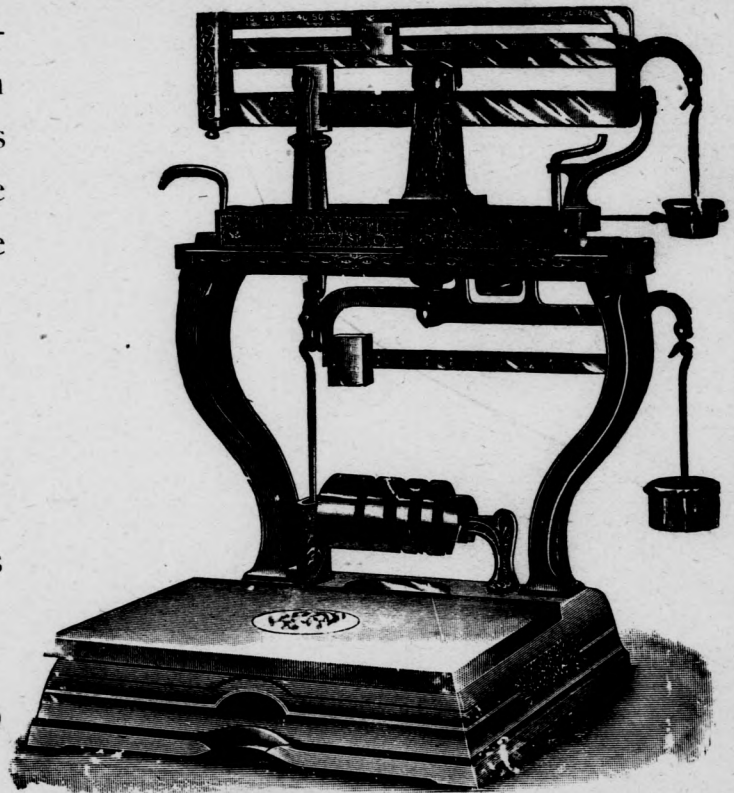
"KICKING A FALLEN FOE"

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

The March of Progress Is Led by The Money Weight System

the system of handling your goods as money.

The Computing Scale Co.,
Dayton, Ohio.



An Announcement

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

Enameline THE MODERN STOVE POLISH PASTE, CAKE OR LIQUID

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

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

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

Office and Works, BUTTERWORTH AVE.,
GRAND RAPIDS, MICH.

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

Highest Price Paid for Empty Carbon and Gasoline Barrels.