

THE "HOME RULE" OIL AND GASOLINE CAN



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

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

Sold by jobbers everywhere

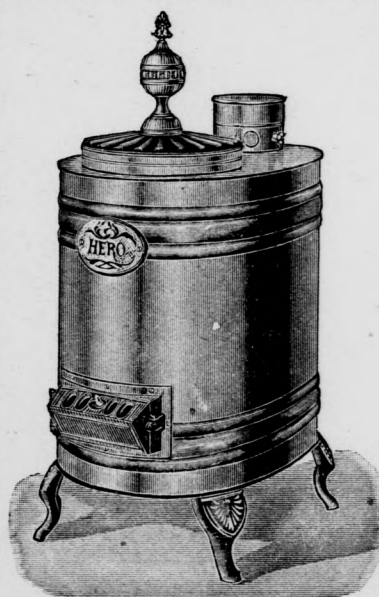
Manufactured by

THE WINFIELD MANUFACTURING CO., Warren, Ohio.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.



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.

PURITY AND STRENGTH!

FLEISCHMANN & CO.'S COMPRESSED YEAST



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

ABSOLUTELY PURE

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

FLEISCHMANN & CO.

Detroit Agency, 118 Bates St.

Grand Rapids Agency, 26 Fountain St.



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.

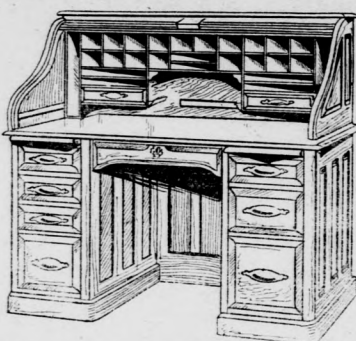
A DESK FOR YOUR OFFICE SHOW CASES OF ALL STYLES

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.

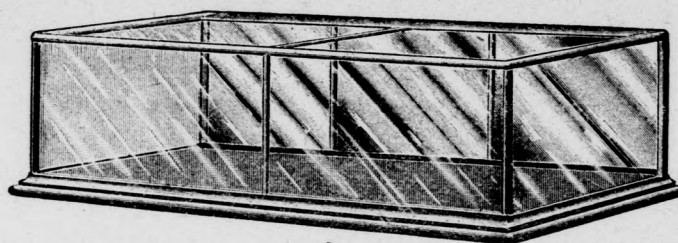


SAMPLE FURNITURE CO.

JOBBER OF SAMPLE FURNITURE.

PEARL AND OTTAWA STS.

GRAND RAPIDS, MICH.



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.



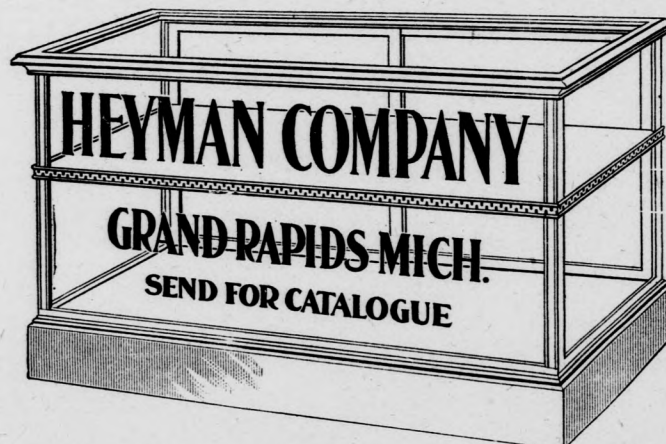
IF YOU ARE A DEALER

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.



This Showcase only \$4.00 per foot.

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

JESS

TOBACCO

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

JESS TOBACCO

FOR SALE ONLY BY

MUSSELMAN GROCER CO.

GRAND RAPIDS, MICH.

OUR

LEADER

A GOOD SELLER

The Economy Farmer's Boiler and Feed Cooker



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

ADAMS & HART, Jobbers, Grand Rapids.

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.

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 9, 1898.

Number 790

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicomb Bld'g, Grand Rapids, Mich.

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

L. P. WITZLEBEN, Manager.



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

THE Grand Rapids FIRE INS. CO.

Prompt, Conservative, Safe.

J. W. CHAMPLIN, Pres. W. FRED McBAIN, Sec.

CLOSING OUT BALANCE WINTER CLOTHING

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

WILLIAM CONNOR

P. O. Box 346, Marshall, Mich.

PREFERRED BANKERS LIFE ASSURANCE COMPANY OF DETROIT, MICHIGAN.

Commenced Business September 1, 1893.

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

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



FIGURE NOW on improving your office system for next year. Write for sample leaf of our TIME BOOK and PAY ROLL.

BARLOW BROS., Grand Rapids.

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.

The Responsibilities of Victory.

Written for the TRADESMAN.

A great deal of anxiety is finding expression throughout the United States in regard to the future of the Republic. What is to be its policy; what its relations with the nations of the earth? What is to be the outcome of this war with Spain? Hawaii is ours; Cuba and Porto Rico belong to us; the Philippines are looking towards us with expectant eyes; the Canaries are curious as to the intentions of this Government in respect to them; the civilized world is watching and waiting; friends and foes are nervous and eager, the one fearful and the other hopeful, and in the meantime the country is going on in the even tenor of its way exactly as it has been going on for more than a hundred years, turning neither to the right nor to the left, realizing every high ideal and destined, unchecked, to spread throughout the world the highest and the best form of untrammelled Christian liberty which has ever blessed mankind.

With this for a mission, policy will take care of itself. It has so far. The end in view has, indeed, made policy, as such, unnecessary. History, especially American history, has recorded no grander act than this—that every great movement involving the fate of human progress has been too much in earnest to think of policy. Remember Wickliffe, the herald of the Puritan and the Pilgrim; recall the Boston tea party and the Declaration of Independence; consider any great idea that has made this Republic a fact and it will be found that, irrespective of consequences, the thought was expressed, the battle fought and the victory won regardless of what might follow.

The contest with Spain was forced upon us. Words had lost their power. The cruelty which has made Spanish dominion a disgrace to modern civilization had reached its limit. Nothing but a gun could utter a protest which would be regarded or understood, and, like that other "shot heard around the world," when it was fired, it hit. That done, the rest will take care of itself. This only is certain: The Nation is ready to take what follows; Cuba is free; the Spaniard has been driven from the Western world; the American flag flies above the stronghold of Manila, an unwonted radiance in the Eastern sky, and the responsibilities of these victories are assumed as they only can be by that government which can best carry out those principles upon which the highest forms of National life and living are based.

That is the purpose. Time and circumstance must decide the rest. Spain's clutches are loosened from Cuba. That does not mean, necessarily, that Cuba is to become one of the United States. It does mean that law and order are to reign there, and that life, liberty and the pursuit of happiness are to be the lot of humanity upon that long-suffering island or this country will know the reason why. It may be a matter of little concern what becomes of the Philippine Islands. The United States cares as

little for the territory as she does for the limitless acres of Siberia; but if it seems best for her to throw her protecting arms around the inhabitants of those islands until they can take good care of themselves, it is a responsibility she will not shirk, no matter how far it reaches, a conclusion which seems to be pretty well understood by the nations of the earth.

Just now the opinion is abroad that we are in great danger. It is true—never in greater; but that is and has been the normal condition of the Republic. It began away back in 1620 when the Mayflower started upon its stormy passage. It grew and waxed strong until long after the beginning of the National idea. There was menacing danger in 1776. It came again in 1812. Threats that blanched men's faces flashed under the sea during the dark days of the rebellion. The skies are not now clear of possible storm; but the Nation, like its prototype, the Oregon, sails grandly on ready for whatever may oppose, ready for whatever responsibility may follow, and as eager as she is ready for the responsibility of teaching, without fear or favor, not only degenerate Spain, but Monarchy in general, that mankind in general are created free and equal and that these inborn rights and privileges are to be respected.

It is to be hoped that the country may not be hampered in its work by needless anxiety, and the expression of it. Spain must be taken care of. That this country is equal to it there is no possible doubt. That she is to repeat her object-lesson of self-government to the crowns of Europe is evident. Whether this can be done without vigorous discipline remains to be seen; but, when the lesson is finished, it will have been thoroughly taught and thoroughly learned, not only by the Spanish pupil but the rest of the class as well.

R. M. STREETER.

What May Happen.

There is a story of two thieves fighting over a donkey. The altercation originated in discussing the disposition to be made of the animal—whether or not it should be sold. While they were contending together a third robber came up and rode the donkey away. Such a tale might apply pretty well to hot-headed merchants who are so bent on keenly competing with one another that they are oblivious to the fact that some one else is carrying off the trade, a turn of affairs which is by no means impossible.

Hotel Changes.

St. Louis—Chas. W. Chase, of Mishawaka, Ind., has secured a five year lease of the Harrington House and will open it to the public as soon as it can be refurnished and fitted up.

Casnovia—I. C. Neff has sold his interest in the Casnovia Hotel to J. S. Ryan.

Onaway—H. Olmsted has begun the erection of a hotel, 36x52 feet in dimensions. The building will be two stories high and contain twenty-five rooms.

There is no such thing as dishonest success.

Hides, Pelts, Tallow and Wool.

The demand is good for Michigan hides, although the supply is limited. While the quality is the best of the year and the market $\frac{1}{2}$ c off, tanners say that they must go lower to meet the leather market. The tendency is for lower values and stocks are accumulating in the larger markets. The recent decline in price is reported to have been made so that dealers can stock up, although country holders are not free sellers at a decline.

Pelts will remain stagnant until the wool market is settled, unless bought at lower values, which holders are not inclined to concede.

Tallow is in good demand at a slight concession in price. Only choice is sought after to any extent, although a large supply of soap's stock is on hand.

Wool seems to be again an article of commerce. The past week showed the largest sales of the year by a number of million pounds, concessions in price having occasioned the movement. Manufacturers named a price they could use it at and some holders weakened in order to move the stuff they were tired of looking at. So far, concessions are made only on coarse or one-quarter bloods of about 2c per pound. Fine holds its own and is firm, with light offerings. Stocks on this side are ample for the demand and the price abroad is too high for importation. Michigan wools do not move at the decline.

WM. T. HESS.

About Attending to Details.

Don't let the details of your business get the upper hand or you will be compelled to surrender like a poorly equipped enemy before an army of rough riders. It doesn't take long to look through your mail in the morning and portion it out to the different departments of your business—and the waste basket. Put off doing it some morning until other matters receive your attention, or neglect it altogether for a while, and see how prodigious seems the task.

After buying a bill of goods it takes but a moment to secure a copy, to arrange terms of payment, to give proper shipping instructions, etc.

Hurry off to something else, tell yourself that you haven't time to bother with these little affairs, and see how much more time you will have to lose later on to straighten out tangles that somehow seem always to follow neglect of small duties.

Hang this card over your desk: "Do it now," and do not leave your work until the details are well done.

A New Light.

Dean Hole tells us a story of an American author who had inscribed on his wife's tomb: "The light has gone from my life."

Time went on, and he was about to be married again. Then it was that a neighbor, charged with that impertinence which all of us are so unfortunate as to meet now and then, asked him if he had forgotten his words of lamentation. "So far from forgetting them," he said, "I remember them, and could repeat them now as really originating and confirming the intention you are pleased to criticise. I said that the light was gone from my life; it is for that reason that I propose to strike another match."

PERILOUS SHOPPING.

Dangers Before Unwary Women in Fifth Avenue.

From the New York Sun.

The little Fifth avenue shops which a few years ago could be counted on the fingers of two hands are getting to be thicker than blackberries. Some of them are actually little; six by sixteen is not magnificence even when a French woman keeps the shop. Others are only comparatively small in contrast with the big department stores.

These Fifth avenue shops are in a class by themselves. In make-up and management they differ from most of the other stores. In the first place, most of them are installed in buildings which were originally dwelling houses and still retain their exclusiveness of appearance. Nobody thinks of prowling into and out of the Fifth avenue shops as people do with the places having a purely commercial air. The shopkeepers know this, and their saleswomen know it, and Buttons, who opens the door, knows it.

Hence, after a woman has gone to the point of climbing—or descending, as the case may be—the outside steps and entering the curtained glass door she may be and is regarded as having serious intentions. As such, a shopper with serious intentions, she receives a continental amount of unctuous bowing and baughty condescension subtly intermingled. If she doesn't buy—well, it is all she can do to get her stiffened body out into the sunshine, where she can thaw out.

This, be it hastily remarked, is not the universal rule in these shops. There are places where a genuine and courteous welcome awaits all comers, and the affair might be a social function so far as any idea of buying and selling is allowed to intrude. Two or three of the art stores, for instance, seem to the impecunious but true lover of pictures to be maintained for the gratification of himself and others like him. This is true of many other places; but it would be just as well for the outsider to know his ground before he ventures into the field.

The Fifth avenue shops run almost entirely to a few varieties—to millinery, for instance. At the busiest hours of the day there are more hats inside the shops along the avenue, counting only those for sale, than there are on the heads of the women outside the shops. Why, there are more millinery shops between Twenty-third street and Forty-second street in Fifth avenue than there are saloons in the same number of blocks in Sixth avenue. At least it seems so to a woman who has to stop and look at the hats in the windows.

One of the chief accomplishments of some foreign shopkeepers is their ability to make an unprofitable customer feel like 3 cents. This ability is to be found here and there in Fifth avenue. You go in all puffed up with pride over a determination to be real reckless and spend \$20 on a winter hat. At the same time you have a lingering trace of shrewdness, and you don't name outright the princely sum which you stand ready to expend. You have bought hats before; and you're not going to invite the saleswoman to charge you \$20 for a \$12 hat just because she knows you have the price.

So you are very foxy about it, and you simply ask to see some hats. Certainly, madame! Will madame please be seated? Ah, pardon! Will madame allow her hat to be removed?

Madame graciously allows it, although she wits a trifle when the unctuous saleswoman looks inside of the old hat, and obviously represses a sniff of scorn at the name of the humble dealer she finds there. But madame remembers that she paid only \$8 for that hat, and she remembers the fat twenty in her purse and spruces up. Meanwhile the saleswoman approaches with an abomination of floridity in the shape of a hat. It is "only \$40, and exceedingly becoming to madame." Madame intimates that she will have none of it. More hats are produced. They are \$40, \$30, \$50—oh, almost any old price above

\$25—and madame feels herself smaller and smaller, and the fat \$20 gets thinner and thinner, and the world looks black.

Finally madame summons her courage and asks in an offhand way for something "more simple, just something simple, but with plenty of chic; something about \$20."

The saleswoman raises her eyebrows hopelessly and wrinkles her brows in an effort to remember whether they ever admitted anything so cheap into their stock. And finally she thinks that they have something for about that price, and she goes off and gets two or three of the rattiest looking millinery productions and condescendingly tells madame that they are really quite striking—to which madame agrees with inward irony.

At this point comes up another tall and elegant saleswoman. They are always tall and elegant, by the way, and wear their hair in the latest fashion, they are advanced in their ideas on sleeves, and they rustle like \$10,000 a year. Also their hands are so well kept. One wishes one had never been born with finger nails. As for their height, it really is of no use to go into some of these shops unless you are six feet tall. The elegant saleswomen are from five feet eight up, and unless you are good six feet you are not sure of being able to get the upper eye of them. If you can look down on them and rustle loudly enough you may even buy a \$20 hat and keep your self-respect. Otherwise, no. For, as before said, at the critical point arrives another saleswoman.

"Have Mrs. Millionaire's hats gone yet?" she asks of your patron saleswoman.

"No."

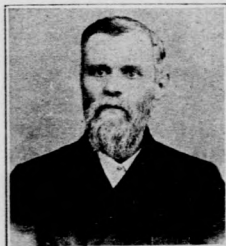
"Well, they must go before 4 o'clock!" And then they scurry off and you sit forlornly among your \$20 abominations of desolation and wonder whether you'll have time to cut and run before she can get back. You hesitate and are lost. She comes back and tells you how many hats Mrs. Millionaire bought at \$40 apiece, how many at \$50, and so on.

Of course you live through it, but it is a time to try women's souls.

On the other hand, there is the other kind of little shop, the kind where everybody, from the proprietor down to the errand boy, treats you as if you were a lordly customer from the moment you enter the door and before you have spent a cent. After you have bought a pair of gloves, you become one of them, a part of the institution, a sort of patron saint. These are the places where proprietor and salespeople know you by name, remember your address, send the goods home without putting in a bill and otherwise endear themselves to honest people with an old-fashioned fondness for courtesy.

One can have a charge account at plenty of places, but there are not so many shops where one can have the proprietor say:

"Oh, Mrs. —, I came very near sending for you to see some imported things I got in last week. We all spoke



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

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

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

KNIT HAND WEAR

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

We are closing out odd lots and jobs of

**Wash Goods
Hosiery
Underwear and
Men's Furnishings
including Caps**

P. STEKETEE & SONS

GRAND RAPIDS, MICH.

FOR HOLIDAY TRADE



Nobby things in Men's Furnishings are money makers. Our line is great.

VOIGT, HERPOLSHEIMER & CO.

WHOLESALE DRY GOODS, UNDERWEAR
AND MEN'S FURNISHINGS.

GRAND RAPIDS, MICH.

PORTRAIT CALENDARS

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

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

TRADESMAN COMPANY,

GRAND RAPIDS.

of you when the things were unpacked." That's only business shrewdness? Generally, yes. But it is a more agreeable form of business shrewdness than that which makes a dealer treat his customer like a thief and a robber, or as a policeman treats the tramp on the park benches.

So the Fifth avenue shops—like all shops, for that matter—are of two kinds so far as methods of dealing with customers go. Only, their extremes of courtesy and of snobbishness are farther apart. In other methods they are a good deal alike. Few of them advertise. They depend on their regular customers to do that for them, either by wearing their productions or buying them for their houses. These shops are devoted principally to the apparelling of men and women. Nine-tenths of the Fifth avenue shops are those of tailors, milliners and costumers, with now and then one for the sale of shoes, gloves or corsets. Those make up fully nine tenths of the number, and the great majority of the remainder are dedicated to the dressing of the second envelope of humanity, the houses in which we live.

It would be a brave man or woman who would open a Fifth avenue shop without feeling assured of at least a small clientele. The history of many of these places is quickly written. A man works with a well-known tailor until he has made a sufficient circle of acquaintances—in purely a business sense, of course—and then he opens a little shop of his own. Generally he has confided this intention to the customers who seemed to be most pleased with his work, and these he generally counts upon to launch him, or rather keep him afloat, in his new venture. It is the same way with the milliners and the rest.

As for the character of the stock in these shops, it grows more and more Parisian. In many of the places a French designer is employed. In one of these shops, for instance, where hats, corsages, parasols, furs and other articles for women's wear are sold two French girls are employed. One of them receives about \$150 a week for her work as a designer, while the other gets \$45 a week as a trimmer.

The little shops are often a relief to the buyer because they keep only one thing, the one thing, of course, which the shopper goes there to get. It is soothing to find a whole establishment interested in the thing you yourself, for the time being, find of paramount importance. It is very comforting to go into a cozy little place to have a pair of gloves made and to find oneself an object of solicitude to the entire force. It is about as warming as the other experience is chilling—the experience with the Fifth avenue shop which does not thaw out until it has seen the color of your money. For these little shops do be of these two kinds, and there's the rub.

American Apples in England.

Liverpool, Oct. 29.—The arrivals of American apples this week were 2,310 barrels, as against 23,437 barrels last week. The arrivals to date have been 116,005 barrels, as compared with 72,370 barrels at the same period last season. The quality and condition of the fruit which arrived this week are again a great disappointment and the hoped for improvement appears to be as far off as ever. Canadian arrivals have been the most unsatisfactory, and to this there are scarcely any exceptions, the condition being wretched—notably Snows, Holland, Pippin and Jannettings, which were mostly mouldy, and with great difficulty sold at 2s. 6d. @ 5s. From New York some occasional lots were fairly good, but nothing has yet arrived from any port to induce buyers of the better class to operate.

There were some lots of winter Baldwins from Boston, having color and size, which sold up to 10s. 9d.; but taken altogether, the result of the week's sales is very miserable. The whole situation is regrettable, as the markets here are entirely cleared of home product, and are ready to operate largely whenever suitable fruit can be obtained.

The Dry Goods Market.

Staple Cottons—There has been no marked change to report in regard to staple cottons from our last review. The home demand for brown cottons is moderately good, while there is a little increase in desire for goods for export.

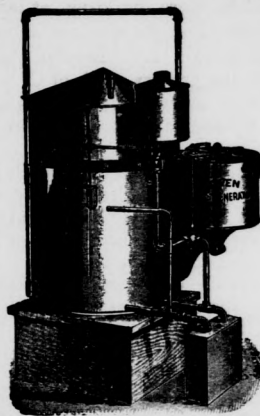
Prints and Gingham—We are able to report improvement in the volume of business transacted in printed calicoes and mail orders have increased. The primary market is in very good condition so far as fancy calicoes are concerned, and with the exception of the few odd styles which will be disposed of at good prices, most of the stocks have been well cleaned out. There are quite a large number of small orders coming forward for regular prints, which seems to indicate that stocks in the hands of jobbers are rather low, but that they do not wish to buy any more stock than is absolutely necessary.

Dress Goods—The end of the fall dress goods business is in sight; in fact, is already here, and the many mills working on dress goods are feeling somewhat discouraged in regard to the amount of business which has been secured. It is far from satisfactory, in spite of the fact that the last week or two has shown an improvement, which was due largely to the cooler weather which prevailed in the East, but more particularly in the West. Had the whole of the reorder season been as good as the last two weeks, there would have been far more satisfaction expressed and felt. But, as conditions have been, there has not been enough business to keep the mills running until they put their looms onto spring dress goods. This has not been the case with all mills, but with many of them.

Hosiery—The demand for staple hosiery continues to be fully up to the average, and a very satisfactory fall business is already assured. Prices have been strengthened by the existing conditions in European markets, and our latest advices show that conditions are still strong enough to keep prices steady in this market.

Carpets—The manufacturers have now completed their samples, and some have shown the new lines to their customers. There has been more disposition to place orders since it has been decided to sell the Alex. Smith Carpet Co. goods at private sale. Until this fact was assured, there was a great deal of uneasiness manifested among the jobbers and manufacturers. Trade should from this time improve, as the disturbing factors are removed. It is certainly a cause for congratulation that there will be a larger chance to conduct the carpet business this next season on natural conditions, instead of on the unnatural ones which prevailed last season, which will go down in history as the most unsatisfactory ever experienced by the oldest merchants in the trade.

Blankets—There is a moderately good business coming forward in the way of supplementary orders in the blanket trade, enough to keep the jobbers in good humor, and to keep the business in excellent condition. Now that the extra Government business is practically over, several of the manufacturers are preparing new lines of white blankets which they had intended to get ready for last year, but did not on account of the extra amount of business in colored blankets due to the Government contracts. It is expected that the next season will open rather early, and agents are preparing to show their samples in advance of regular date.



THE OWEN ACETYLENE GAS GENERATOR

Birmingham, Mich., Aug. 17, 1898.
Gentlemen: Your gas machine does all that you claimed it would do. I would not go back to the old lamps under any consideration. The care of the generator is no more work than to fill and clean any one lamp. I believe there are none on the market equal to yours, all points considered.

Yours respectfully,
F. HAGERMAN.

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



ACETYLENE GAS

WHAT IT IS AND HOW TO GET IT

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

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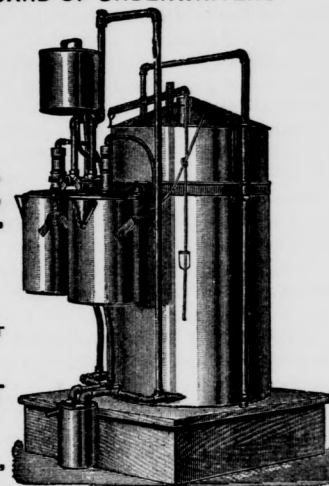
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Around the State

Movements of Merchants.

Holland—Price & K eis have engaged in the meat business.

Baldwin—Hoatlin & Fisher have opened a meat market here.

Ironwood—John Kluck succeeds Kluck & Greisewski in the meat business.

Bad Axe—R. Neusler has embarked in the general merchandise business.

Mount Forest—Abraham Cohen has removed his grocery stock to Gladwin.

Ann Arbor—Parker & Schneider are succeeded by the Moore Hardware Co. Rockford—Volney Baker has purchased the meat business of Wm. Grummett.

Adrian—Geo. A. Betz has re-engaged in the grocery, provision and meat business.

Marshall—S. E. Ferguson succeeds Geo. A. Hoyt in the restaurant business.

Big Rapids—J. Tetzlaff has removed his jewelry stock from Reed City to this place.

Gaines—Geo. W. Chase, Jr., has sold his clothing and notion stock to Moss & Myers.

Union City—Lynn D. Johnson has purchased the grocery stock of R. F. Watkins.

Sturgis—Dickinson & Strunk, meat dealers, have dissolved, Mr. Dickinson succeeding.

Trenton—Sarah R. (Mrs. Abram) Van Horn has sold her general stock to Ira Vickery.

Coopersville—W. A. Thomas has purchased the harness business of E. J. McNaughton.

Flint—Geo. E. Hunt has transferred his drug stock to his wife for a consideration of \$500.

Midland—E. Anderson continues the drug business formerly carried on by Anderson & Orth.

Breckenridge—Zubler & Becker is the name of a new hardware firm established at this place.

Detroit—Frank Millard has purchased the coal, wood and hay business of Thos. Sherwood & Co.

Ann Arbor—John Maynard is closing out his grocery stock here and will remove to another location.

Sturgis—Alfred Purkiss, of Concord, has engaged in the dry goods and grocery business at this place.

Marion—E. J. Hall, who retired from business last June, will re-engage in the grocery business about Dec. 1.

Calumet—J. C. Vivian succeeds Roberts & Vivian in the drug business at this place and also at Laurium.

Shepherd—F. D. Hare has opened up a stock of dry goods, groceries, boots, shoes and rubbers at this place.

Fenton—Mrs. Lucy A. Barber, who conducted a notion store at this place, has sold her stock to the Fasbender Bazaar Co., Limited.

Hudson—Wenzel & Hasbrouck have sold their coal and lumber business to R. F. Burch, of Sturgis, who has already taken possession.

Detroit—Johnson & Gibbons, wholesale and retail cigar and tobacco dealers, have dissolved, Benj. J. Gibbons continuing the business.

Kalkaska—A. E. Bowerman and Cole Bros. have purchased the feed store of Wm. Winters, and will conduct the business under the style of Bowerman & Cole Bros. It is reported that Mr. Winters is considering the feasibility of erecting a grist mill here.

Scottville—Albert Vogel, of Ludington, has purchased a site and will erect a double store building at this place and embark in the mercantile business.

Marion—G. L. Thornton has purchased the grocery stock of C. S. Chase and will move it into a 24x25 addition he is adding to his present store building.

Otsego—Ed. Rose has sold his grocery stock to Herbert, Fred and Milo McCall, of Alamo, who will continue the business under the firm name of McCall Bros.

Barryton—The firm of Skelton & Barry, operating a general store at this place, has been dissolved by mutual consent. Frank Barry will continue the business.

Plainwell—Luther Delano and Chas. A. Bush have purchased the lumber and fuel business of R. Granger & Co. and the firm name hereafter will be C. A. Bush & Co.

Saginaw—The partnership existing between Simon and Nathan Sheyer, dealers in clothing and men's furnishing goods, has been dissolved, Simon Sheyer succeeding.

Ludington—S. Slaght & Co. have sold their crockery and bazaar stock to Vic. Roussin, dealer in drugs and notions, and removed to Scottville, where they will engage in business.

Schoolcraft—Charles H. Briggs, of the drug firm of Briggs Bros., was recently married to Miss Inez Shaw. Mr. and Mrs. Briggs will reside in Schoolcraft. The bride was a teacher last year in Schoolcraft.

Jackson—A. H. Knox & Co., who conduct 5 and 10 cent stores in fourteen cities in the country, have opened a 5 cent store in the building recently occupied by the men's furnishing goods stock of Markham & McDonald.

Hudson—F. G. Martin has disposed of his interest in the firm of J. H. Cruse & Co., lumber dealers at Hudson and Marshall, to Blood & Cruse, who will continue the business. Mr. Martin will embark in agricultural pursuits near Sturgis.

Charlotte—The clothing firm of Greenman & Selkirk has been dissolved by F. E. Norton, who has been employed in the store for the past year, purchasing the interest of Mr. Greenman. The new firm will be known as Selkirk & Norton.

St. Joseph—Gabel & Co., who conducted a grocery and meat market at this place, have dissolved partnership, Mr. Gabel retiring. The new firm will be known as R. C. Strelow & Co. Henry Wortz will have the management of the business.

Kalamazoo—The Cowing, Cable & Lee shoe stock has been purchased by Jos. L. Hudson. William Graham, manager of Mr. Hudson's shoe department at Detroit, is in the city for a few days making arrangements for the future of the business. L. C. Laviolette will manage the store.

Saginaw—The druggists' early closing movement was short lived. Some of those who had signed the agreement to close at 9 o'clock remained in their stores and unlocked them when customers came along. The compact was poorly kept and the members to it agreed that the undertaking was a failure.

Owosso—Early closing has been revived among some classes of dealers who have either never been in the habit of closing early or else have been getting out of the habit. Grocers and meat dealers on both sides of the city are

now agreed in closing at 7 o'clock every evening except Monday and Saturday.

Menominee—Buhl Sons & Co. have sold their hardware stock to the Northern Hardware & Supply Co., a stock company lately organized and capitalized at \$50,000 by well-known Menominee business men. The stock will inventory about \$40,000. In addition to the above stock the \$20,000 stock of mill, mining and camp supplies carried by the Menominee Iron Works Co. was also purchased and will be added to the business. The incorporators of the new stock company are J. W. Wells, Wm. Somerville, William Holmes, M. H. Kern, John Henes, E. L. Parmenter, Joseph Fleshiem and Geo. L. Hastings.

Manufacturing Matters.

Spaulding—The Spaulding Lumber Co.'s plant has been sold to Ross & Co., of Manistique.

Niles—The Hamilton-Huston Co. succeeds C. A. Williams & Co. in the carriage manufacturing business.

Portland—W. J. Adams, formerly with the Portland Milling Co., is now operating a flouring mill at Brighton.

Applegate—Bond & Farriby, who operated a foundry, blacksmith shop and feed mill at this place, have removed to Uby.

Detroit—The Detroit Carriage Manufacturing Co. succeeds the Rumsey Manufacturing Co. in the manufacture of carriage bodies.

Marquette—The Dead River Milling Co.'s mill has closed down for the season. This ends its operations in this part of the State.

Schoolcraft—Wm. Cooper has bought the Earl ladder factory building and grounds and expects to engage in the lumber business next spring.

Detroit—W. C. Barbour, who was engaged in the manufacture of neckwear under the style of W. C. Barbour & Co., will hereafter conduct the business in his own name.

Colfax—Johnson & Anderson are rebuilding their hardwood mill, and refitting it throughout with new and modern machinery. They expect to have it running in about two weeks. Its capacity will be 22,000 feet per day.

Saginaw—C. S. Bliss has added a planing mill and band resaw to his sawmill outfit and is crowded with business. He is finishing hauling 500,000 feet of logs from Gladwin to his mill here and has two camps started and will soon start another.

Petoskey—E. Montgomery & Son, of Sycamore, Ill., who have had considerable experience in the business, have leased the C. S. Rouse factory and will install a creamery with a capacity for 20,000 pounds of milk daily. They expect to be already to run by April 1.

Kalamazoo—The Kalamazoo Top Co. is now composed of Sam G. Brink and Charles O'Brien, for several years employees of the Michigan Buggy Co. They have already taken possession, but will retain their present positions for some time. The business for the present will be under the management of Charles Bassett.

Gaylord—Frank Buell and Jackson, Wylie & Co. have purchased the McGraw tract of hardwood timber in the eastern part of Otsego county, and also 2,000 acres of timber adjoining, and are arranging to cut 10,000,000 feet of logs the ensuing winter. Mr. Buell operates a sawmill at this place, and 5,000,000 feet of the timber will be railed to this city to be manufactured.

Houghton—The Mass, Ridge, Ogemaw, Hazard and Merrimac mines, located near Ontonagon, are to be consolidated. After consolidation they will be known as the Mass Consolidated Mining Co. At the outset the company will be stocked at \$2,500,000. The consolidation will give the company control over about 3,000 acres of land in the mineral belt. It is believed that 500 men will be employed within a year.

Prescott—Prescott & Sons are building a railroad from this place to Stiles Lake, where they have timber enough for several years' operations. This firm is building a saw and shingle mill at the east end of Stiles Lake, at which they will manufacture all of the coarse timber, while the better qualities will be hauled to Tawas and manufactured at the firm's plant there. It is said also that the Detroit & Mackinac Railroad will extend a road through to Sage's Lake and from there to Lupton, for the purpose of reaching a heavy tract of hardwood and mixed timber, it being estimated there is enough of it to last several years.

The Boys Behind the Counter.

Cadillac—George Gow, who went to New York several weeks ago, is now employed as salesman in Altman Bros.' wholesale and retail dry goods establishment.

Howard City—L. G. Clapp, of Grand Rapids, has charge of the prescription department of S. V. Bullock's drug store while Sid hunts deer.

Hudson—O. C. Hutchinson, who has been in charge of the bicycle sales department for the Bean-Chamberlin Manufacturing Co., has resigned and removed to Chicago, where he has been tendered a similar position with the Monarch Bicycle Co.

Kalamazoo—Frank Schrier has taken a position as salesman in the dry goods store of John C. Stein & Co., Allegan.

St. Ignace—H. W. Kline has returned from Traverse City to take a position in Steinberg's store again.

Lansing—E. S. Nivison, of Hillsdale, has taken a position in the drug store of Alsdorf & Son.

Eaton Rapids—C. D. Slocum, who has been clerking in Knapp's hardware store, has taken a position in Garrison's bazaar.

Casnovia—Claud Ballard, of Sparta, has taken a position in J. L. Norris' general store.

Niles—Chas. Timmons has resigned his position as clerk at Gage's grocery and will go to Elwood, Ind., where he has secured a position with the American Tin Plate Co.

Port Huron—L. M. Hopkins, who has been with the White Store Company for the past year, has gone to Detroit to take a position with Hunter, Glenn & Hunter.

Mancelona—Richard Starling, of Central Lake, has taken a position in the Antrim Iron Co.'s general store.

Edwardsburg—Charles Thomas has secured a position in a drug store at Allegan.

Grand Ledge—Bert Courts, formerly with Hixson & Brouley, is now clerking for A. E. Shaddock.

Traverse City—Jacob Kampenga, who was for a long time in the employ of J. Steinberg as trimmer and dry goods salesman, but who went to Grand Rapids, with T. J. Host, has resigned his position with the latter and returned to this city to accept his former position in the dry goods department of Steinberg's store.

Grand Rapids Gossip

The Grocery Market.

Sugar—Raws are very strong, but will hardly advance in the face of the New Orleans crop. There has been no change in refined sugar during the past week, and none is expected for the next few days. The consumptive demand is very fair, but will grow less from this on. It is believed by some that the price of refined sugar, which seems to have ceased to obey the fluctuations of the raw market, may go $\frac{1}{2}$ c lower, or about to the cost of the raw material.

Tea—Low grades continue in fairly good demand, as they have for a month past. The sale of high grade teas is confined almost exclusively to the high-class city stores, and the demand there is not particularly active. New York reports indicate that teas are growing slightly firmer in first hands, with a slightly increasing demand.

Coffee—Considerably more interest has been shown by buyers, and a better demand has developed generally from all quarters. Maracaibos in fairly good demand, especially for the better qualities. Java and Mocha are unchanged.

Canned Goods—Tomatoes are very strong, there being very few in the hands of Western packers. Corn is selling in a small way at unchanged prices, no large orders being forthcoming. Peas are dull at unchanged prices. Some trade is doing in California peaches, chiefly the lower-price peaches in gallon cans. Trade for the ordinary grades is slow. California packers are at present cleaning up their year's pack, and are unloading odds and ends.

Dried Fruits—All grades of loose raisins advanced $\frac{1}{2}$ c by the Trust on Nov. 4. Stock is in good demand, the trade taking 3 and 4 crown very freely. Prunes have been selling very well at unchanged prices and no fluctuation is expected. Currants are without change, although the foreign market is higher. Apricots are in fair demand at unchanged prices. The lower grades seem to be most wanted. Peaches are going out in a small way. Prices in secondary markets are unchanged, but the Coast reports an advance.

Nuts—The California walnut crop proves to be a partial failure and still higher prices are looked for. It is reported that the old Virginia Peanut Trust is to be revived and extended so as to take in all the prominent dealers in the South and West. Absolute control of the trade is what is aimed at, and to accomplish it the Trust's capitalization will read in big figures. It is said that ex-Governor Campbell, of Ohio, is the active promoter of the scheme.

Provisions—Prices have been well maintained, although the general feeling is that lower prices should come. As yet, however, no weakness has developed. The new packing season has opened throughout the country, and the supply of provisions should be materially increased shortly. The demand will be somewhat curtailed by the poultry season, which begins from November 1 to 15. Lard is unchanged, and prices have been fairly steady during the past week.

Tobacco—Final and definite arrangements were made last Saturday for transferring the properties of the several plug tobacco companies which are to be absorbed by the Continental Tobacco Co., for the incorporation of the same, and the selection of directors and officers. The company will be capital-

ized at \$60,000,000, divided equally into common and preferred stock. This stock will be paid for. The plants included in the deal are those of P. J. Sorg & Co., Daniel Scotten & Co., Weissinger & Co., John Finzer & Bro., P. H. Mayo & Bro., and the American Tobacco Co.'s plug tobacco interests, including the Drummond plant recently purchased by it, but not including the Brown plant. The latter company will be taken in immediately after the formation of the Continental Co. The purchase includes the possession of \$2,500,000 of working capital in addition, cash and cash assets taken from the vendors. The purchase also includes the \$3,000,000 of the common stock of the Lorillard Co. There will be fifteen incorporators, and these will become directors. The usual plan of incorporating with a list of dummy directors will not be followed, as each incorporator and director will be a substantial and interested person.

Fish—The mackerel market is strong and active. Prices will probably be maintained on the present basis for some time. New round herring are very scarce and firm. Cod is moving fairly and the trade expect an improvement as soon as cold weather comes.

The Produce Market.

Apples—The buying season is pretty near at an end, although cellar stock continues to arrive. Dealers hold No. 1 stock at \$2.25@2.50 and No. 2 at \$2@2.25.

Beets—25c per bu.

Butter—Dairy is a little more plentiful, but choice grades command 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. Receipts are small and demand is slow.

Celery—15c per doz. bunches for White Plume.

Cranberries—The market is stronger and higher, Cape Cods having advanced to \$6.75 per bbl. and \$2.50 per bu.

Cucumbers—50c per doz. for hot house stock.

Eggs—Strictly fresh fetch 17@18c. Cold storage and pickled command 15@16c.

Evaporated Apples—Quiet and not much moving. The little flurry caused by people who were short on their contracts did not last long into the month. Chicago dealers have pulled in their buyers and the evaporators are holding their stocks for better prices.

Grapes—Michigan Concord and Niagara are so scarce that the price has advanced to 15c for 8 lb. baskets. New York grapes are still too high priced to find a sale in this market.

Green Peppers—75c per bu.

Honey—10c for buckwheat and 12c for white clover stock.

Onions—Spanish have declined to \$1.50 per crate. Dealers pay 25c for Red Globes and Red Weatherfields, holding at 30@35c.

Pears—Keefers are still coming in, the market having advanced to \$1 per bu.

Pop Corn—50c per bu.

Potatoes—The Michigan crop is turning out better than was expected as to size, appearance and yield. The danger occasioned by the recent rainy spell is found to be less than was expected, except on low ground. Present indications point to a market somewhere around 25c at buying points.

Quinces—75c per bu.

Squash—1c per lb. for Hubbard.

Sweet Potatoes—Virginias are steady at \$1.50 per bbl. Jerseys are firm at \$2.25.

Turnips—25c per bu.

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

In the way you sell, as well as in what you sell, is profitable business.

Inside Information Concerning the Express Companies.

The suit recently instituted against the Adams Express Co. by the Tradesman Company, for the purpose of compelling the express companies to bear their just taxation and pay for the revenue stamps required on receipts, was thrown out of court on the ground that the defendant is a joint stock affair, instead of a corporation, as alleged. New papers are being prepared for the purpose of instituting a new suit, covering the same features as were embodied in the former action.

In the meantime Foster, Stevens & Co., who brought a similar action against the American Express Co. and withdrew it at the earnest request of the Merchants' Association of New York, have been investigating the real character of the various express companies, resulting in the following disclosures:

Adams Express Co.: The capital stock of this company is \$12,000,000. Dividends in the past have been at the rate of 8 per cent. per annum, and occasionally an extra dividend has been declared. Last March that company issued \$12,000,000 of bonds under a collateral trust deed. These bonds draw interest at the rate of 4 per cent. per annum. Bonds were distributed to the stockholders, so that this bond issue was equivalent to a bond dividend of 100 per cent. As security for the collateral trust deed the company deposited securities known generally as "Gilt-Edged" securities, the market value of which is some thirteen or fourteen million dollars. The company also declared that in addition to these securities they had a surplus of some \$3,000,000. The assets of this company consist of horses, wagons and contracts. The directors elect their own successors, make no statements to the Railroad Commissioners of the different states; to the Interstate Commerce Commission, or to the public. They are a joint stock company, absolutely under the control of nobody but themselves. Stock now is 107 bid, and 114 asked. When the bond issue was made the dividend on the stock was cut down to 4 per cent. per annum; but as the bonds were given to the stockholders free, and the bonds draw 4 per cent. per annum, the original stockholders still get 8 per cent. upon their investment, and it is the impression here that the company would declare a larger dividend on the stock were they not in fear of public opinion.

The American Express Co.: The capital stock of this company amounts to \$18,000,000. Some years ago it absorbed the Merchants' Union Express Co., which operated over the same lines, giving stock to buy up the latter corporation. Their assets consist of horses, wagons and contracts, and we understand that they hold a large amount of securities in first-class railway bonds, which they are very anxious to dispose of in a way similar to that used by the Adams Express Co. in disposing of its surplus. This company is of the same character as the Adams.

United States Express Co.: This company has not been as prosperous as the two above mentioned companies. The dividends have been small, or at the rate of 3 per cent. per annum, although it is conducted in the same manner as the others. Its capital stock is \$10,000,000, and the style of the corporation is the same as that of the others.

Wells-Fargo Express Co.: This is a new corporation, having absorbed the Erie Express Co. We understand, from

those who ought to know, that formerly the profits of the Wells-Fargo Co. went into the Wells-Fargo Bank, but upon making their last contracts with the Pacific roads, they reorganized the express company, separating it from the bank, and gave a large block for the contract.

National Express Co.: This is also a close or joint stock corporation, so far as we are able to ascertain. The stock is not quoted. We believe that the majority of it is controlled by the American Express Co., and only the laws of New York prevent the consolidation of those two companies.

The Grain Market.

Wheat has been rather dull during the past week. One of the main reasons was the election for Congressmen and also for the State offices in many states and traders were absorbed in politics rather than trading. While the general drift is for no political change from the present, still some were waiting to see the outcome. Elections being now out of the way, we may expect to see more life in the grain market. As the war cloud has passed, we may see a drooping market for a few days, but we think that this will not last long, as the demand seems to be holding up, both foreign as well as home demand, while stocks are not oppressive, as our visible made an increase of only 1,520,000 bushels this week. This, with the enormous receipts at initial points, goes to show that consumption and exports are large. The present outlook is that our visible by January 1, 1899, will not be over 30,000,000 bushels, or less than in many years. There was a fake report of Russia having an extraordinarily large crop, which affected the market. However, it was contradicted, as it was so outrageously large that it showed its falsity at once.

Corn has been active during the week, but prices have not changed to any great extent and the opinion still prevails that prices will be higher, owing to our small crop.

Oats are holding up remarkably well, especially as there is only 5,976,000 bushels visible, against 15,389,000 bushels at the same time last year. The farmers have it in their power to regulate prices to suit themselves. All they have to do is to hold aloof from rushing their product to market and they can dictate their own terms.

Receipts of wheat the past week were 67 cars of wheat, 14 cars of corn and 12 cars of oats.

Millers are paying 62c for wheat.

C. G. A. VOIGT.

Passed Into the Hereafter.

Middlebury, Ind., Nov. 5—On my visit to this place, I am surprised to learn of the death of J. F. Cooper, who was an old-time harnessmaker and dealer and one of the leading citizens of the place, having held many offices of trust and responsibility.

GRAHAM ROYS.

D. D. Walton has re-engaged in the grocery business at Lake City. The Lemon & Wheeler Co. furnished the stock.

Mrs. Ida Wood has opened a grocery store at Six Lakes. The stock was furnished by the Musselman Grocer Co.

Frank P. Carpenter has purchased the cigar stock of H. A. Paul at 347 South Division street.

G. A. Krause (Hirth, Krause & Co.) is confined to his house by illness.

Woman's World

Some Reminiscences of the Old Mirror.

When the old mirror was first brought home the family mocked and jeered at my purchase. They pointed out that the glass was old and dim and that the cupids on the ornate gilt frame—like so much love in real life—had lost their veneer and were no longer bright and beautiful.

Then they said it was the kind of thing you might expect to happen when a woman went to an auction sale. She always bought something she didn't need and had no place to put, and I was ashamed to confess I had bid it in because it looked so forlornly out of place amidst the heaped-up trumpery of a cheap auction room.

It was an odd, oval-shaped mirror, in a frame with drooping garlands and airy cupids, that must once have been very handsome, but it is now sadly old and tarnished and time-worn. Nevertheless, I hung it upon my wall, and in the dusky twilight I drew a chair up under it and questioned it as to its history. At first there was no answer, but by-and-by a little wavering flash of light passed across it, as you may have noticed a sudden memory of a happy day dawn in an old person's eyes, and somehow—somewhere—it found a voice.

"Tell you something of myself?" it repeated in answer to my question. "Surely, with pleasure. Pardon, madame, mais, parlez vous Francais? No? It is a thousand pities. It is my native tongue. It is the language of all mirrors. It is the language of politeness, of diplomacy, of subtle compliment, of— What is it you say? 'There are very good mirrors made in America now?' Bah! what do they know? Plain, blunt, bourgeois airs, stupid enough to tell everything they see, just as they see it. Ma foi, madam, that is nothing. Any fool can tell the truth!

"But to know how to reflect a thing so as to show it in its best light; to make even a defect seem a virtue, to be able to always tell the truth, but the truth idealized—that is art, the art alone of the French mirror and the lover. For look you, to be a happiness and a satisfaction to one, they must be much alike. Unless the man who says he loves you tells you that the irregularity of your face makes all classic beauty dull and wearisome; unless he thinks your temper a pretty willfulness making you more enchanting, as the thorns give a piquancy to the sweetness of the rose; unless your mirror shows the first gray hair as nothing but a high light and turns the incipient wrinkle into a dimple, do not hesitate, madame. Discard, if necessary smash them both. Never surround yourself with friends who remind you of your faults. We all have enemies enough to tell us the things we don't want to hear.

"Again—a million pardons—but have you ever noticed the way a woman buys a mirror? It is absurd, it is incredible, it is imbecile. She comes into a shop and looks about. She has so much space on her wall or over her dressing table to cover, and the mirror, to her, is merely a matter of glass and quicksilver, that is desirable or not according to its frame. She does not know that it has a soul, and that mirrors have as different characteristics as people. Have you not had mirrors that always sent you away in radiant spirits, half a beauty in the assured air and happy consciousness of looking your best? Have you

not had other mirrors that almost drove you to the verge of suicide—that showed you pale and sallow, with dead hair and lack-luster eyes, and that seemed to preach a dreary homily that everything was vanity and that life was a failure and nothing worth while? Have you not seen other mirrors, warped and twisted, that show no beautiful thing without an ugly and sinister reflection, as a pure thought becomes evil and bitter in a cynic's mind? Have you not noticed that, shallow-hearted and shallow-brained as we are esteemed, no old mirror is like a new mirror, any more than the untroubled and unknowing face of a child is like the face of an old man? It is not altogether that one is new and bright and that the other is old and dim. There is something deeper and subtler. The mystery and the passion and the pain of life and knowledge in one. In the other the blanks of ignorance. And yet people buy a mirror because it is so many inches this way and so many that," and the old mirror gave the indescribable shrug that has in it the hopeles- and contemptuous pity of the man of the world for the provincial, who misses all the fine points in the game of life because he is too ignorant and green to understand.

There was silence in the room for a while. The shadows deepened and darkened, and when the old mirror spoke again its voice was as low and soft as the strains of an aeolian harp played by the fingers of the wind.

"Ah, madame," it said, "you are right when you say I must have seen many things. I began life in the sumptuous apartments of a great beauty. You bought me to-day in a cheap auction-room of second-hand things. Between the two lies a whole lifetime. What have I not seen in that? Youth and age, wealth and poverty, laughter and tears, bridal wreaths and the sheeted dead. Little children have come and peeped into my face and laughed to see the world was peopled by other spirits as bright and beautiful as they. I have looked on grief in rich homes, where the satin curtains were drawn close, so that no sob might reach the outer world, and the carpets were piled thick and heavy that no ear might hear how sorrow kept step with the lonely mourner the long night through. Young girls, starting forth to their first balls, have stooped and kissed the radiant images I showed them, and once a young man, crazed by cards and wine, stood in front of me and put a bullet through his desperate heart.

"So many things—so many things in all the long, long years. They come thronging back like the ghosts of a procession, where one face was gay and young and another old and careworn, and others only turned careless and curious eyes upon the passing show. I was young in those days, and, I fear, a sad rogue. Human vanity was my sport and I made merry over it. I smiled upon the beauty until she thought herself a goddess and scorned all who came about her; I flattered the old and withered dame into believing herself young and fair, and so she painted false roses on her cheeks, and I laughed, and laughed, and laughed to think with what baubles men and women deceive themselves.

"It doesn't matter by what chance I was sold. The sale of household furniture is always vulgarly sordid or infinitely pathetic, as the chance happens. Enough to say I passed into the possession of a family in which were two beautiful young daughters. The elder

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was to be married. She was a fair and gentle girl, and I thought her betrothed sincerely attached to her, and I delighted to reflect their pretty little love scenes. Then the younger sister came home. If the other girl was a thing of sweetness and loveliness, she was a creature of spirit and fire, all throbbing, passionate life and joy, that made her sister seem as cold and pulseless as a white lily by a blood red rose. Then happened one of those tragedies that break hearts and wreck lives. Never believe, madame, that the great sorrows of life come to us through the cold, calm machinations of some villain. They come as swift and unexpected as summer lightning from a cloudless sky, when the lips we have kissed betray us and the hand we have trusted stabs us in the dark.

"People said it was fate. One explanation serves as well as another where nothing explains or excuses. From the minute of their meeting, the younger sister and the man loved each other. It was a story as old as the story of forbidden fruit, as old as the story of human love and temptation and yielding, on which I looked down for the next few weeks, and then on the very day on which the elder sister was to have been married the guilty lovers fled.

"That evening the young bride went out and gathered flowers with which to deck herself. She put on her white wedding gown and stood a long time before me, putting the blossoms in her hair and on her breast, and more than once she brushed her handkerchief across my face, hiding my dimness, not knowing it for tears. Below, in the drawing-room, the lights flared and the laughter rippled and the feet of the dancers kept time to the rhythm of the music, and then—suddenly—a messenger came, and all was known. Awe-struck guests crept silently away from the dishonored house, and a white-faced woman lay unconscious on the floor of an upper chamber, with a bridal veil about her and orange blossoms dying on her breast.

"For weary months the girl lay upon her bed and it was thought that she must die; but youth is strong to fight for life and she crept slowly back to health. But in the shock some irreparable hurt was done to the wonderful mechanism of the brain—or else God was good to her—and memory stopped at the hour before the wedding, as one might stop a clock at the most radiant hour of all the day, never to go beyond that into the sorrows and the darkness of the night. Always in her fancy she was a bride preparing for the wedding hour. Every evening, just at twilight, she would come with her garlands and, standing just as she did on that night, weave the flowers in the hair that turned to silver and to snow as the years went by. There was no sound, no repining. Just the same happy love and expectancy, and I showed her always a face that was young and fair, and she never once knew that she had grown old. Not long ago she died. Kindly hands robed her for her burial in her wedding gown and the poor, crazed one's vigil was over at last. No one was left to mourn her or care for the trumpery she left, so we were all sent to the auction-room, and there you bought me."

The voice trailed off into silence. I waited and waited in the dusk, but the old mirror's thoughts had gone back into days and memories in which I had no part.

DOROTHY DIX.

FOR THE FARMERS.

Trading Day Made Pleasant at Small Exoese.

Amos Brown stood at the postoffice corner and looked up and down the four ways diverging from his point of view. Wheatside was a fairly busy town for its size, for its population of not much over a thousand people was of less value to its business than the many prosperous farmers who made it their market place at all seasons. Besides, this was the county seat, and when the court was in session more teams than usual were hitched at all available points and more people of both sexes were visible on the streets and in the stores. This was a busy day in Wheatside, for court was in session, wheat was coming in from all directions and a political meeting was scheduled for the evening. Only in one direction, where residences instead of stores fronted the street, was there room to hitch another team. Farm wagons formed a suggestive border to the sidewalk for several complete blocks, and the scene reminded Mr. Brown that his customers were in town and his store needed his attention. So he quickly disappeared into a store on the opposite corner and was soon busy with his patrons.

Mr. Brown had caught an inspiration while he stood there, and many times that day his thoughts were busily shaping themselves. At the noon hour he noticed the country folks trying to adapt themselves to the situation, while supplying the mid-day wants of themselves and their beasts. All sorts of contrivances were in use for feeding the horses, some of them being unhitched from the poles and "baited" behind the wagons, while others were taken into alleys and a few to the livery barns. Many of them were simply unchecked and fed from boxes or even loose piles of grain on the bare walk. It was the prevailing custom of the country, and any inconvenience experienced was taken as a matter of course; but the autumn wind was rather chilly that day, and for some of the horses there was discomfort with their feeding. The people themselves lunched in every conceivable way, or not at all. They sat down in the back part of the stores, munching cold viands from their pockets while watching their teams, betook themselves to ill-kept restaurants or contented themselves with a nickel's worth of crackers. Of course, the hotels caught a few of the farmers as well as lawyers and litigants, and some of the women folks enjoyed a change at the table of resident friends. And why was not all this as it should be? Our corner merchant was evidently sure that it was not.

Amos Brown & Son held two lots at the principal corner and occupied but one for the store proper. A small, one-story wooden building stood next to the store, irregularly used for storage of salt and sundries, or leased for a pittance to temporary tenants. The rear of both lots was not vacant by any means, nor was the space really utilized in a proper sense of the word. Old sheds could just as well be removed or replaced and boxes and barrels did not deserve so much prominence as they showed, even in the back yard of a country store. When the day's work was done the "firm" had a consultation, and the whole situation was discussed, streets, stores, available space, etc. The result was a plan and the plan was put into execution at once. With the commencement of another week, workmen were seen pulling down the neglected shanty on the front, and the useless sheds in the rear were removed. Lumber came from the local yards next, and a neat story-and-a-half building went up beside the store, to which it was attached, and continued back thirty feet from the front. From there continuing on to the rear of the lot, the structure was extended on another plan, having warm, convenient sheds for teams beneath, and plain but comfortable rooms above. These rooms included a small kitchen with plain wood stove and common furnishings, a waiting room for men, another for women with toilet

room connected. Three upper rooms were in the new building proper, a sitting room and little bedroom fronting the street and a small living room farther back, all reached by a stairway leading up from the street. The men's room over the rear sheds was reached by an outside stairway from the yard. When all was completed, the curious public soon found out what Amos Brown & Son were going to do with it.

There was little difficulty in carrying out the rest of the plan. The new room beside the store was rented to a competent couple as a restaurant, with the understanding that hot coffee and tea, sandwiches and plain styles of food would be served at fair prices at all reasonable hours. Two of the upper rooms were allowed them without further charge, as a compensation for keeping all the rest of the upper floor space in order. The man thus provided with a safe business was worthy and reliable, but in such health as to make it impossible to do hard work. His wife was a good cook, and the two were anxious to make the most of the situation and able to make a success of the new venture. The front sitting room above was kept for the use of women and children wishing to pass a part of the day comfortably, when in from their country homes on business, while the rear kitchen was always available for such as preferred to make their own tea or coffee, and prepare their own lunches without cost. The two waiting rooms over the shed would accommodate

many transient shoppers of all ages, and would be a source of constant enjoyment to men, women and children almost every week day in the year. In cases of emergency, persons could arrange for a night's lodging there, with tolerable comfort. The sheds, together with other available room at the rear of the store proper, would accommodate about a dozen teams at once, and all of these in-door and outside accommodations were free to the patrons of Amos Brown & Son, general merchants, while many others accepted frequent invitations to test their convenience. The result was seen in less than a month, and before half a year had gone by, the investment of one thousand dollars had proved a profitable one. The cost of maintaining the rooms was very slight, while many customers were gained and a thriving business was established. The same spirit that prompted this careful attention to the needs of others ensured fair and equitable treatment in the store and in all business transactions. The remainder of the town merchants found it necessary to take various steps for the convenience of their patrons, and every business and trade, even including the blacksmiths and harness makers, felt the good effect of the example thus set. Perhaps the reader will ask just when this occurred and where is Wheatside. Some one may even wish to open correspondence with our progressive firm. But that is not our business, and what harm has been done by our story if it should prove only a dream?

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - NOVEMBER 9, 1898.

THE MASTER RACE.

The great public question which is to come before Congress, the great issue which may cause the foundations of this Republic to tremble, is: "What disposition is to be made of the territory acquired as the spoil of battle from Spain?"

If this territory is to be declared independent and the peoples that inhabit it are to be left to their own device to set up such sort of government, or lack of government, as may please them, then the United States will be bound to guarantee that independence created and the liberties conferred on them by the act of the United States.

Those peoples, heretofore under despotic domination, and, as is the case with the Filipinos, more or less uncivilized and strangers to all ideas of self-government, would, if set free to take care of themselves, become the prey, first, of their own savagery, inexperience and unfitness for such freedom, and, a little later, of the rapacious nations around them. To set them up as independent nations will place upon the United States the obligation to watch over and protect them.

This obligation would exist if these peoples were fully civilized and capable of self-government, and all the more forcibly is it impressed upon this country when the peoples who have come under its control and who are completely and absolutely subject to its disposal are utterly helpless to protect themselves against their own weakness, as well as against the powerful nations that are already eager to seize upon them.

It is plain that the United States can not accomplish the independence of Cuba and the Philippine Islands, and set them up as self-governing republics, without taking measures to guarantee that they will maintain orderly constitutional governments, besides complying with the obligation to protect them from all foreign encroachment or invasion.

This creates a problem which will be entirely new to the statesmen of this great republic, and it raises the pregnant question whether it will cost less and be more in harmony with our democratic institutions to exercise such protecting care over the governments that are to be set up or to take possession of and absorb the territory and people.

So far as Cuba is concerned, the United States Government is under a

contract to secure its independence and launch it forth as a new nation, a republic among the republics. This contract must be religiously complied with.

It is easy to forecast the condition of chronic revolution, disorder, turmoil and trouble that will constantly reign in the island when all foreign restraints shall be taken from its people and it is no difficult matter to see that, in order to put a stop to evils that will be just as serious as were those that obtained under Spanish tyranny, the United States will be forced to interfere with a strong hand to put an end to constant internecine war. The despotism of anarchy and chaos is even more terrible than that of military absolutism.

Constitutional liberty and self-government are possible only to highly civilized peoples. Its blessings never were conferred upon the American Indians, for, although they have had two centuries of contact with the American whites, the red men were never fitted for the conditions and responsibilities of citizenship. The American negroes, with two generations of freedom, have not succeeded in elevating themselves above their former degradation, except where the white population is largely in excess of the black.

The American Republic was founded by white men; the American constitution was created by white men; the free institutions of this country were thought out and wrought out by whites. The unfitness and incapacity of the red men and the black have been manifest from the beginning. Are the Malays and other Asiatic races that make up the population of the Philippines any better fitted to become free citizens and participants in the control of the affairs of this great Republic, made by white men in such a form and character that only white men can properly make its laws and administer them?

These are questions to be answered before any intelligent disposition can be made of the territory acquired from Spain. The matter of dealing with people in the limits of the American Republic who were not citizens, but yet were subject to the laws and governmental control, is not new to the American people, as the cases of the Indians and the negroes cited above fully establish. For thirty years Alaska, with its inhabitants acquired from Russia, has been a far-off colony. Until the recent discovery of the rich gold mines there, ninety-nine hundredths of the population were Indian aborigines, and nobody thought they were wronged by being deprived of citizenship.

The doctrine of universal freedom, so far as the preservation of public order and the protection of individual rights will permit such freedom, is eminently proper; but the claim of universal equality is the most baneful notion that was ever propagated. Every creature has rights, but his rights are limited by a variety of conditions, many of which, such as his bodily strength or weakness, his degree of intelligence and other personal qualities, are inherent in him, or are the result of causes over which there is no possible human control. These and many other limitations control the condition of every individual, and, therefore, there is no equality in their actual rights, any more than there is in their ability to obtain.

Every man who is born with any physical or mental deficiency was theoretically entitled to have been born perfect, but being so congenitally disabled, he has no right to be placed in the ex-

ercise of functions which he is absolutely unable to perform.

If ever this great Republic shall be wrecked politically, it will be from the operation of the destructive, anarchic, chaos-producing doctrine of political equality. If every European, Asiatic and African in the country, and to be brought into it, is under this pernicious doctrine to be made a citizen, and vested with all the political powers and functions of citizenship, then the injection into the body politic of the United States—say, of ten million Asiatics in the Philippines, a million negroes and mixed bloods in the West Indies, and all the Chinese and Japanese who may come into those islands—will be a most formidable affair. But they will be but the beginning. By way of the Philippine and Sandwich Islands, it will be possible for unlimited numbers of Chinese to enter the Republic, and, if they are all to become citizens, then white domination will be greatly jeopardized.

England knows how to manage these matters. England has dominions on every continent and in every zone of our globe. Her flag floats over millions of people of the yellow, red, brown and black races; but the white man rules everywhere. They all—whether black, brown, red or yellow—have their liberty and personal individual rights; but the white man rules. It is the white man that has evolved and established constitutional liberty. Through him alone the other races are enabled to enjoy it, and they can enjoy it only while they remain in subjection to him.

The United States can successfully solve the problem of annexing all the Spanish islands for the good of the American people and for the great good of the islanders; but the idea of political equality for all must be abandoned. The complementary and supplementary evolution of the survival of the fittest is domination by the fittest. So far as human liberty, civilization, enlightenment and all upward progress exist, they are the work of the white man. All the other races wait for his aid to free and elevate them. His is the master race, and he will rule all the others. The American people are called on to do their share of the great work. They will not flinch from their duty.

Mme. Carnot's generosity was as old as it was widespread. Previous to New Year's day she would get from the magistrates a list of the deserving poor; then, instead of buying gifts in the stores, she would have them made up by persons out of work, thus benefiting two sets of needy people, to the extent of \$5,000 yearly.

After all, perhaps it is better that the carnival should have committed suicide than that it should have been killed by the moral and decent people of the city.

The Maria Teresa was not worth raising. Her Spanish navy's fondness for the bottom of the sea could not be overcome.

When a man has a good reputation that does not belong to him, some one else has been robbed.

A man with stoves to sell can easily understand that we are to have a cold winter.

The man with an unusually wide mouth has the right and room to keep it closed.

GENERAL TRADE SITUATION.

Unquestionably the most potent factor affecting trade in this country during the past week has been the monopoly of attention by the election just past. There has been no material effect from the issues at stake—no questions have been fairly brought before the people which affect the financial or business policy of the country—but it is impossible that the attention should be so largely engrossed without business interests suffering more or less. Thus, in spite of heavy railway earnings and conditions which would seem to make an advance in the stock market inevitable, the week has been one of stagnation and what change is shown is in the direction of decline. The dulness has extended to all speculative stocks, but the demand for investment securities has been large, showing that capital is seeking employment to a greater extent than ever. It is an indication of the general strength of the situation that, while there has been so much to distract attention, the influence has been so small in the aggregate of business, as indicated by clearing house reports, etc. The high records of prices of last year continue to be broken, showing that trade distribution throughout the country goes on with unabated volume. The speculative dulness has some effect in certain iron and steel industries, and accounts for the slight reaction in grain markets; but with plenty of money and plenty of products to sell for good prices, buying capacity is what gives assurance to the situation.

While the tendency of prices of iron and steel, especially in the cruder forms, has been lower, the week has brought an unexpectedly large number of orders for finished products for both domestic and foreign trade.

The grain market has shown but little variation, the slight difference for the week showing a decline. Grain movement has been very heavy, Western receipts of wheat being 9,490,092 bushels, against 7,601,000 for same time last year. Export movement is 4,699,578, against 3,287,536 last year. Corn shows greater strength in price and the export movement is nearly double that of the same time last year.

The textile situation is without material change except that there are reported increased sales of wool for manufacturing purposes at concessions in price. The Eastern cotton goods combine is giving a better tone to that market, although cotton continues to make a low record.

Perhaps you can't out-general your competitors in goods or prices, for they can meet you on the mutual ground of buying, but to you is given a chance to win by making your customer your friend, and by keeping his confidence in you.

In these days of fierce competition, trade must be attracted and held by something besides goods and prices.

It is a wise son who will admit that he knows less than his rich old father knows.

Debs is decidedly quiet this season, which shows there is but little money in jaw.

A man should make his good resolutions before he spends all of his money

Plain faces are fashionable and greatly admired when the owners are rich.

THE REASON WHY.

The European manufacturer is in a quandary. On both sides of the English Channel he is confronted with the momentous fact that the demand for his best goods is on the decline. He has looked the ground all over again and again with the same inevitable result—his goods are not wanted. For a long time he supposed, naturally enough, that with the rate of wages as low as it can be put, he could, and did, make prices so that he met his competitors without fear or favor; but that time is over, and he is wondering why.

It does not soothe his irritation to find that the trouble comes entirely from the Leading Republic of the world; and it is not confined to a single article or a few. It makes no difference what the establishment turns out, the thing made is passed by, and often at a better price the American goods are carried home. Nobody questioned, for instance, at one time, where the best watches were made. The world gave the palm to Switzerland and a watch was worthless which did not come from Geneva. Germany has never doubted that, while woolen goods are manufactured the world over, only real, genuine broadcloth, the finest in texture and especially in dyes, can be found in the Fatherland. France in silks and in wines knows that nowhere beyond her borders is there anything really good; and England becomes impatient when facts stubbornly declare that the American manufactory is crowding her to the wall in everything.

What traveler in England has not laughed at the carriages, big and awkward and clumsy, which go pounding over the rough pavements of London or along the splendid English roads? There is in the English mind the idea that a buggy, which has shown itself more than equal to rough usage in rocky New England and the wild regions of the West, is an invitation to destruction, so light and slight and incapable it is for accomplishing the work intended without danger; and who ever bought in London or elsewhere in Great Britain a shoe which fitted him or one he was not ashamed of? London is the head center of the best tailoring. It used to be considered a shrewd thing for the American to start for Europe with as scanty a wardrobe as decency would allow and replenish it in London. A suit that costs here fifty dollars, made to order, can be bought there, made to order by a London tailor—pronounced in capitals—for twenty or, at the most, for twenty-five dollars. It can. Such suits are common. They are very often seen that joyful morning when the returned American traveler leaves the steamer at New York; they are looked upon as marvels of cheapness in material and make-up; but in too many instances they are so clumsily fitted and made that the wearer takes no pleasure in them and they are soon discarded. The fact of the case is the American manufacturer is constantly working from an artistic standpoint; he is unsatisfied so long as his handicraft fails to bring out his artistic idea, and his workmanship shows constant improvement in that direction.

The Tradesman has already commented upon the increased exports of shoes into Germany. The improvements in American machinery and the careful attention to style and finish have done something to place the American shoe high in German favor; but the German, after all, thinks less of the looks

than he does of comfort. There lies the main secret of success and this, taken in connection with the wearing quality, which the American manufacturer never overlooks, has made the Germans turn from the ugly, clumsy, ill-made, ill-fitting and soon-worn-out footgear which a dozen years ago was the common article in the capitals of the Old World.

The wheel shows the same thing. The American bicycle is crowding out the Europe-made machine. With the finest highways in the world, smooth and well-kept, a wheel of the lightest manufacture is all that is needed; and yet with the old-fashioned notion that bulk is an element of strength, the wheel found there is not a thing of beauty.

It is the old story with the old tiresome conclusion: They can't do any better because they don't know how.

The W. M. Hoyt Co. has scored another back-down, having ceased to quote its compound of acids and gypsum as cream of tartar. The concoction is now quoted as "cream of tartar mixture" and the price has been advanced from 14 to 15 cents per pound. This is a pretty stiff price for a vile compound which can be made for a cent or two a pound, but it is a decided improvement over quoting pure cream of tartar at 14 cents a pound, as the W. M. Hoyt Co. persisted in doing before it was called down by the Tradesman and the State Food Commissioner.

The spread of Western ideas in Japan has not proved an unmixed blessing. Adulteration and fraudulent trading have followed in the wake. As the demand for European medicaments increased, dishonest foreign merchants introduced a large quantity of inferior and adulterated drugs into Japan. Consequently a law had to be enacted to the effect that all drugs landed in Japan must be taken to the state laboratories before they could be sold to the public.

A Toronto dispatch says that the insurance companies doing a life business in Canada have agreed hereafter not to accept risks on the lives of married women unless they happen to be the bread-winners of the family, or in other words, independent of their husbands. The decision has been arrived at with a view to lessening the crime of murder for insurance, several cases of which have been reported within the last two years.

Gentry county, Kan., which boasted the record of having taken more premiums at the World's Fair than any other single county in the United States, is again a subject for congratulations, having captured a large number of the best premiums at the recent big stock show at the Omaha Exposition. It is claimed by experts of high rank that the Omaha exhibit of fancy stock was larger and better than the memorable one at Chicago.

For one man to pardon a criminal who has been pronounced guilty by twelve men is to rebuke justice.

A shotgun in the hands of a man who does not know it is loaded is as dangerous as dynamite.

Madrid has thirty-six daily papers. None of them approve of the course of the United States.

By crooked work people have been known to get into terrible straits.

It's easy for the man who has no credit to keep out of debt.

THE COMMAND OF THE SEA.

Recent wars have most thoroughly demonstrated the value of sea power. It has been conclusively proven by the actual test of hostilities that in international controversies between countries not entirely landlocked the control of the sea insures victory to that power fortunate enough to secure such control. Had Napoleon been able to wrest the control of the sea from England he would have been able to overcome the combinations his enemies made against him.

In the war between China and Japan the former country was rendered completely helpless by the victory of the Yalu. With the defeat of the Chinese fleet at that place Japan was able to land troops on the Chinese coast wherever she saw fit, and China, with her immense population and resources, was helpless to avert the humiliation which befell her.

In our war with Spain it was the command of the sea secured by us which rendered Spain helpless and compelled her to abandon Cuba, although that island was garrisoned by more than 200,000 soldiers. It was not that the Spanish soldiers would not fight or were not capable of making headway against our troops, but because Spain, having lost her fleet, realized that it would be impossible to re-enforce and provision the island, hence defeat would be merely a matter of a little time.

And now France is learning the lesson that no country can hope to cope on equal terms with a maritime power without a navy large enough to insure a fighting chance of securing control of the sea. Wise public men in France realize that the French fleet, large as it is, is entirely inadequate to cope single-handed with that of Great Britain. While France has barely more than enough ships to protect the home coast line, Great Britain has ships in all parts of the world ready to prey upon French commerce, prepared to attack the colonies of France without withdrawing the formidable squadrons which guard home waters or police the Mediterranean.

All this should be a powerful incentive for steadily strengthening the American fleet. The fighting force of a fleet can not be suddenly improvised, hence it is the part of wisdom to steadily and constantly increase the number of our ships, and keep those already in service up to date in all respects by providing improved guns as those in use become obsolete, and installing every improvement and device calculated to increase the efficiency of the vessels.

The international bureau of weights and measures at Paris preserves the standards of length and mass with which the various national governments have been most carefully compared. These standards are the concrete representation of a fraction of the circumference of the earth at a certain point, and of the mass of a certain amount of pure water at its maximum density. The length of the standard meter has been determined in terms of the wave length of light in case of the loss of the standard, but it has remained for a French scientist to enquire what would be done in the event of the disappearance of all standards, and all measures of length expressed in terms of the standard. With what accuracy the meter could be restored from memory was the object of

his investigation, and by experimenting with a number of artisans, mechanics and scientists used to making measurements, he was able to publish a table of very satisfactory results. From 100 people of the classes described he asked for estimates on the length of certain distances, and also that they should mark off a certain length on a board. The smaller distances were found nearly always under-estimated, while overestimation was the rule with the greater distances. Reducing from these observations the value of the meter, it was found that the distance thus ascertained showed a variation from the true meter of only a few millimeters, or but several thousandth parts of its own length.

A match has been invented in France which can be transported with safety, will strike anywhere, and which is made without the use of the white phosphorus, the ingredient which exerts such a deleterious effect upon those who work with it. The composition used in the new matches is a mixture of potassium chlorate and phosphorus sesquisulphide. It is stated to be practically non-poisonous.

When Admiral Schley gets home from Porto Rico he will have swords to sell. The State of Maryland, Boston, Philadelphia, and members of the Royal Arcanum each have splendid weapons ready to present to him, and there are several sections of the country yet to be heard from which have similar schemes under way.

If Paris is displeased with Americans, let her shopkeepers and hotels try to live on the money they take from Spanish tourists. American millionaires can afford to spend their money in England or Italy or Switzerland, or some place that is not always abusing the Yankees and taking their money at the same time.

The Prince of Wales is a great cigar smoker, although he rarely buys a cigar. His stock, which is the finest amateur collection in England, is replenished every year by large consignments from the Austrian Emperor and the Czar, and some of his most costly brands are valued at \$250 per 100.

The Canadian Bankers' Association, which recently held its annual session in Toronto, recommends that there shall be established a Canadian mint, where the gold of the Klondike and other producing sections of the great Northwest may be minted.

Some people are never so happy as they are when managing some great show enterprise to raise money for any unnecessary purpose they may happen to think of. The itching desire to manage is the incentive.

A peace jubilee will be a good thing to have when we have peace. A declaration of peace in a contest with an unscrupulous enemy is like a declaration of independence. The party who wants it must fight for it.

A quiet sewing circle is more dangerous than a high tea. There is so much chatter and noise at the tea that one can not hear half the bad things that are said of the handsomest woman in the neighborhood.

Spain is in a position to demand everything and fight for nothing.

A forger may utter a check if not checked by justice.

Fruits and Produce.

Peculiarities of the Ohio Cheese Industry.

John Gould in Hoard's Dairyman.

Aurora may be set down as one of the largest cheese distributing points in this country; and in its "methods and manners" is, in many respects, unlike any other cheese mart of our knowledge. Aurora is, in reality, the oldest cheese producing town in the State, as cheese was taken in wagonloads through the forest to Pittsburgh, Pa., as early as 1811; and by 1819 dealers were actually shipping their cheese down the Ohio River to the lower ports. The third cheese factory in the State—a curd gathering concern—was built here, and the second modern cheese factory in the State was erected here by John I. Eldridge, and the first milk buying factory in the State, if not United States, was put in operation by the Hurd Bros. in 1865. The first cargo of cheese ever taken to the Northwest was shipped from here to Milwaukee in 1834 or '35, when that city consisted of nine log cabins and thirty-five men over 21 years of age, and the man, Hon. C. R. Harmon, who helped organize the first election in that city, is still living in Aurora, aged over 90 years, still hale and hearty.

The cheese trade has always been large from this point, but annually grows larger, last year amounting to nearly 5,000,000 pounds. At first the three great dealers here, Frank Hurd, D. T. Eldredge, and Harmon & Sons, shipped the greater part, if not all their cheese, to commission houses and brokers, but now the two firms first mentioned sell all of their products to the wholesale grocers on an order trade. The last mentioned firm now transacts only a small business, while the others increase their trade yearly by the thousands of boxes. These two men run something like ten or fifteen factories each, and buy the cheese of as many more, and besides, buy cheese by the 5,000 boxes in a general way.

They own and lease factories and have cheese made on commission by others, buying all of the milk at a stated monthly price, set by Frank Hurd, whose price bulletins are regarded by all as "official," and outside of his buying, the others contract to pay Frank Hurd's prices. His foresight and forecast of the market and markets seem to be undisputed, and what he says "goes." This Hurd is a unique character, and in all ways, business included, is in good repute; a very small man, keen and alert, both of which are made most conspicuous by his great misfortune, being almost totally deaf, only hearing by great exertion those who approach him. Wholly devoid of the pictured dignity and awe of the great business man, abounding with wit and fun rarely found in men at 64, and yet more rare in men whose business interests have been so varied, farm, stock buying, mercantile and a cheese trade, running out the \$200,000 per year.

Eldredge is his opposite in many respects. Large in build, less quick in observation, but nevertheless alert in looking out for the market and the main chance, the two men together make a marked contrast in all save in business extension and success, which are pretty nearly equal. Both men manage farms of their own, one containing 1,900 acres and the other 2,200, and are covered with all the year round dairies, and in other respects are most successfully managed.

The cheese trade of these two men is almost wholly by order. The great competition in the cheese industry in some quarters and sections caused these two great firms to look up an order trade, and it has succeeded beyond their expectations. They at first "drummed up" some trade with the larger wholesale grocery houses of Ohio and the Ohio River Valley, West Virginia and west into Indiana and Illinois. This trade last year amounted to about 90,000 boxes. The cheese are made very largely to order and some brands have been—for some firms—unchanged for

twenty-five years. The different sections ask for different sizes, quality and the distinguishing "ear marks."

These orders are usually sent in so as to reach Aurora on Saturday, and are filled the following Monday. Of course, orders sent in later in the week are honored. This has led to a great change in the home handling of the cheese. The huge curing houses are now unused and the cheese now goes boxed from the factory and the cars. The cheese is brought to the station on Monday and sent to the consignees direct. This has caused the two firms to have all cheese brought to the Aurora station from all factories, instead of shipping from nearer by depots. Some of these factories haul cheese twenty-four miles to this point, so Monday usually sees from twenty to forty huge loads of cheese arrive, coming from all directions, from daylight to 2 p. m., when all cheese must be loaded.

Why the cheese is all brought to one central point is this: They secure reduced freight rates, express time, and distribution en route, similar to the mail service. At 5 p. m. the cheese cars are all loaded, the consignments to the different firms located in the car, so as to be easily taken out, and at 3 a. m. the next day the cars are at Galion and Crestline, 150 miles away, a great distributing point. Here the "loads" are broken up and put on diverging trains, and by 6 a. m. this cheese is speeding on towards its destination on the local trains and by dark has reached its destination, Mansfield, Columbus, Zanesville, Dayton, Hamilton and other points, even along the Ohio River. A car will go through to Indianapolis, and is there broken up for Indiana towns. Another car goes to Marietta or Parkersburg and is then sent to West Virginia towns, so by Wednesday night the cheese, which by old methods of consignment would be ten days to three weeks reaching the consignees, now is rarely more than forty-eight to seventy-two hours. The railroads, to secure this trade, guarantee fast freight, and the plan in every way is far in advance of the old methods, and fully justifies the long horse hauls at the start.

This growth of order trade is being copied by some of the other large dealers, and fully explains one feature and peculiarity of Ohio dairying: All the fine cheese goes into this channel of order trade and so is not seen in commission circles. When there is a mistake made in making cheese with bad flavor, or the like, these cheese are consigned to the commission men and sold for "what they will bring" and have had not a little to do with the "merry name" that is attached to Ohio cheese. The fact that these men retain their trade with these firms year after year, and that it suits the consumer as well, is a "straw" which shows that Ohio cheese is not such a "bad lot" after all and may be enquired after for some years to come.

True it is that some Ohio cheese are more or less "skimmed," still the fact remains that these firms have billed their cheese at Little Falls' best quotations all summer and the price of milk only fell to the sixty cent rate for a short time. Some factories run on the full cream plan, but the larger part of the cheese of these two firms are skimmed at the rate of a pound of butter to 100 to 120 pounds of milk, and it is a "standing smile" here that the whey oil used to grease Ohio cheese comes from the full cream cheese factories of New York. A great producer said the other day that "outside of the teachers of the Dairy Schools, he could not get makers who could make a full cream cheese and not run as much or more butter fat to the whey tanks than he skimmed off, and for his part he could not see that there was any difference between taking a pound of butter from 120 pounds of milk with a skimmer, or cutting it out in making." At Columbus, Ohio, at the branding station it was shown that the per cent. of fat in these order cheese ran from 30 to 32 per cent., which is not so bad stock as it has often been painted.

Along the lines of railways centering

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.

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.

835 NORTH THIRD ST.,
830 NORTH FOURTH ST.,

ST. LOUIS, MO.



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.

in Cleveland are concerns buying milk for the city trade. Some of these concerns want cream only and after this "only" is removed with a separator, the skim milk is made into a skim cheese and sent out and sold as such and is enjoyed by the classes who come from the "climbs" of Lower Mississippi Valley and Southern Europe, and possibly "Cuby and Manilly." In some sections of Northern Ohio, and centering in Aurora, the conditions here pictured are not the same. Milk is only worked up on the co-operative plan, in others the patrons have their cheese made and boxed, and other methods obtain elsewhere. The milk trade along the lines of railways in the great cities collect the milk so thoroughly that the old-time creameries and factories have disappeared and collecting stations have taken their place.

In all these sections winter dairying has taken the place of the summer industry, so that the production is now about uniform, by the month. The demand for cows was never greater than now, or prices higher, which shows that the farmers still have faith in the business and expect to continue in its pursuit. Such are some of the points of the dairying that centers near the home of the writer, and are given for what they are worth.

Why Americans Are the Greatest Coffee Consumers.

C. F. Blanke in Interstate Grocer.

The low prices of the low grade coffees increase the consumption in two ways: There is more coffee consumed and there is more coffee wasted in preparing it for consumption than there is in ordinary times. The low prices of coffee do not induce a larger consumption of the better grades. The people who buy the best grades of coffee are people who will consume the same amount whether the price is high or low, but it is the masses whose consumption is affected materially by the price, and it is the masses who are the consumers of this country. The consumption of coffee in the United States, per capita, is larger than any country in the world, and the amount of pounds consumed in total is larger than any country in the world. The question is naturally asked: "Why is it that the people of this country who only drink coffee with their meals (and the majority of them do not drink it with each meal) consume more coffee than the people of such countries as France and Germany, where they sip coffee in the cafes at all times of the day and night, and as a general thing, drink stronger coffee than the American people do?" This is easily explained. The Americans consume more coffee per capita, but they do not drink more. They waste more in preparing than they do in these other countries. This can be accounted for in several different ways: The people who buy the better grades of coffee prepare it by the drip method. Most of them have the ordinary funnel shaped dripper to drip their coffee with. They put their coffee in this dripper (very often too coarsely ground); when they pour their water on, the water does not go through the coffee, but goes over it and passes through, without getting the strength out of the coffee; so when they discard their grounds it will always be found that what is at the bottom of the dripper was hardly affected by the water, consequently they throw away half the coffee without the strength extracted. The people that buy the low grade coffees mostly buy the doped one-pound package coffees, which are usually so tough that they can not be ground properly, consequently when they boil it they do not extract the strength, so it requires two pounds of coffee to furnish the liquid that one pound should furnish. This is why the American people are the greatest coffee consumers on earth. They drink less than the other civilized nations, but they waste more.

When a man disputes with a fool, the fool is doing the same thing.

When a man knows his duty, he avoids doing it by asking advice.

New Way and Old Way of Making Cider.

From the New York Tribune

Cider of the "new and improved" kind, which may be made in large quantities regardless of the size of the apple crop, comes to the market at all seasons of the year, and most of it has never been subjected to the various processes which come under the head of cidermaking. It comes to the dealer in kegs, barrels and bottles, and as "still" and "sparkling" cider.

The real article finds ready sale and commands a fair price, especially this year because of the short apple crop. There are several cider mills within a few miles of Newark where the beverage is still made in the primitive way, where horses are employed to work the grinders, and everything about the mill smacks of the days of long ago.

To those people who have seen cider made in mills where steam and gas engines are used, these old mills are highly interesting.

"Apples is apples," said the Jersey farmer, pointing to a bin where several hundred bushels had been dumped by the neighbors who had brought them to the mill. There were large and small, green and red, sound and soft apples, all piled up and waiting for the grinder.

The cidermaking paraphernalia stands under a rickety shed, at one end of which is the tub in which the grinder revolves, by means of which the apples are converted into pulp or pomace. The power is derived from a shaft operated by horses on the outside. When a batch of cider is to be made a lot of one hundred bushels is set aside and shovelled into the grinder; when the fruit has been properly crushed it is shovelled and ladled to a press which has a platform about eight feet square. All this is done in the modern cider mill, except that the power in the new concern is steam or gasoline.

But the press work in the old cider mills is different from that which is done in the new mills. In the new mills the mass is pressed between cloth strainers, while in the old mills the pomace is covered with straw, upon which another layer of pomace is put, and so the press is filled with alternate layers of straw and apple pulp. The straw serves as a strainer, and gives the mass which is to be pressed consistency, and keeps it from running off the press. When the press has been loaded the screws are operated by poles, and the apple juice is caught as it runs from the lower platform. It takes about one hour to convert one hundred bushels of apples into cider, and the product is about four gallons to the bushel.

"In good apple years," said the cidermaker, "it keeps us busy between times making cider, and we have had years when for weeks we had the yard full of barrels and the barn full of apples. But with a short apple crop a cider mill becomes a lonesome place."

Much of the cider which is made in New Jersey is disposed of as "sweet," but the greater part becomes "hard," and some is allowed to find its way to the market as vinegar, although cider vinegar, like cider, is not always what it is represented to be and according to the testimony of an old-fashioned cidermaker, "All the real cider made in the United States would not supply New York with cider vinegar."

Illnesses Due to the Bargain Counter.

"Doctor, don't you think the illnesses of most women are caused by imagination?"

"Well, the cut rates on patent medicines are responsible for a good many of them."

A Boston broker boasts of rather a bright office boy. One of his friends dropping in at the office dispatched the lad for some cigars, giving him a dollar bill to pay for them. The boy returned with four cigars. The caller commended him for purchasing such good ones, and passed them around. Shortly after the broker was left alone in the office, when the shrewd urchin handed him six cigars with the remark: "'Ere's the rest of them cigars, Mr. Margin."

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.

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.

N. WOHLFELDER & CO. WHOLESALE GROCERS.

SPECIAL DRIVE:
Roiled Oats, 90-lb. sack, "fancy stock," p-r sack. \$1.50 net
Schulte Soap Co.'s Cocoa Castile, 3/4's in 15-lb. boxes. 85c 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 and Fresh Eggs; also Apples and Potatoes, Beans, Onions, etc., in car lots or less. Correspondence solicited.

HERMANN C. NAUMANN & CO.

353 RUSSELL STREET, DETROIT, MICH

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. Fresh Eggs are scarce; we want them at once.

Who Gets the Oyster Trade?

The man whose oysters are the freshest and best flavored.

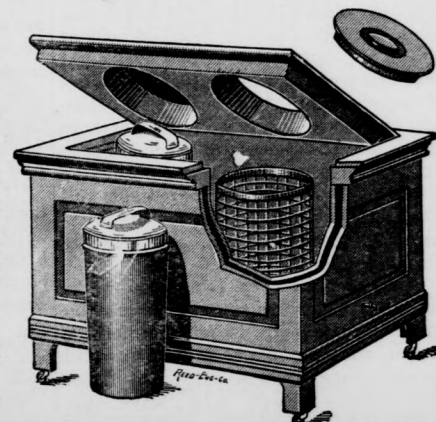
Who Loses Other Trade?

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.



DIRTY DEAL.**Underhanded Method Adopted to Ruin a Cheesemaker.**

Twenty-eight years as a cheesemaker, and always a close student in my work, yet the old saying of "never too old to learn" has once more been verified.

A problem has confronted me which cost me months of study and experiment and hundreds of dollars in lost cheese, which would cure out hard as grindstones, although made from milk which by rennet test of vat was as sweet as any I ever handled.

Previous to my leasing this plant only butter had been made. Two years ago this spring I began making a part of the milk into cheese. The milk, while apparently sweet, would develop acid too rapidly and at as low a temperature as 85 degrees. I also noticed that its development was not retarded by the action of common salt and its flavor "once met was not soon forgotten." This did not occur every day, but often enough so that I lost 100 boxes of cheese in a short time. I discontinued making, although the price of cheese was the best, and made only butter, but in the fall I tried cheese again, only to soon see our old enemy bob up again and the battle begin. Cheese were made like sole leather while green and turned like stone when cured. The milk was salted before the rennet was added, all the curd would need, all to no purpose. Winter wore on and we had not located this germ. Samples were set away at 90 degrees of every patron's milk, only to keep sweet all day, while the vat would sour in two hours and a half at 85 degrees in the coldest weather. We finally came to the conclusion that this germ would not develop so we could tell it only under the action of rennet after coagulation. We accordingly went to work along this line. We noticed our cheese savored largely of vinegar, becoming more pronounced after a few days from the press. As the acid which came on these curds could not be checked by salt, we knew the lactic acid was neutralized by a stronger acid under development fed by the sugar of milk. But what was it developed with to give it the speed of a race horse and what acid was used for it that would not sour milk? We found tartaric acid and acetic acid (vinegar) would not. We went into chemical vinegar for points and found we could produce this germ and its subsequent results and, on May 23, we could neutralize this germ in our curds and our danger and losses were over. This germ was delivered, after being located, in the same man's milk for some time, as it was doing us no harm then. Before I called his attention to it and while he disclaimed any knowledge of it, it occurred to us as being remarkable that half of his milk going to another factory and part to me, that the other factory received none of it. This starter must stand over night not below 60 degrees or it will not develop enough to show on the vat before the curd is ready for the press, for those who use the sweet curd process, but it may develop even then and damage the cheese. Here are the ingredients and the sugar of milk will furnish the missing link needed to make acid vinegar or acid cider:

Take one or two cakes of quick-working yeast; let them stand in warm water until the strength is out, pour off the water, add one ounce of tartaric acid or one ounce of acetic acid; add five or ten gallons of new milk; leave over night at 70 degrees. This solution need

not be strong enough to coagulate particles of milk when put in without stirring and can be dropped into any patron's can of night's milk, as it was in ours from June 6 to Sept. 16, when the gang gave us up. Few of my customers escaped a call from June to September. Any cheese maker who will try one of these starters, properly developed on a vat of milk, will find his experience is incomplete. I do not believe any vat of milk was ever so ripe that it could not be made into good, merchantable cheese by low heat and the timely use of salt. I have been asked many times what would be the object if this were intentional; and we can not answer, as we are strangers here, hence have no enemies. I have meditated a long time on giving this to the cheesemakers, but so long as such trickery exists, all should know, for the possibilities of damage are not light. One starter a week would drive any man out of business, for only an unbroken line of it enabled us to properly study its characteristics. If not too cold the whey tank will ferment like boiling until the yeast has spent its force and the sugar has turned to vinegar. This germ has three characteristics contrary to cheesemaking: Its growth under action of common salt; its deception under the rennet test of the vat on sweet milk, and the speed of its growth after coagulation. The amount of acid used may be so small under favorable temperature for its development by yeast as to defy the efforts of careful chemical analyses and while the microscope may give us a favorable hint, we can not dispute the product of practical demonstration.

The loss occasioned by spoiled cheese amounted to \$1,700; detective services and analysis, \$100 more. Most bills are paid in full, but the patronage slipped off as fast as they got their money. If I were criminally inclined, after shouldering these losses alone, I would block out a radius to suit me and not allow any man to successfully make cheese within those lines and I would not be caught. There have been successful cheesemakers come and go from here and if they prepare a starter of this kind and use it, either alone or add it to a vat of milk, if live, quick-working yeast is used, they will soon notice their old favorite curds. I would like the Dairy School this winter to go into this starter far enough to report the lowest possible temperature at which live, quick yeast will develop a tartaric acid or acetic acid starter, so it will show on a vat of 2,000 pounds of sweet milk in from three to four hours at 96 degrees. Use plenty of acid and yeast for the low temperature experiment, and perhaps I can tell at this end who the person was who kept his milk warm enough those cold winter nights to develop his vinegar starter sufficiently to turn my cheese to stone, while most milk came in frozen!

F. H. STANLEY.

Adrian, Mich.

Two Commercial Travelers Comparing Notes.

"I have been out three weeks," said the first, "and have only got four orders." "That beats me," said the other; "I have been out four weeks and have only got one order, and that's from the firm to come home."

Every man is anxious to help his neighbor when he doesn't need it.

The man who has the most to say always uses the fewest words.

F. J. Dettenthaler

Jobber of

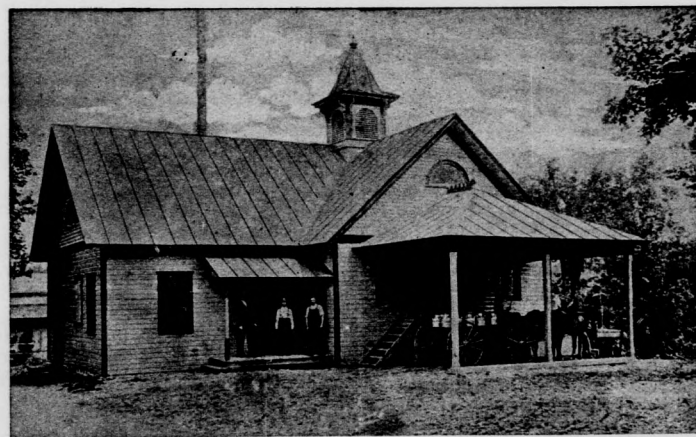
**Anchor Brand Oysters**

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."

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.

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.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Nov. 5.—The week has been full of political excitement and this has probably had an influence on business of all kinds. While grocery jobbers generally report a fair amount of business going forward, they look for quite a marked improvement after Tuesday. The elections are looked forward to with an unusual degree of interest by business men here, not only the local election but the general result of the country, as it will so largely determine the complexion of the next Congress.

On the first two days of the week there was very decided activity in the coffee market. Orders seemed to come in from all directions and there was almost a "boom." Since then matters have become comparatively quiet, although there is certainly a better market and a great deal of confidence is felt by dealers in the outlook. This confidence seems to be based upon nothing stronger than the feeling that stocks in the hands of retailers must be light. The quotation for invoice lots of Rio No. 7 is from 5% to 6c. In store and afloat there are 1,100,510 bags, against 939,571 bags at the same time last year. For mild grades of coffee there continues to be about the usual request and the market presents no new features.

The new Doscher refinery is beginning to place its product on the market, but the general condition of affairs is not greatly altered from last week. The demand for refined sugars has been rather light and dealers apparently have sufficient on hand for immediate wants. The impression prevails among many well-posted dealers that the remainder of November will be quiet, so far as the sugar market is concerned.

At the regular tea sale at auction on Wednesday, the prices showed an advance of about 1c over those of a month ago. On the street the amount of business is only of the usual volume, although there is a generally confident feeling as to the future. Invoice trading is very quiet.

Rice stocks are light and holders are determined to make no concessions in order to effect sales. Would-be buyers, on the other hand, seem to take no interest in the article beyond securing sufficient for everyday needs, and there has been nothing during the week to attract especial attention. There is a sufficient quantity of foreign sorts to meet the demand, Java remaining firm and unchanged at 4% to 5c. Good to prime Southern, 5% to 6c.

With the exception of pepper, the market for which continues quite firm, there is little doing in spices. Singapore pepper is worth 9 to 9 1/4 c. Cloves are quiet, although held at value.

The supply of new crop molasses continues light and the amount on the way is also said to be small. The demand has been pretty fair, although quotations are too high to permit of a great volume of business. Old crop prime to fancy open-kettle, 31 to 36c. Syrups remain without special change.

Canned goods deliveries are going forward at a satisfactory rate and it is thought now that the deficiencies will not be as large as were anticipated. There is a moderate offering of tomatoes, with No. 3 standard New Jersey offered in New York at 80 to 82 1/2 c. Some quite large sales of gallon apples have been made of New York brands at \$2.25. Full standard brands of corn are held at 65c.

Lemons are steady, but the demand is naturally rather light. There have been no changes in quotations of much importance, 300s Sicily ranging from \$5.25 to \$6.25 per box. Jamaica oranges are selling from the dock at \$4.50 to \$5.75. Almeria grapes, full weight, per bbl., \$6 to \$8.50. Bananas are moving slowly, with firsts from 90c to \$1.10.

There will be offered at auction next week a large lot of dried fruits from California, the result of which is awaited with a good deal of interest. There will be sold 4,000 packages of apricots, 8,000

of peaches and 25,000 of prunes. This method of disposing of dried fruits may lead to important results.

Butter receipts are light, so is the demand. Very best grades, as usual, move with a degree of activity sufficient to keep the market in pretty good shape, but lower grades drag and quotations are unsteady. There is some little demand for choice State dairy, but the supply, as a rule, will hardly bear rigid inspection as "choice." Western creamery choice, 23c; firsts, 20 to 22c; seconds, 19c; thirds, 15 1/2 to 16c; Western imitation creamery, finest, 17 to 17 1/2 c; firsts, 14 to 15 1/2 c; June extras, 14 1/4 c.

The cheese market is inactive and both home and export demand leave much to be desired. Full cream State cheese, large size, 8 1/2 to 8 3/4 c; small size, fancy, 9 1/2 to 10c.

Receipts of eggs continue light and the market is firm. Nearby fresh gathered, 25c; best Western, 21 to 21 1/2 c.

Apples are very firm. Fancy Kings command per bbl., \$5 to \$6; other varieties, \$3.50 to \$4.50; Greenings, \$2.50 to \$3.25; Spys, \$2.50 to \$3.25; Baldwins, \$2 to \$3.

Tricks Peculiar to the Lumbering Trade.

"I used to reap a harvest when the men were coming out of the woods," remarked an old retired merchant who was engaged in general trade at Big Rapids thirty years ago. "They were not up in styles, and about any old thing would suit them provided the color was right and the fit even passable. But there were tricksters among them, and I had to have my wits about me in order to keep even with them.

"How much is that hat?" asked a strapping six-footer, who arrived from camp one day with a pocket full of money.

"Two-fifty," I replied.

"Then he informed me that he always had the crowns of his hats punched full of holes in order to keep his head cool, and his hair from coming out. I soon had this attended to, and then he asked what the hat was worth. 'Two-fifty,' I responded in surprise, but he laughed at me for asking such a price for damaged goods. He had me, and got his hat for a dollar, while the jolly crowd with him had a laugh at my expense. He wanted to look at some 'fiddles,' and after pricing one at \$10, concluded to take it.

"Where's the bow?" he asked, as I was doing up the package.

"You only bought the fiddle," I laughed. The others saw the point and laughed, too. The giant tried to bluff me, but I kept good humored, and got even on the hat by charging him \$1.50 for the bow. I not only got even, but the others were so pleased with my 'Yankee trick' that they spent plenty of money with me."

What the Department Stores Do.

From the New England Grocer.

They stab the grocer.
They knife the druggist.
They paralyze the stationer.
They squeeze the bookman.
They annihilate the hardware man.
They injure all trades.
They benefit none.

And
A good deal of the time
They fool the people.
In spite of these facts
People whose property is depreciated,
Men whose living is endangered,
Women whose husbands' wages are decreased,
Children whose future will be made harder,

Buy at the department stores.

Yes!
Even grocers wives
And grocers' clerks
Patronize them.

MERCANTILE ASSOCIATIONS

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

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

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

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

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

Saginaw Mercantile Association
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President, L. J. KATZ; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

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BUCKWHEAT

That is PURE is the kind we offer you at prices that are reasonable.

We sell buckwheat that has the good old-fashioned buckwheat taste. We do not adulterate it in any way, shape or manner. We believe that when people ask for buckwheat they want buckwheat, and it is for the class of people who know what they want that we make this buckwheat.

We believe that it will please any lover of the genuine article.

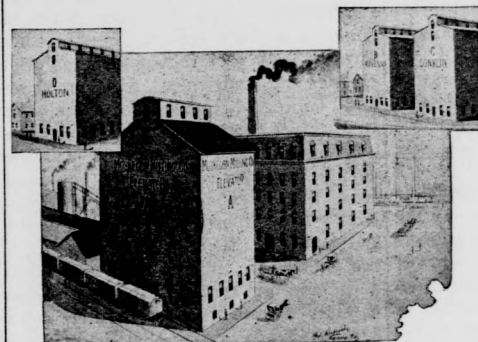
We would like to have your order and shall take pleasure in quoting you a close price on any quantity.

VALLEY CITY MILLING CO.

GRAND RAPIDS.

Sole manufacturers of "LILY WHITE."
"The flour the best cooks use"

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.

Mills and Office:
Water Street, Foot of Pine.

MIXED CARLOADS
A SPECIALTY.



Price Has a
Loud Voice

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

SILVER BRAND CIDER VINEGAR

has no equal.

Genessee Fruit Company,
Lansing, Mich.

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

Every Grocer should sell it.

Shoes and Leather

The Leather Industry in Colonial Times.

The American Indians had no use for domestic animals. Their clothing—such as it was—consisted of skins of wild beasts and the many-colored plumage of birds of the forest. For outer garments during the winter season they wore skins of the buffalo, deer and elk, without removing the hair thereon. For undergarments—which generally consisted of mere clouts about the loins—the squaws prepared the skins of smaller animals into a kind of chamois leather, removing the hair and dressing the skin with the animal's brains, thus rendering it soft and pliable. An early New England historian states that the Northern Indians converted skins "into very good leather, making the same plume and soft." Moose skins they dressed to a "wondrous white," and decorated them about the borders with many curious fantasies and odd conceits of the workmen. Their moccasins and leggings were of moose skins.

The Southern Indians excelled in this pictorial embellishment and coloring of their skins, a Spanish writer of the period remarking that they gave them "what color they list, so perfect that, if it be red, it seemeth a very fine cloth in grain, and the black is most fine, and the same of colors." However, the Indians had no domestic cattle, and nothing was manufactured by them which could fairly be entitled to the name of leather. Such skins as they preserved were hardened by smoking, as they were thoroughly ignorant of the astringent barks and vegetable substances upon which the whole process of tanning depends.

On his second voyage in 1493, Columbus imported the first domestic cattle to America. They were taken to Newfoundland and Nova Scotia, where they increased rapidly. Horses, swine, sheep and black cattle were brought to Florida in 1565, and neat cattle were introduced in Canada by the French in 1608. In 1609 the English colony in Virginia were in possession of five hundred hogs, as many fowls, some goats, sheep and horses. These were the first domestic animals within the province of the thirteen original colonies, and they were all killed by the natives or eaten by the starving colonists, who even gnawed the skins of horses to reduce the pangs of hunger. Sir Ralph Lane imported kine from the West Indies to Virginia in 1610, in which year the killing of domestic cattle was forbidden on pain of death. The year following, Sir Thomas Gates made a goodly accession to the live stock by introducing 200 cows and a herd of swine. This stock was augmented by a raid on a French settlement in Arcadia, and by 1620 the cattle of Virginia had increased to 500, and were "much bigger in body than the breed from which they came; the horses also more beautiful and fuller of courage."

Among the early Virginia colonists came tanners, leather dressers and shoemakers. They made comfortable incomes by practicing their arts, but their leather was probably imported, as the laws protecting the cattle were stringent. Under this protection the domestic stock thrived rapidly. In 1649 there were 20,000 bulls, cows and calves in Virginia, 200 horses, 3,000 sheep and 5,000 goats. The Virginians now began to export cattle to New England, and restrictions on the killing of the animals being removed, there was an am-

ple supply of skins for the home manufacture of leather. At this date a certain Captain Matthews employed a large household in raising and manufacturing hemp, flax and linen. He also erected a tan house, manufactured leather and kept eight shoemakers at work constantly. In 1656 Virginia possessed a large stock of neat cattle and other domestic animals with the exception of sheep. The sales of beef, pork and bacon to the shipping and West Indies was a source of great profit, and at this period the manufacture of leather failed to keep pace with the supplies of hides and skins.

But prosperity provoked carelessness among the Virginians. The large droves of cattle were neglected and rapidly dwindled through accidents, starvation and improper treatment. In six years' time the magnificent herds had decreased so perceptibly that laws were again enacted for their protection. In 1662 the Legislature passed the first statutes to encourage the manufacture of leather. It was enacted that every county should erect a tan house at its own expense and offer inducements to tanners, curriers and shoemakers. Two pounds of tobacco was paid for dry hides per pound; mares and sheep were not to be sent out of the colony on pain of forfeiting treble their value, and the exportation of hides was forbidden under penalty of 1,000 pounds of tobacco for every hide exported. The price of shoes was fixed at 30 and 35 pounds of tobacco for the six largest sizes, and dressed buckskins, which were abundant and used largely for clothing, were fixed at 2s. 4½d. each. Dressed doe-skins were valued at 1s. 9d. and undressed at 1s. At the same time inducements were offered to tradesmen and mechanics to settle in the colony, by rendering them free from arrest for debts previously contracted.

But the Southern colonists never became expert leather manufacturers nor shoemakers. The majority came to America with the expectation of making fortunes, and were incompetent as mechanics and tradesmen. Although shoes and clothing of leather were much worn in Virginia, notwithstanding the large quantities of fur skins and wool in the colony they were generally imported from the other colonies or from England. In support of this we have the statement of Beverly, who says: "A few hides are tanned with much ado and made into servants' shoes, but at so careless a rate that the planters don't care to try them if they can get any others."

New England, on the other hand, was settled by a less ambitious and more painstaking race of men, who turned eagerly to the manufacturing arts even before they were securely settled in their new country. Three heifers, a bull and twelve cows comprised the first stock of cattle introduced in the Plymouth colony in 1624, but these suffered the fate of the early Virginia live stock, and were stolen by Indians or killed to supply the wants of the settlers. Such were the inroads on the domestic stock of the Massachusetts Bay Colony that milch cows rose to a value of twenty-five to thirty pounds per head.

With this rise in their value, greater care was exercised with the animals, and despite the depredations of wolves and Indians the herds increased in great numbers. Many men considered stock-raising of far more value than agricultural pursuits, and the crowded condition of the cattle about Plymouth in

HEROLD-BERTSCH SHOE CO.

MANUFACTURERS
AND JOBBERS OF

GOOD SHOES

AGENTS FOR

WALES-GOODYEAR RUBBERS
AND CONNECTICUT

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.



Write for Discounts

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

1635 led a company of sixty pilgrims to make their way to the banks of the Connecticut, where they settled another colony. In 1645 one hundred oxen were sold in Boston at £20 a head, and while this price held, the animals were too valuable for slaughter. The herds furnished but little material for the tanner, and leather was imported from England in goodly quantities during this period. But the increase in stock soon brought down the price to five pounds per head, and the colonists consumed and exported beef and other meats in great quantities. From this time on, New England became one of the greatest leather manufacturing and shoemaking communities in the world.

With hides plentiful, tanneries began to spring up, and the New England shoemakers were enabled to purchase their materials at more favorable rates. Boston, Charlestown, Watertown and Lynn were among the earliest to have tan houses within their limits, and to encourage them; butchers, curriers and shoemakers were forbidden "to exercise the trade of tanners on forfeiture of 6s. 8d. for every skin he shall tan." To prevent imperfect hides being sold, each town nominated two "respectable men" to inspect the leather, and whose fee of 2d. a hide was payable by the tanner. In 1646 the exportation of raw hides, felt, or unwrought leather was forbidden, under pain of forfeiting the goods or the value thereof, although the exportation of raw hides and skins imported from other parts, together with beaver, moose and bear skins, was permitted.

It was under the influence of such stringent acts that leather became plentiful in New England. In 1651 the wearing of great leather boots had been prohibited because of the scarcity of that material in the colony. Yet in twenty years from that date, Yankee leather workers were already exporting their products to the mother country.

The Dutchman was also of a thrifty mold, and on Manhattan Island the tanner early made his appearance and prospered. Domestic cattle were imported to the New Netherlands in 1625, when Pieter Evertsen Hulst shipped one hundred and three head of horses, hogs, cows and sheep, for breeding purposes. So careful was Pieter of this stock that he provided each animal with its own stall and a separate attendant to care for it. The first tannery in the province was erected by four Evertsen brothers, about 1638, and as early as 1653 Coenraet Ten Eyck was making a prosperous income from his tan pits in the marshy lots on Broadway above Beaver street. These were the forerunners of the many who have since added much to the prosperity of Manhattan.

But the Dutch leather manufacturer was hampered by the political changes which New York underwent during its first century of European colonization, and it fell to Pennsylvania to become the leather manufacturing center of the Middle and Southern colonies. Philadelphia, with its mixed population of agriculturists and mechanics, early adopted the industry, and profited by it. William Penn himself was among the first to establish a tannery, and in 1731 tanned leather was among the exports of the city. Buff leather was manufactured in large quantities, and buckskin for jackets, vests and breeches formed a part of every tailor's outfit.

Two centuries ago leather was more generally employed in the manufacture of clothing than it is at present. This

was rendered necessary by the primeval surroundings of the colonists. The men, who spent much of their time in the forest, found leather coats and leggings a valuable protection while pushing through the dense undergrowth, and often a safeguard in encounters with reptiles and smaller animals. At that period, also, the wear on garments was excessive, and the durability of leather was a great factor in favor of its adoption.

The earliest settlers of the Massachusetts Bay colony wore black hats "lyned at the brow with leather." Each emigrant received one such hat from the company, and generally wore it for dress occasions, as on the Sabbath and while attending funerals. Coats manufactured for the less wealthy classes of settlers were made of leather and skins. The men on the Piscataway plantations had twenty-seven lined, sixteen moose and fifteen papoose coats. Josselyn states that moose skins made "excellent coats for martial men," and they were doubtless worn in that colony. Raccoon skins were also employed in manufacturing coats, the one owned by Thomas Fennor, of Windsor, Conn., being valued at 10s. Until quite recently in our own century frontiersmen were clad in deer-skin, and the Western cowboy and bandit are pictured to the mind of every juvenile reader in leather jacket and leggings.

Leather breeches were much in vogue in the colonies during the seventeenth century, and Benjamin Franklin and William Penn were among the many who donned them. It is amusing to learn that the New Englanders objected to the introduction of smallclothes among the Indians, although their objection is a difficult one to conceive. Nevertheless, King Philip owned a pair of "good Indian briches," and so did many of his followers. A century later a runaway Indian maid-servant was advertised as being attired in "smoked leather breeches," from which it would appear that the native women wore them also. These were very full, and somewhat resembled the modern bloomer. A superior style was the "Philadelphia breeches," which were made of deer-skin and sold at \$4 per pair.

In the list of goods furnished by the Massachusetts Bay Company, in 1628, appears "200 sute dublett and hose of leather lyned with oil'd skyn leather." So stockings were made of this material as well. "Indian stockings" were leather leggings, and considered of sufficient value to be mentioned in wills. There were sherry-vallies, a leather legging for protection against mud-splash-

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'. Lyscoming and Keystone Rubbers are the best. See our Salesmen or send mail orders.

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

Established 1780.

Walter Baker & Co. LTD.

Dorchester, Mass.
The Oldest and
Largest Manufacturers of
**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**
on this Continent.

Trade-Mark. No Chemicals are used in their manufactures.

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

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

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

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

Walter Baker & Co. Ltd.
Dorchester, Mass.

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.

BROWN & SEHLER

WEST BRIDGE ST.,
GRAND RAPIDS, MICH.

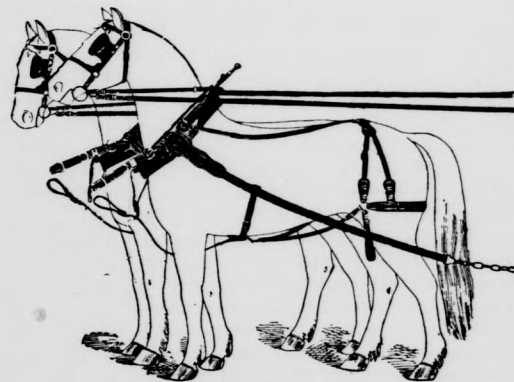
Mfrs. of a full line of

**HANDMADE
HARNESS
FOR THE
WHOLESALE
TRADE.**

Jobbers in

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

Orders by mail given prompt attention.



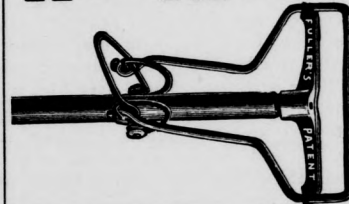
Building Paper, Roofing Material

We are jobbers of these goods, among which are

Rosin Sized Sheathing, W. C. Oiled Sheathing,
Tarred Felt, Roofing Pitch, Coal Tar,
Rosin, Asphalt Paints, Elastic Cement,
Ready Roofing, Carpet Lining, Mineral Wool.

H. M. REYNOLDS & SON, Grand Rapids, Mich.
Detroit Office, Foot of 3d Street.

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.

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.

ing, while on horseback, and spatter-dashes, of the same material. William Penn frequently encased his limbs in leather, and many other colonists undoubtedly followed his example. Thus, we see that the men of the seventeenth century might clothe themselves from head to foot in leather, and some of them never wore garments of any other texture.

Besides hats, coats, doublets, breeches, stockings and shoes, there were also leathern bandileers, gloves and barvels. The bandileers were round, flat powder cases, slung at the hip of the provincial soldier and frontiersman. They were made of metal and covered with a casing of leather. Gloves were made of a variety of materials—cordevant, buckskin shammy and Irish lamb among others. One hundred men in New England owned "16 dussen of gloves, of which 12 dussen were calf's leather, 2 dussen were sheep's leather and 2 dussen kyd." Haling-hands were heavy gloves lined with leather, and used on fishing vessels for handling heavy cables in cold weather. A curious custom among the colonists was to present the relatives and friends at funerals with pairs of gloves. This sometimes became very expensive, as at the funeral of Peter Faneuil in Boston, for instance, when three thousand pairs of gloves were given away.

Among the dames and maidens leather garments were not fashionable, as the pretty textures and cloths on sale by the shopkeepers were far more attractive to the feminine eye. Nevertheless, the New England housewife found leather indispensable for many of her little necessities. Her girdle, mittens, muff and points were of leather. The earliest settlers wore leather girdles, and a little later "buff girdles" appear among many inventions. Muffs were of leather, also, and a ludicrous advertisement in the Connecticut Courant announced that "ladies will obtain muffs much cheaper by bringing their own skins." Men carried muffs in those days, as well as women. Rochambeau, the French general, visited his outposts during the Revolution with his hands comfortably encased in a bushy covering of this description. Dr. Thomas Prince, of Boston, was among the many others who carried a black bearskin and leather muff.

But undoubtedly the prettiest handiwork in American leather was produced by the shoemakers, and among their most skillful bits of workmanship ranked gentlemen's pumps, and the dainty slippers in which the belles of Philadelphia, New York, Boston and Annapolis flirted with the young officers who were destined to make their names famous in the impending struggle with England for colonial independence. Of the later, Sally McKean wrote: "They have some odd fashioned slippers for ladies, made of various loor'd kid and morocco, with small silver clasps sewed in; they are very handsome;" and the footgear of the dandies, like that of Monsieur Ala-mode, consisted of "A pair of smart pumps made up of grained leather, So thin he can't venture to tread on a feather."

FREDERICK W. NORCROSS.

His Father Was in Society.

Mrs. Intrade—Where is your father?
Adult Son—He is in the store editing his edition of "Society as I Have Found It."

Mrs. Intrade—What! A book!
Son—Yes; a ledger, full of unpaid and uncollectible bills.

Some of the Evils of Dating Ahead.

Every merchant and every manufacturer understands the meaning of dating ahead. Few, however, recall the adoption of the plan which of late years has become a fixed custom. Dating ahead within proper limits may be desirable, but, as it is commonly practiced, it has become a nuisance, and is a direct and certain cause of loss to the retailer.

During the past twenty years the population of the country has immensely increased. Immigration has also added its millions. As a result, the rivalry among the workers in manufacturing centers, where the wage has not been lessened, has been intensified. A larger output per hand employed than ever before has been forced. Again, the lowering of freights, due to the increase in facilities for transportation and the creation of improved machinery and better methods of manufacture, with the reduction of profits to the minimum, due to the intense competition for an outlet, have combined to cause a continuous reduction in the price of almost every product of skilled labor that is put upon the market. This has been true in spite of protective tariffs, which have only temporarily checked the fall. As a consequence of this condition, the manufacturer was long since obliged to abandon the old system of accumulating a stock of merchandise ahead of the season, for, as a rule, his stock declined in value upon his hands before it could be distributed to those who supplied the consumer. The remedy was to manufacture only upon definite orders and thus insure beforehand a market for the product of the mills at a known and agreed price.

As an inducement to the jobber or distributing buyer, the manufacturer said: "You want goods for the spring trade. If they were made and in stock now you would not buy them before spring. Therefore, if at present, say in September, you will give me an order for such merchandise as you will want next spring, I will manufacture and deliver it to you from time to time from this date on, and date the whole of it as if you had purchased it February 1st."

This proceeding was and is entirely legitimate, because it enables a manufacturer to run his factory during a series of months upon a certainty and because it lessens the cost of his product. For example, he has upon this plan no insurance to carry upon completed stock; it is all shipped as soon as finished.

The abuse of the scheme came later. The jobber or distributing buyer argued something as follows: "Well, here I have these goods on hand. The invoices do not date until February 1st. Therefore, I may do with my customer, the retailer, what the manufacturer has done with me. I will give him the same date that I got, or even something better, as an inducement for him to buy. I will deliver as soon as he will accept the goods, thus getting ahead of some of my competitors and throwing upon my customer the burden of insurance."

Of course, at first only a few followed this plan and perhaps they reaped an advantage from it, but in this country there is no monopoly of ability to grasp a situation. Ere long the whole business community followed the practice. The bait to the retailer was an extension and enlargement of credit. It was a fancied but fictitious benefit. By this

means there was established a custom which, carried to the extent of the original intention, was for the manufacturer a gain, but which, carried to the extent which now obtains, is an actual disadvantage, especially to the retailer.

The retailer is the one who should, above all others, buy on short time and carry the smallest stock necessary to the business that he does. He should open up at the proper season fresh lines of each class of goods that he carries, and these new goods should be bright and seasonable. Too often tempted, however, by dating ahead, he makes his purchases out of season and thereby cums his shelves with goods that long before the proper time for consumption arrives have become shop-worn, undesirable and, in the eyes of employees and customers, old or past style. All these disadvantages follow upon the plan of dating ahead. In addition, the retailer, under the offer, is very generally tempted to overbuy in his early purchases, because the time of payment seems so far ahead.

Look back at the history of the past five years, which has been so disastrous to many business interests. Let us enquire who are the men who have succeeded during the period? They are those who have done business within

the just limits of their capital and credit, whether large or small; who have bought frequently, who have managed to have seasonable and attractive merchandise to offer to their trade at the proper time, and who have not been burdened with old and undesirable stock.

It is unquestionably to the interest of the retailer to buy as nearly as possible for cash. It is to his advantage to buy frequently and in small quantities. He should aim to have constant arrivals of fresh merchandise in every department and should never fail to remember that the discounter is the money-maker.

The country has undoubtedly reached the termination of the period of depreciation. A reaction is now in progress. Manufactured and unmanufactured products which have been squeezed to the very lowest mark are now rising in value. While large advances are not to be expected, it is clear that the bottom has been reached and that there are in progress and will continue to be marked advances in prices in almost all lines. The merchant who would reap all the advantages of the new opportunities that are opening up as a result of our changed condition will do well to carefully follow those lessons which have proved profitable during the past term of commercial distress. He should leave to the manufacturer all speculative dating ahead. He should be a purchaser of merchandise only, and not of dates.

CHARLES BIGGS.

6 MOST POPULAR
ROASTED COFFEES
ON THE
MARKET

MILLAR'S
ANDHELING JAVA
MEDAL
MOCHA AND JAVA

GUARACOA
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.

Commercial Travelers

Michigan Knights of the Grip.

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

Michigan Commercial Travelers' Association.
President, C. C. SNEDEKER, Detroit; Secretary and Treasurer, C. W. ALLEN, Detroit.

United Commercial Travelers of Michigan.
Grand Counselor, J. J. EVANS, Ann Arbor; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, W. S. WEST, Jackson.

Michigan Commercial Travelers' Mutual Accident Association.

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

Lake Superior Commercial Travelers' Club.
President, F. G. TRUSCOTT, Marquette; Secretary and Treasurer, A. F. WILSON, Marquette.

Gripsack Brigade.

Post A (Lansing) will hold its annual banquet and ball at Maccabee hall on Friday evening of this week.

A. B. Hirth (Hirth, Krause & Co.) is ill with pneumonia at Pueblo, Colo. He is attended by his sister, who is a trained nurse.

C. W. Hurd (Hazeltime & Perkins Drug Co.), who has been laid up two weeks with illness, has this week resumed his visits to his customers.

Seldon F. White has severed his connection with H. W. King & Co. (Chicago) and associated himself with B. Kappenheimer & Company, of the same place.

Detroit Free Press: G. B. Wilson, of this city, a traveler for T. C. Ouellette, cigar manufacturer, left Greenville last Friday for Detroit. Nothing has been seen of him since and his friends have become alarmed at his absence. Telegrams have been sent all over the State, but no trace of him has been found.

Traverse City Record: Fred F. Hedden and family will leave the city Wednesday for Los Angeles, California, where he will engage in the manufacture of acetylene gas generators. Mr. Hedden has represented the Simons Hardware Co., of St. Louis, on the road for six years and for some time has been a resident of this city.

Saginaw News: Carl A. Luster has resigned his position with the firm of Morley Bros., and with his wife will move in a few days to Duluth, where he will enter the service of the Marshall-Wells Hardware Co. Mr. Luster has resided in Saginaw all his life and has gained an enviable reputation as a young man of sterling qualities and fine business ability.

Mark S. Brown (Hazeltime & Perkins Drug Co.) is spending a couple of weeks in a camp near Sioux Junction ostensibly for the purpose of securing a trophy in the shape of a bear. In case he does not succeed in capturing a wild bear, he has arranged with a friend at Pinconning to shoot his tame bear and bring it to the train as he passes through, so that he may exhibit it to his Saginaw friends as the result of his own marksmanship.

The Tradesman recently gave currency to a report that, since the introduction of the Northern mileage book, no case of misuse had occurred. This proves to be slightly incorrect, yet near enough to the truth for all practical purposes. As a matter of fact, out of over 29,000 covers rebated by the Northern Mileage Ticket Bureau, only twenty-six applications have been rejected because of evident use of the book by more than one and the same individual.

As the proportion of rejected books is one to every 1,115 books inspected and passed upon, it will have to be conceded that traveling men are not such bad fellows after all.

St. Louis Railway Journal: There seems to be a growing sentiment throughout the country against the present charges for berths in sleeping cars. If the voice of the press is a basis to reckon from, it is evident that the sentiment is strong. The recent annual report of the Pullman Company, which indicated a dividend of \$18,000,000 for the stockholders, has rekindled the feeling against excessive charges for sleeping privileges on trains. This report has confirmed the idea more seriously in the minds of the traveling public, that sleeping car service can be maintained at a profit with much less cost to those who patronize it. In fact, it is known that such is the case. When the Pullman Palace Car Company was granted a concession to run its rolling stock in Mexico it was understood that the company should charge only such a rate in Mexican money. That rate is something like \$2 (silver) per night. As silver has become worth 46 cents in gold, the company realizes only about 92 cents. That is in a sparsely settled country besides. If a company can maintain sleeping car service in Mexico at the rate of 92 cents per night, the question naturally arises, why cannot the same service be maintained for that price in this country? The railway commissioners of the different states which have been devoting so much attention to forcing the railroads to reduce rates, can find an opportunity for fixing rates in another field, if their attention could be directed that way.

Jerry M. Porter: If there is a man in the world who always keeps himself in close touch with the "signs of the times" it is the drummer. If there is a man in the world who can always look clear through all kinds of social upheavals and political disturbances to a brighter, better day, it is the drummer. He lives upon the bright side of things, and always keeps his poise. And I want to close with this: If politicians ever attempt to tell you that social unrest, business stagnation and hard times—and they all must come in their turn, as time goes on—are due to any one special political fad, don't accept it as true until you ask your drummer about it. If somebody tells you that the Cuban war was a failure and the campaign of Santiago was a disgrace to any man, don't believe it until you ask your drummer about it. If the problem of the Philippines and the question of territorial expansion press themselves upon you, go tell it to your drummers. They'll tell you what to do. Corn and cotton are no longer king. The drummer has declared that the time has gone when any one thing in this world shall be king, but that every product of our land that can be produced by earth or air, sunshine or rain, shall contribute its part to the wealth of the world and the sustenance and welfare of the people. And since it is abundantly true that in this country you have everything you need, and an opportunity now for an outlet to the markets of the world, the very best that I can say is, turn the whole thing over to your drummers, and let me get out of the way, and let them work out your destiny, while the civilized world shall continue to "wonder what you are." Those who have all they want shall have more given unto them. The man

who acted for years as Jay Gould's purchasing agent says of Uncle Russell Sage: "He is the only man in the world who manages to get through the day without spending a cent. He walks from his house to the elevated station, at Forty-second street, where the newsboy on the platform makes him a present of a morning paper. He rides free, of course. The Western Union Company gives him a splendid luncheon. He neither drinks nor smokes."

How the Joke Was Turned on the Joker.

For the last week or so a Chicago drummer, who is an incorrigible practical joker, has been staying at a local hotel and putting in his time chiefly in thinking up schemes for having fun. He happens to have a friend at the same house who is greatly troubled with insomnia, and when once aroused after retiring is in for a night of tribulation. A few evenings ago the Chicago man was seized by a bright idea, and, ringing his bell, told the boy to leave a 2:30 call for No. 140, his friend's room. "Tell 'em to be sure to knock very loud," he said, and chuckled merrily to think of the row that would be sure to follow the summons. He went to bed rather early himself, and was rambling through the happy realms of dreamland, when his door was knocked half off its hinges by a succession of terrific thumps from the outside. "Holy Moses!" cried the Chicago man, jumping up in a panic, "what the dickens is the matter?" Bang! bang! bang! went the door, like three cannon shots. "Get up! Get up!" called somebody from the hall, and then there was a sound of quickly retreating footsteps. The drummer was thoroughly alarmed. "Good heavens!" he said to himself, "the house must be on fire, and the porter is arousing the guests!" He dressed in frantic haste, buttoned his pantaloons into his vest, put on his shirt wrong side to, omitted his socks altogether, and sprinted down to the office at a record-breaking gait. Everything was strangely quiet. "What's up?" he said, breathlessly, to the clerk. "You seem to be, for one," growled that dignitary, waking out of a doze. "I should say so," retorted the drummer. "Somebody nearly broke my door down just now. What's the matter, anyhow?" "Why, that was your call," said the clerk. "You ordered a call at 2:30, didn't you?" "Yes," replied the drummer, beginning to understand, "but, confound you, I ordered it for 140." "So you did," said the clerk, calmly, "but you made a mistake. Your room is not 140, but 116. If I hadn't noticed it on the book you wouldn't have been called at all." The drummer looked at him in silence for a moment. Then he turned, still without speaking and slowly mounted the stairs. At 2:30 the elevator is not running.

Two Dollars' Worth of Satisfaction.

A certain Mr. Skiles, a suburban grocer, was asked to have his card inserted in the program of a picnic to be given by a local secret society at a popular resort forty or fifty miles away. "How much will it cost me?" he enquired. "Only two dollars," replied the advertising manager. "H'mph—only two dollars! How much space do I get for that?" "One inch." "H'mph—the whole of an inch! I can put any kind of an advertisement I want to in that space, I suppose?" "Certainly."

The grocer took a scrap of paper, wrote his advertisement on it, handed it to the manager, and in due time the program appeared with this card in it: "Beverly Skiles, Grocer, No. 537 Sparkland Street, pays \$2 for the use of this space. He thinks it an outrageous price, inasmuch as all the groceries for this picnic were bought at some other store."

Mr. Skiles has always maintained that he got two dollars' worth of satisfaction out of this advertisement.

A customer kept is better than a customer earned.

Hotel Columbia

Finest Furnished House in TRAVERSE CITY, MICH.

Just Opened and Ready for Business.
Located on corner of Front and Park Sts., one-half block from G. R. & I. R. R. depot.

This house is newly furnished throughout. All the sleeping rooms have iron and brass beds, steam heat, electric lights, call bells and good ventilation. No inside rooms. Hot and cold water in all parts of the house. Rates \$1.50 per day. Free bus to and from all boats and trains.

A First class Lunch Room in connection.

W. H. FLETCHER, Prop.
FORMERLY OF COLUMBIAN RESTAURANT.

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 CON-
VENIENCES 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. Every-
thing new. Every room heated. Large and well-
lighted sample rooms. Send your mail care of the
Charleston, where the boys stop. CHARLES A.
CAIDWELL, 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.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

	Term expires
F. W. R. PERRY, Detroit	Dec. 31, 1898
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1899
GEO. GUNDRUM, Ionia	Dec. 31, 1900
L. E. RYLANDS, 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.
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DEATH OF THE DRUGGIST.

How a Suicide Became an Imaginary Nemesis.

M. Quad in American Druggist.

He wasn't my family druggist—he was too far down the street for that—but occasionally, as I came home at a late hour, I dropped in for something. At first sight I took him to be a jovial man. He was short and fat and red-faced and of a sanguine temperament and, according to the laws of nature, he should have been jovial. But he wasn't. On the contrary, he was sullen and sulky and resented my familiar speech. He did not drive me away, because I am one who meets all manner of men and permit each one to be what God made him. I kept calling occasionally, and one night I happened to be late. It was midnight, and the store was closed, but I had a jumping tooth and, knowing that the druggist was a bachelor and slept in the rear of the store, I pulled the bell. It was only after repeated pulls that the door was carefully opened a few inches and a pale face looked out.

"Sorry to have routed you out," I said, "but I've got the toothache."

"It is you, eh—thank God!" whispered the man, as he almost pulled me into the store.

"Did you think it was a ghost?" I laughed, as he turned up the gas.

"I was afraid—afraid it was," he stammered, and I noticed that he was shaking as if with a chill.

In my surprise I forgot my toothache, or rather the toothache forgot me. I scented some sort of a mystery, and as the man had to sit down with his shaking knees, I stood before him and said: "Something has happened to upset you. You seem to have expected an enemy instead of a customer. Don't you want me to help you out?"

"You—you can't!" he half groaned, as he shook his head in a despairing way. "Yes, I expected an enemy—a dead man!"

"Nonsense! You never murdered anyone, and even if you had, the dead don't walk about pulling night-bells. You've been sticking too close and got your nerves out of whack."

The footsteps of some belated pedestrian approached and died away and, after listening intently and nervously, the druggist motioned me to sit down and then whisperingly said:

"I'll—I'll tell you about it. One night at midnight, long ago, a man roused me up as you have done and bought carbolic acid. He lied to me as to its purpose. I had scarcely passed the bottle over to him when he removed the cork and swallowed the contents. He stood right over there and he cursed and cursed and fought me off when I wanted to save him. I ran out for help and when I came back he lay writhing and cursing on the floor. God! but how he did suffer! Before they took him away to die he turned on me. He cursed me for having given him the poison and he swore that he'd have revenge on me."

"But you were not to blame," I said. "No, but he felt that I was. That is the case with many suicides. He said he'd come back from the grave to take my life."

"Pish! He didn't know what he was raving about. If you wait for a dead

man to pull your bell you'll die a very old man. Get yourself a brandy and brace up."

He drank a stiff dose and was the better for it, but before I went away he made a singular request. My trick at the office was up at 11 o'clock. The drug store always closed at that hour. He wanted me to be with him over the midnight hour. I tried to laugh him out of his idea, but when I found him earnest and even apprehensive, I fell in with it. Every night for several weeks I reached the store at about 11:20 and remained for an hour. Now and then he had a call after I got there, but it was seldom that we were interrupted. We never talked of the suicide after the first night. I realized that it was a disagreeable subject and one to be avoided. In fact, we had very little to say on any subject. My friend was nervous and pre-occupied, and some nights he walked the floor and hadn't a word to say, while I sat reading a family almanac or brushed up on my Latin. It was a mystery at first—a mystery and a novelty—and your newspaper man has more or less of the instincts and intuition of a detective. As time passed, however, it got to be a bore, and I determined to draw out of it. My first move was to be fifteen minutes late. I found the druggist pale with fear that I would not put in an appearance at all. I made excuses about extra work at the office, and after four or five nights I skipped the store entirely. Dropping in next day, I found the man so upset that he would not trust himself to fill a prescription.

"You did not come last night," he whispered to me, "but he did! Yes, he came and rang the bell at midnight, and had I answered it he would have taken my life!"

I laughed at him, and I think he felt a bit braver when I went away. I had to give him my solemn promise that I would be on hand that night, however, and I really meant to keep it. I was about to leave the office when I was detained by the nonappearance of the man who was to relieve me, and it was half-past twelve when I reached the drug store. I rang the bell in a peculiar way, as had long been understood, but there was no answer. I rang again and again, but with no better success. Then I happened to notice that the store door was slightly ajar. I pushed it open and called. No one answered. Then I felt for a match and struck a light and stepped in and turned up a gas burner. At my feet, lying on the floor on his back, with his knees drawn up, his tongue out and his eyes open, was my friend, the druggist. After a glance about the store to see if anyone was lurking, I ran out for a policeman.

"Dead!" he said, as he bent over the man on the floor.

"He may be in a fit," I replied.

"It's no fit. He's been flung down here and choked to death! Look at the marks on his throat!"

When the ambulance came the doctor made a more thorough examination, but the result was the same.

"Someone rang the bell and got him up and then attacked him. He wasn't bit, but the murderer clutched him by the throat and choked the life out of him. See the look of horror on his face—the terror in his eyes! Why, you'd say he was looking into the face and feeling the clutch of a dead man!"

"At the hands of some person unknown," was the verdict of the coroner's jury, and I kept silence. Of what use for me to say that the assassin was the suicide who had sworn revenge; that he had come down the silent and deserted street with noiseless footsteps and pulled the bell—given my own signal, perhaps—and as the door was opened had flung himself upon his victim and held his clutch until life went out? They would have sneered and ridiculed and jeered me.

He Was Out Sounding

She—Did you sound papa this afternoon concerning our marriage?

He—Yes, I sounded him, and I'll bet everybody in the block heard it when I struck the bottom.

How the Boy Proposed to Fool the Cat.

From the American Druggist.

The boy of all work in the store of E. H. Davis & Co., Rochester, takes great pride in keeping things about the store looking neat, and a few weeks ago, when he found several packages of pressed herbs had been ripped open and the contents strewn about the floor, he was highly indignant and went to the proprietor with a complaint.

"What sort of herbs were they?" asked the latter.

"Catnip."

"Well, I guess the cat must have been at it then," said Mr. Blauw. "You want to put it up where she can't get at it."

Fully determined to do so, the lad went to the rear part of the store, and piled the stuff up on the top shelf, and as he climbed down he shook his fist at the cat and exclaimed: "I've got you beat this time, an' if I find you near that stuff I'll bat your head off." Of course, the cat could not say anything, but, as the boy afterward said, "she looked awful sly," and the next morning there was more catnip on the floor.

The youngster was in despair and once more went to the proprietor. After listening to his story of the precautions he had taken to put the herb out of the cat's reach and expressing sympathy with the lad, Mr. Blauw said: "Well, Johnny, it must be that the cat can read the label."

The lad listened earnestly and Mr. Blauw never gave the matter a moment's further thought until a few days later, when he went into the back part of the store to superintend the unpacking of a shipment of goods, including a quantity of pressed herbs. There was Johnny watching out for the catnip, and as each bundle was handed out he seized upon it and carried it to one side. Mr. Blauw watched him for a few minutes and then saw him take it to one of the shelves and pile it up, taking the greatest pains to invert the label. Unable to see the idea in this performance, Blauw said, "John, what are you doing that for?"

The boy looked at him in surprise and then replied, "Why, you said that the cat could read the label on the catnip, and she's got to stand on her head to read this. I bet she won't monkey with it any more. I've got her beat and there won't be any more torn packages of catnip."

The proprietor is very careful now about joking with his employees.

Profitable Department of the Drug Business.

The commercial side of the druggist's business is a subject which is being dealt with more and more in the drug journals. A perusal of the articles shows considerable variety of thought and remedy. It would, therefore, be difficult to say anything that would be entirely new.

There is, I believe, one line that has not been discussed as much as others, and one of the most profitable. That is the sale of small articles, such as C. C. pills, Seidlitz powders, compound licorice powder, herbs, leaves, spices, etc.

The public, as a whole, is losing a knowledge of the articles that have in the past been one of the druggist's money-makers, and so the question naturally arises, "What are you going to do about it?" My answer is that the druggist should advertise the profitable side of his wares by enlightening his customers upon the uses of such preparations as have been cited. As an example, I have had printed envelopes with profitable reading thereon, in which I enclose a sample of ground mustard, with directions for making mustard relish and also poultice, and calling attention to the fact that I carry a full line of spices and sell at the lowest prices, etc. One of these envelopes I hand to each customer.

Following this, I have printed a small paper in which I give the properties and uses of such articles as may be reasonably pushed without intruding upon the physician's field.

In short, it is better to sell this class of goods with its attendant profit than proprietary goods with their small profits.

I believe the retail druggist must wake up and give more effort to the advancement of his commercial interests, and somewhat on the lines herein stated. —J. R. Johnson in the Spatula.

The Drug Market.

Opium—Is very firm and higher prices are now looked for. This is on account of the unfavorable condition of the present crop in Smyrna.

Morphine—Is firm, but unchanged.

Quinine—Has been in active demand and, on account of large sales of bark at an increased price, all brands have advanced 2c per oz.

Quicksilver—Has advanced about 2c per pound. Mercurials are firm, but unchanged.

Essential Oils—Anise and cassia have touched bottom this week, are now advancing and higher prices are looked for.

Camphor Gum (Japan Refined)—Has advanced and the tendency of American refiners is upward.

Seeds—Fennel, hemp and poppy have all advanced.

Cocaine—Is in a very firm position and an advance is looked for.

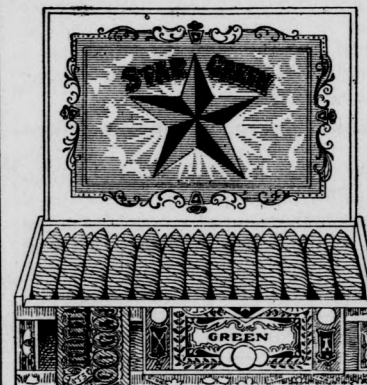
Vanilla Beans—Are further advanced. Whole beans have advanced from \$1@2 per pound; cuts, \$1 per pound.

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

Chance For the Pharmacist.

The Board of Health in Philadelphia is going to enforce the law against the use of salicylic acid as a food preservative. A prominent physician declares that a large percentage of his "nervous" cases are caused by this evil. Herein lies a chance for the Philadelphia pharmacists to boom themselves. Why not, as a contemporary suggests, analyze some of the foods and show them up. The public is intensely interested in this thing, and the pharmacist would at once gain a reputation as a chemist and as a professional man interested in the purity of foods and drugs.

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.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Fraxer.....75 9 00 IXL Golden, tin boxes 75 9 00 IXL tin boxes.....75 9 00 Paragon.....55 6 00 BAKING POWDER. Absolute. 1 lb cans doz.....45 1 lb cans doz.....85 1 lb cans doz.....1 50 Acme. 1 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk. 6 oz. Eng. Tumblers.....85 El Parity.....75 1 lb cans per doz.....75 1 lb cans per doz.....1 20 1 lb cans per doz.....2 00 Home. 1 lb cans 4 doz case.....35 1 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 JAXON 1 lb cans, 4 doz case.....45 1 lb cans, 4 doz case.....85 1 lb cans, 2 doz case.....1 60 Jersey Cream. 1 lb cans, per doz.....2 00 9 oz. cans, per doz.....1 25 6 oz. cans, per doz.....85 Our Leader. 1 lb cans.....45 1 lb cans.....75 1 lb cans.....1 50 Peerless. 1 lb cans.....85 Queen Flake. 3 oz., 6 doz. case.....2 70 6 oz., 4 doz. case.....3 20 9 oz., 4 doz. case.....4 80 1 lb., 2 doz. case.....4 00 5 lb., 1 doz. case.....9 00 BATH BRICK. American.....70 English.....80 BLUING. CONDENSED PEARL BLUING Small, 3 doz.....40 Large, 2 doz.....75 BROOMS. No. 1 Carpet.....1 90 No. 2 Carpet.....1 75 No. 3 Carpet.....1 50 No. 4 Carpet.....1 15 Parlor Gem.....2 00 Common Whisk.....70 Fancy Whisk.....80 Warehouse.....2 25 CANDLES. 8s.....7 16s.....8 Paraffine.....8 Wickling.....20 CANNED GOODS. Plantowoc Peas. Lakeside Marrowfat.....95 Lakeside E. J.....1 15 Lakeside, Cham. of Eng.....1 20 Lakeside, Gem. Ex. Sifted.....1 45 Extra Sifted Early June.....1 75 CATSUP. Columbia, pints.....2 00 Columbia, 1/2 pints.....1 25 CHEESE. Acme.....10 1/4 Amboy.....11 1/4 Butternut.....10 1/4 Carson City.....10 1/4 Emblem.....11 Gem.....11 Ideal.....11 Jersey.....11 Lenawee.....10 1/4 Riverside.....11 Brick.....12 Edam.....12 Leiden.....17 Limburger.....13 Pineapple.....50 Sap Sago.....17 Chicory. Bulk.....5 Red.....7 CHOCOLATE. Walter Baker & Co.'s.....23 German Sweet.....35 Premium.....35 Breakfast Cocoa.....46	CLOTHES LINES. Cotton, 40 ft. per doz.....1 00 Cotton, 50 ft. per doz.....1 20 Cotton, 60 ft. per doz.....1 40 Cotton, 70 ft. per doz.....1 60 Cotton, 80 ft. per doz.....1 80 Jute, 72 ft. per doz.....95 COCOA SHELLS. 20 lb bags.....2 1/4 Less quantity.....3 Pound packages.....4 CREAM TARTAR. 5 and 10 lb. wooden boxes.....30 Bulk in sacks.....29 COFFEE. Green. Rio. Fair.....9 Good.....11 Prime.....11 Golden.....12 Peaberry.....13 Santos. Fair.....12 Good.....13 Prime.....14 Peaberry.....15 Mexican and Guatamala. Fair.....15 Good.....16 Fancy.....17 Maracalbo. Prime.....19 Milled.....20 Java. Interior.....19 Private Growth.....20 Mandehling.....21 Mocha. Imitation.....20 Arabian.....22 Roasted. Clark-Jewell-Wells Co.'s Brands Fifth Avenue.....29 Jewell's Arabian Mocha.....29 Wells' Mocha and Java.....24 Wells' Perfection Java.....24 Sandoz.....21 Breakfast Blend.....18 Valley City Maracalbo.....18 1/4 Ideal Blend.....14 Leader Blend.....12 Package. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuckle.....10 50 Jersey.....10 50 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract. Valley City 1/2 gross.....75 Felix 1/2 gross.....1 15 Hummel's foil 1/2 gross.....85 Hummel's tin 1/2 gross.....1 43 CLOTHES PINS. 5 gross boxes.....40 CONDENSED MILK. 4 doz in case.....6 75 Gail Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35 COUPON BOOKS. Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1,000 books.....17 50	 Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC Apples. Sundried.....2 5/4 Evaporated 50 lb boxes.....2 8 California Fruits. Apricots.....2 Blackberries.....2 Nectarines.....2 Peaches.....2 Pears.....2 Pitted Cherries.....2 Prunelles.....2 Raspberries.....2 California Prunes. 100-125 lb boxes.....2 2 50-75 lb boxes.....2 2 25-50 lb boxes.....2 2 10-25 lb boxes.....2 2 5-10 lb boxes.....2 2 1/2 cent less in 50 lb cases Raisins. London Layers 3 Crown.....1 60 London Layers 4 Crown.....2 00 Dehesas.....4 1/4 Loose Muscatels 2 Crown.....6 Loose Muscatels 3 Crown.....7 Loose Muscatels 4 Crown.....7 Seeded.....8 @ 9/4 FOREIGN. Citron. Leghorn.....12 Corsican.....13 Currents. Patras bbls.....5 1/4 Vostizkas 50 lb cases.....6 Cleaned, bulk.....7 Cleaned, packages.....7 1/4 Peel. Citron American 10 lb bx.....13 Lemon American 10 lb bx.....12 Orange American 10 lb bx.....12 Raisins. Ondura 28 lb boxes.....2 Sultana 1 Crown.....2 Sultana 2 Crown.....2 Sultana 3 Crown.....2 Sultana 4 Crown.....2 Sultana 5 Crown.....2 Sultana 6 Crown.....2 Sultana package.....2 FARINACEOUS GOODS. Farina. 24 lb packages.....1 50 Bulk, per 100 lbs.....3 50 Grits. Walsh-DeRoo Co.'s Brand.  24 lb. packages.....1 80 100 lb. kegs.....2 70 200 lb. barrels.....5 10 Hominy. Barrels.....2 50 Flake, 50 lb. drums.....1 00 Beans. Dried Lima.....3 1/4 Medium Hand Picked.....1 10 Maccaroni and Vermicelli.....60 Domestic, 20 lb. box.....2 50 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....2 00 Chester.....2 25 Empire.....3 00 Peas. Green, bu.....90 Split, per lb.....2 1/4 Rolls. Rolled Avena, bbl.....4 00 Monarch, bbl.....3 50 Monarch, 1/2 bbl.....1 88 Monarch, 90 lb sacks.....1 65 Quaker, cases.....3 20 Huron, cases.....1 75 Sago. German.....4 East India.....3 1/4 Tapioca. Flake.....3 1/4 Pearl.....3 1/4 Anchor, 40 lb. pkgs.....5	Salt Fish. Cod. Georges cured.....4 Georges genuine.....5 Georges selected.....5 1/4 Strips or bricks.....6 @ 9 Herring. Holland white hoops, bbl.....8 00 Holland white hoop 1/2 bbl.....4 50 Holland, 1/4 bbl.....2 60 Holland white hoop, keg.....60 Holland white hoop mchs.....70 Norwegian.....2 75 Round 100 lbs.....1 30 Round 40 lbs.....1 14 Scaled.....14 Flackerel. Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....1 65 Mess 8 lbs.....1 35 No. 1 100 lbs.....13 25 No. 1 40 lbs.....5 00 No. 1 10 lbs.....1 48 No. 1 8 lbs.....1 20 No. 2 100 lbs.....8 50 No. 2 40 lbs.....3 70 No. 2 10 lbs.....1 00 No. 2 8 lbs.....83 Trout. No. 1 100 lbs.....5 25 No. 1 40 lbs.....2 40 No. 1 10 lbs.....68 No. 1 8 lbs.....57 Whitefish. No. 1 No. 2 Fam 100 lbs.....6 65 2 50 40 lbs.....3 00 1 20 10 lbs.....81 40 8 lbs.....68 35 FLAVORING EXTRACTS.  Jennings'. D. C. Vanilla.....2 00 2 oz.....1 20 4 oz.....1 50 8 oz.....2 00 16 oz.....2 50 32 oz.....3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Lemon.....2 00 2 oz.....1 20 4 oz.....1 50 8 oz.....2 00 16 oz.....2 50 32 oz.....3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 Pure Brand. 2 oz. Taper Panel.....75 2 oz. Oval.....75 3 oz. Taper Panel.....1 35 4 oz. Taper Panel.....1 60 2 oz. Oval.....75 3 oz. Taper Panel.....1 35 4 oz. Taper Panel.....1 60 Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 oz.....75 4 oz.....1 50 Regular Vanilla. 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50 HERBS. Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....55	GUNPOWDER. Rifle—Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. cans.....30 1/2 lb. cans.....18 Choke Bore—Dupont's. Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb. cans.....34 Eagle Duck—Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45 JELLY. 15 lb palls.....35 30 lb palls.....65 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 MOLASSES. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 @ 35 Half-barrels 2c extra. MUSTARD. Horse Radish, 1 doz.....1 75 Horse Radish, 2 doz.....3 50 Bayle's Celery, 1 doz.....1 75 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....85 POTASH. 48 cans in case.....4 00 Babbitt's.....3 00 Penna Salt Co.'s.....3 00 PICKLES. Medium. Barrels, 1,200 count.....3 75 Half bbls, 600 count.....2 38 Small. Barrels, 2,400 count.....4 75 Half bbls, 1,200 count.....2 88 RICE. Domestic. Carolina head.....6 1/4 Carolina No. 1.....5 Carolina No. 2.....4 Broken.....3 1/4 Imported. Japan, No. 1.....5 1/4 @ 6 Japan, No. 2.....4 1/4 @ 5 Java, fancy head.....5 @ 5 1/4 Java, No. 1.....5 @ 5 Table.....@ SALERATUS. Packed 60 lbs. in box. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 60 lb. case \$3.15 SAL SODA. Granulated, bbls.....75 Granulated, 100 lb cases.....90 Lump, bbls.....75 Lump, 145 lb kegs.....55	SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Kappoe, in jars.....48 SEEDS. Anise.....9 Canary, Smyrna.....3 1/4 Caraway.....8 Cardamon, Malabar.....60 Celery.....11 Hemp, Russian.....3 1/4 Mixed Bird.....4 1/4 Mustard, white.....5 Poppy.....10 Rape.....4 1/4 Cuttle Bone.....20 SALT. Diamond Crystal. Table, cases, 24 3-lb boxes.....1 50 Table, barrels, 100 3 lb bags.....2 75 Table, barrels, 40 7 lb bags.....2 40 Butter, barrels, 250 lb. bnlk.....2 25 Butter, barrels, 20 14 lb bags.....2 50 Butter, sacks, 35 lbs.....25 Butter, sacks, 56 lbs.....55 Common Grades. 100 3 lb sacks.....1 95 60 5-lb sacks.....1 80 28 10-lb sacks.....1 65 Worcester. 50 4 lb. cartons.....3 25 115 2 1/2 lb. sacks.....4 00 60 5 lb. sacks.....3 75 22 14 lb. sacks.....3 50 30 10 lb. sacks.....3 50 28 lb. linen sacks.....32 56 lb. linen sacks.....60 Bulk in barrels.....2 50 Warsaw. 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 Ashton. 56-lb dairy in linen sacks.....60 Higgins. 56-lb dairy in linen sacks.....60 Solar Rock. 56-lb sacks.....21 Common. Granulated Fine.....70 Medium Fine.....70 SOAP. JAXON Single box.....2 75 5 box lots, delivered.....2 70 10 box lots, delivered.....2 65 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd.....2 66 Dome.....2 75 Cabinet.....2 80 Savon.....2 35 White Russian.....2 35 White Cloud, laundry.....6 25 White Cloud, toilet.....3 50 Dusky Diamond, 50 6 oz.....2 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/2 lb.....3 00 Kirkoline.....3 50 Eos.....2 50 SCHULTE SOAP CO.'S BRANDS Clydesdale, 100 cakes, 75 lbs.....2 75 No-Tax, 100 cakes, 62 1-2 lbs.....2 00 Family, 75 cakes, 75 lbs.....2 50 German Mottled, 60 cakes, 60 lbs.....1 75 Cocoa Castile, 18 lbs., cut 1-4 & 1-2.....1 80 Chipped Soap for Laundry. Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars.....2 75 Good Cheer, 60 1-lb. bars.....3 75 Uno, 100 1/2 lb. bars.....2 50 Droll, 100 10-oz. bars.....3 05 Scouring. Sapolio, kitchen, 3 doz.....2 40 Sapolio, hand, 3 doz.....2 40 SODA. Boxes.....5 1/4 Kegs, English.....4 1/4
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SPICES.

Whole Sifted.	
Allspice	13
Cassia, China in mats	12
Cassia, Batavia in bund	25
Cassia, Saigon in rolls	32
Cloves, Amboyna	14
Cloves, Zanzibar	12
Mace, Batavia	55
Nutmegs, fancy	60
Nutmegs, No. 1	50
Nutmegs, No. 2	45
Pepper, Singapore, black	11
Pepper, Singapore, white	12
Pepper, shot	12
Pure Ground in Bulk.	
Allspice	15
Cassia, Batavia	30
Cassia, Saigon	40
Cloves, Zanzibar	14
Ginger, African	15
Ginger, Cochinchina	18
Ginger, Jamaica	23
Mace, Batavia	55
Mustard	12@18
Nutmegs	40@50
Pepper, Sing. black	13
Pepper, Sing. white	20
Pepper, Cayenne	20
Sage	15

SYRUPS

Corn.	
Barrels	17
Half bbls	19
1 doz. 1 gallon cans	1 50
2 doz. 1/2 gallon cans	1 75
2 doz. 1/4 gallon cans	1 75
Pure Cane.	
Fair	16
Good	20
Choice	25

STARCH.



Kingsford's Corn.

40 1-lb packages	6
20 1-lb packages	6 1/2
Kingsford's Silver Gloss.	
40 1-lb packages	6 1/2
6-lb boxes	7

Diamond.

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

Common Corn.

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

Common Gloss.

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

STOVE POLISH.

No. 4, 3 doz in case, gross	4 50
No. 6, 3 doz in case, gross	7 20
SUGAR.	
Below are given New York prices on sugars, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
Domino	5 25
Cut Loaf	5 50
Crushed	5 50
Powdered	5 13
XXXX Powdered	5 25
Cubes	5 13
Granulated in bbls.	5 00
Granulated in bags	5 00
Fine Granulated	5 13
Extra Fine Granulated	5 13
Extra Coarse Granulated	5 13
Mould A	5 25
Diamond Confec. A	5 00
Confec. Standard A	4 88
No. 1	4 63
No. 2	4 63
No. 3	4 63
No. 4	4 56
No. 5	4 50
No. 6	4 44
No. 7	4 38
No. 8	4 31
No. 9	4 25
No. 10	4 19
No. 11	4 13
No. 12	4 06
No. 13	4 06
No. 14	4 00
No. 15	4 00
No. 16	4 00

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No. 3	4 63
No. 4	4 56
No. 5	4 50
No. 6	4 44
No. 7	4 38
No. 8	4 31
No. 9	4 25
No. 10	4 19
No. 11	4 13
No. 12	4 06
No. 13	4 06
No. 14	4 00
No. 15	4 00
No. 16	4 00

TOBACCOS.

Cigars.

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

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



S. C. W.

Rube Bros. Co.'s Brands.

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

TABLE SAUCES.

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

VINEGAR.

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

WICKING.

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

Crackers.

The National Biscuit Co. quotes as follows:

Butter.

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

Soda.

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

Oyster.

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

SWEET GOODS—Boxes.

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

Oils.

Barrels.

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

Candies.

Stick Candy.

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

Mixed Candy.

Grocers	@ 6
Competition	@ 6 1/2
Standard	@ 7
Conserve	@ 7 1/2
Royal	@ 7 1/2
Ribbon	@ 9
Broken	@ 8 1/2
Cut Loaf	@ 8
English Rock	@ 8
Kindergarten	@ 8 1/2
French Cream	@ 10
Dandy Pan	@ 10
Valley Cream	@ 13

Fancy—in Bulk.

Lozenges, plain	@ 8 1/2
Lozenges, printed	@ 8 1/2
Choc. Drops	@ 10 1/2
Choc. Monumentals	@ 12
Gum Drops	@ 5
Moss Drops	@ 8
Sour Drops	@ 9
Imperial	@ 9

Fancy—in 5 lb. Boxes.

Lemon Drops	@ 50
Sour Drops	@ 50
Peppermint Drops	@ 50
Chocolate Drops	@ 50
H. M. Choc. Drops	@ 50
Gum Drops	@ 30
Licorice Drops	@ 75
A. B. Licorice Drops	@ 50
Lozenges, plain	@ 50
Lozenges, printed	@ 50
Imperial	@ 50
Cream Bar	@ 50
Molasses Bar	@ 50
Hand Made Creams	80 @ 1 00
Plain Creams	60 @ 90
Decorated Creams	@ 90
String Rock	@ 60
Burnt Almonds	1 25 @ 60
Wintergreen Berries	@ 60

Caramels.

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

Fruits.

Oranges.

Late Valencias	@ 4 00
Mexicans Florida style box	@ 4 50

Lemons.

Strictly choice 300s.	@ 55
Strictly choice 300s.	@ 55
Fancy 300s	@ 60
Ex. Fancy 300s	@ 60
Ex. Fancy 300s	@ 60

Bananas.

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

Foreign Dried Fruits.

Fig.	@ 15
Choice, 10 lb boxes	@
Extra choice, 10 lb boxes new	@ 18
Fancy, 12 lb boxes	@ 20
Imperial Mikados, 18 lb boxes	@
Pulled, 6 lb boxes	@
Naturals, in bags	@ 7
Dates.	
Fards in 10 lb boxes	@ 8
Fards in 60 lb cases	@ 8
Persians, G. M's	@ 5 1/2
1 lb cases, new	@ 6
Safs, 60 lb cases	@ 5

Nuts.

Almonds, Tarragona	@ 15
Almonds, Ivaca	@ 14
Almonds, California, soft shelled	@ 15
Brasils new	@ 8 1/2
Filberts	@ 13
Walnuts, Naples	@ 12
Walnuts, Calif No. 1	@ 12
Walnuts, soft shelled	@ 12
Table Nuts, fancy	@ 11
Table Nuts, choice	@ 10
Pecans, Med.	@ 7 1/2
Pecans, Ex. Large	@ 10
Pecans, Jumbos	@ 12
Hickory Nuts per bu.	@ 1 60
Ohio, new	@ 1 60
Cocoanuts, full sacks	@ 4 50
Chestnuts per bu.	@ 4 50

Peanuts.

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

Grains and Feedstuffs

Wheat.

Winter Wheat Flour.

Patents	4 25
Second Patent	3 75
Straight	3 50
Clear	3 25
Graham	3 30
Buckwheat	4 00
Rye	3 00
Subject to usual cash discount.	
Flour in bbls., 25c per bbl. additional.	

Ball-Barnhart-Putman's Brand.

Diamond, 1/8s	3 50
Diamond, 1/4s	3 50
Diamond, 1/2s	3 50
Worden Grocer Co.'s Brand.	
Quaker, 1/8s	3 45
Quaker, 1/4s	3 45
Quaker, 1/2s	3 45

Spring Wheat Flour.

Clark-Jewell-Well Co.'s Brand.	
Pillsbury's Best 1/8s	4 40
Pillsbury's Best 1/4s	4 30
Pillsbury's Best 1/2s	4 20
Pillsbury's Best 1/4s paper	4 20
Pillsbury's Best 1/2s paper	4 20
Ball-Barnhart-Putman's Brand.	



Duluth Imperial, 1/8s	4 20
Duluth Imperial, 1/4s	4 10
Duluth Imperial, 1/2s	4 10

Lemon & Wheeler Co.'s Brand.

Gold Medal 1/8s	4 30
Gold Medal 1/4s	4 20
Gold Medal 1/2s	4 10
Parisian, 1/8s	4 30
Parisian, 1/4s	4 20
Parisian, 1/2s	4 10

Olney & Judson's Brand.

Ceresota, 1/8s	4 40
Ceresota, 1/4s	4 30
Ceresota, 1/2s	4 20
Worden Grocer Co.'s Brand.	
Laurel, 1/8s	4 30
Laurel, 1/4s	4 20
Laurel, 1/2s	4 10

Meal.

Bolton	1 90
Granulated	2 10

Feed and Millstuffs.

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

Corn.

Car lots	37
Less than car lots	40

Oats.

Car lots	29
Car lots, clipped	30 1/2
Less than car lots	32

Hay.

No. 1 Timothy car lots	8 50
No. 1 Timothy, ton lots	10 00

Fish and Oysters

Fresh Fish.

Trout	@	
Black Bass	8	@
Halibut		18
Ciscoes or Herring		4
Bluefish		10
Live Lobster		17
Boiled Lobster		18
Cod		10
Haddock		8
No. 1 Pickerel		9
Pike		8½
Perch		5
Smoked White		8
Red Snapper		10
Cod River Salmon		12

Hardware

Games That Two Can Play At.

The conflict between the retail store and the adjacent store is one of deep interest to the commercial world. The sympathies of the jobbing and manufacturing world, as far as we have been able to gather same by numerous interviews, are decidedly with the retailer. For many smaller manufacturers and almost the entire jobbing fraternity, self-interest points out that the absorption of retail trade by a few colossal concerns, who buy goods in the largest quantities, must mean their own passing away with that of the retailer. While the commercial world is manifestly partial to the retailer in this struggle, there is in jobbing and manufacturing circles a strong undercurrent of feeling that coercion against manufacturers' sales to department stores will fail to accomplish as much as it should along this line. It is too indirect a method of procedure, if nothing else.

A friend of mine was talking the other day with an Iowa hardware jobber who is thoroughly in sympathy with retail hardware dealers, but feels that their attack against department stores should be more direct in its nature. The hardware dealer should ignore these stores in his own purchases and should request his wife to patronize brother tradesmen rather than the common enemy. He should do all in his power to keep consumers away from the department store by offering them superior inducements to trade with him, rather than to try to compel manufacturers to sell to him on long time rather than sell goods to department stores at a profit for cash. If the department stores can't sell their goods in competition with the regular trade they naturally won't buy them.

From this party we learned of a retail hardware house who have met department stores on their own grounds and gained a substantial and permanent victory. This retail firm is that of Curtin & Clark, St. Joseph, Mo., and they have followed the policy of invariably going the department stores one better. Let a St. Joseph dealer in dry goods, tobacco, harness, drugs, shoes, hardware, etc., etc., etc., make a cut rate on granite ware, say, and Curtin & Clark would make a better one on the same goods regardless of cost price. They have done this so persistently that St. Joseph citizens have come to recognize the fact that they can always buy hardware cheaper from this firm than from the department stores there, no matter how low prices the latter may make.

Another case where the same methods pursued by this St. Joseph hardware firm have been signally successfully is found in the business of Mr. Gilman, a public-spirited merchant on North Clark street, Chicago, and the President, I believe, of the North Clark Street Business Men's Association, an organization that has done wonders in improving that thoroughfare as regards lighting, paving, the removal of obstructing signs, etc. Mr. Gilman, not so many years away, did business in a very small way, subletting a corner of a store. He followed the scheme of cutting all department store advertisements of jewelry out of the papers and pasting them in his window, announcing that he would give lower prices on

the identical goods and would guarantee them as represented. He has kept up his policy and his business has grown marvelously. His corner shortly grew to half a store and soon he was compelled to take the entire store. He now has the largest jewelry store on one of the most prosperous retail thoroughfares in Chicago.

At the last meeting of the Wisconsin Hardware Association a dealer from Southern Wisconsin gave an instance of the rather drastic method he had employed to impress his customers with the fact that he sold cheaper than Montgomery Ward & Co.: A farmer came in when the store was full and asked to see some agricultural implement, a hay rake, I think it was, and on being given the price as \$5, said: "Too high. I can buy it cheaper at Montgomery Ward & Co.'s catalogue house in Chicago." The dealer, having looked up the prices of this catalogue house, said: "Mr. —, I will agree to sell you that rake for just the same price that the catalogue house charges, minus the freight, if you will promise to take it, no matter whether the price is higher than mine or not. If, as you say, you can buy it cheaper by mail order than from me, you are saving the freight by this arrangement." The farmer promised, and although he demurred strongly when the Montgomery Ward catalogue was brought out and the identical rake was shown there listed at \$6.75, the dealer insisted on his keeping his word, thus teaching a wholesome lesson to the group of customers in his store.

There are few games that two can not play at and the merchant who gives the department store a few swift twirls at their own particular game of price demoralization is apt to make them pretty well disgusted with their returns from the department in direct competition with his.—Sidney Arnold in American Artisan.

An Apt Answer.

Henry Ward Beecher was once approached by a young man who considered himself very clever. "Do you know, Mr. Beecher," I've been thinking that I would settle down, behave myself, and join your church. Now, I like your preaching, but when I go to your church and see such men as old S— and others, grasping skinflints and hypocrites to the core, sitting there in full membership, why, the thing is just a little too much for me. And really," he added, "I can not join."

"Well, you're right," said Mr. Beecher; "every church has just such men, and I fancy Plymouth is not free from them. And until you spoke I have always wondered why the good Lord permitted it. Now I understand."

"Ah," gurgled the young fellow, "I am glad I have thrown light on the question. What strikes you as the reason, Mr. Beecher?"

"Well," replied the preacher, "it is permitted in order to keep such fools as you out of the churches."

English Door Hinge.

In a new English door hinge the bolt socket is only drilled part way through the bottom flange, while a screw is placed on the top flange to cover the end of the bolt, thus preventing the door from being opened by pulling out the bolts.

Willing to Be Guided.

"Sir, I have six daughters. Which one do you want?"

"Sir, you overwhelm me. Which one would you suggest?"

If some men were half as big as they think they are, the world would have to be enlarged.

WILLIAM REID

Importer and Jobber of

POLISHED PLATE
WINDOW
ORNAMENTAL

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.

HAND CORN SHELLERS

THE BEST ONE MADE



Write for price.

FOSTER, STEVENS & CO., Grand Rapids.

CLARK-RUTKA-JEWELL Co.

38 AND 40 S. IONIA ST.
OPPOSITE UNION DEPOT

GRAND RAPIDS, MICHIGAN.

FULL LINE OF

KRAUT AND SLAW CUTTERS
MEAT CHOPPERS
BARN DOOR HANGERS
BAR IRON
SHELF AND HEAVY HARDWARE
COMMON WIRE AND
CEMENT-COATED NAILS.

Strictly wholesale. Orders filled promptly at bottom ruling prices. Mail orders solicited.

The Hardware Market.

Trade in a general way keeps up remarkably well, and if the weather remains as it should for this time of the year, it is believed that the volume of fall business will exceed that of any previous year for quite a long time. There is but little change to note in prices, as the market remains very steady, and while in some lines it is difficult to get orders filled with promptness, as a general thing manufacturers are attending to their customers' wants satisfactorily. The one article that the most trouble is being had in obtaining prompt shipment of is axes, and, upon investigation, we find that all axe manufacturers are far behind their orders and it has been impossible to get shipments made within four to eight weeks from time as wanted. Manufacturers are promising, however, to be more prompt in the future and it is hoped the retail trade will be as lenient as they can, as the jobber is powerless in the matter.

Wire Nails—There is no special change to note in this article, although the manufacturers have receded from the recent advances they made and prices have gone back to the original figures. In some cases orders are being taken for spring business with prices guaranteed to date of shipment, and some manufacturers are claiming that higher prices will rule after the first of the year.

Barbed Wire—The same condition affecting wire nails also governs barbed wire. While there is but little moving at this time of the year, there is no special change to note in price.

Window Glass—It is understood that the factories are soon to start up, but, as there is a great scarcity of glass in all parts of the country, it is not believed that this will make any difference in the prices now ruling, as it will be impossible for them to get any surplus stocks for at least four months.

Cordage—There has been no change in manufacturers' prices for rope during the past two weeks.

Reports from other markets are as follows:

Chicago: Increased demand is reported for shelf hardware, while a much better business has also recently been enjoyed in tinware and sheet metal goods.

St. Louis: There has been but little change to note in the hardware trade of this market during the past week.

Boston: The manufacturing interests in this section are still depressed and unsatisfactory, which has a depressing effect upon the wholesale hardware trade.

Philadelphia: General conditions of trade continue favorable, without any new developments in regard to either advances or declines in prices.

Baltimore: The month of October has not been marked by any great rush of trade.

Omaha: Trade is satisfactory in all departments, although no boom is on.

Cleveland: The past fortnight has been one of fairly good business, although the weather has been very unfavorable.

Louisville: Owing to the yellow fever scare in the Southern States, the volume of business has not been up to what should be expected.

St. Paul: October trade has been affected some by unfavorable weather and has increased but little, if any, over October business of 1897.

San Francisco: Building hardware is more active than usual. The trade of

the Hawaiian Islands has increased with us, as purchases that were formerly made in foreign markets are now being diverted here.

Portland: The volume of trade has been large, with no signs of falling off. Collections have been good.

Found the Railroad Hard to Beat.

The Southern Pacific is about the worst road in the wide, wide world to fool in the matter of transportation. The Southern Pacific has such a plain monopoly of California business that it is not necessary for it to look for favors, so it closes down very tight. Even the tickets which the scalpers succeed in getting are so hedged about with precautions that it is like taking a civil service examination to beat one of them.

The favorite is a long slip which is designed to be punched to fit the description of the purchaser, so that by no means can it be used by another than the rightful owner. When one of these tickets appears in a scalper's stock, it looks like a porous plaster, being punctured for the color of the eyes, the hair, stature, weight, complexion and other details of the physical make-up.

Once Jim Crawford of Laramie found himself stuck in San Francisco with \$4 and a fearful hunger for home. But \$4 was as nothing to the fare back over the desert. While he was worrying his soul with regrets he came upon a neatly folded slip of paper which had been lost, doubtless by some hurried tourist. It was one of those pieces of organette music representing a ride back to Ogden.

Jim read it over, printed matter, punches and all, and rushed for a drug store. He bought dyes for his hair, a stain for his complexion, got a pair of blue goggles and ran a concealing bandage over his chin. A barber took off his mustache, and for a dollar a cheap oculist made his eyes blue, so that the goggles were re-enforced with corroboration. It took all his money but 40 cents. Then he climbed aboard the train.

He had reached Port Costa when the conductor came around and gave one hurried look at the ticket.

"This thing expired a month ago," he said tersely.

The telegraph poles were pendulous with blue and brimstone for two weeks after Crawford had finished his walk back to Oakland.

How the Country Press Regards the Carnival.

Saranac Local: If the stories in regard to the Grand Rapids carnival just closed are half true, there should be no repetition of the affair; and judging from the tone of the Grand Rapids papers, this year's carnival will be the last. There is no valid excuse for the unbridled license which prevailed and it is a disgrace to a city that calls itself enlightened and civilized that the lawlessness that was so general should go unpunished.

Hastings Banner: The Carnival of Fun, so called, at Grand Rapids last week, was only another name for a "hot time." With no attractions that would dignify it with even the name of a street fair, there was much to stamp it as nothing more or less than a Carnival of Disgrace. Behind masks which they were privileged to wear, men openly insulted women upon the streets and no effort was made to stop them. If the so-called Carnival of Fun is the best that Grand Rapids can do, in justice to her name she had better give up any future attempts.

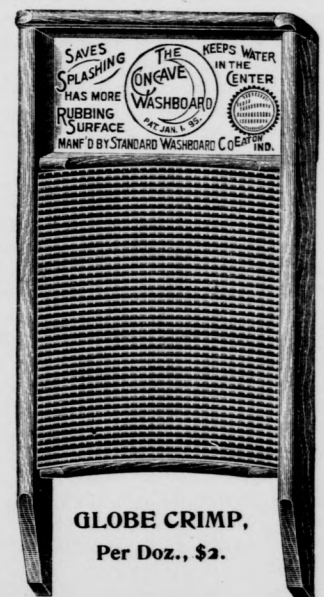
Grant Station Independent: It is the universal opinion of all who attended the Carnival that it was "more disgraceful than last year" instead of "more fun than last year." Even the Grand Rapids people have come to the conclusion that it is no honor to the city to have a week of pandemonium each year, and it is probable that the sentiment against it is strong enough to prevent the recurrence of the "Ruffians Delight."

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, \$25.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&10
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 55
Wire nails, base.....	1 60
20 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
PLANES	
Ohio Tool Co.'s, fancy.....	250
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	250
Bench, first quality.....	250
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Bars.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20.....	
"B" Wood's patent planished, Nos. 25 to 27 9 20.....	
Broken packages 1/4c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 35
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 10&10
Mason's Solid Cast Steel.....	80c list 70
Blacksmith's Solid Cast Steel.....	dis 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.....	11
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.....	75&10
Oneda Community, Newhouse's.....	50
Oneda Community, Hawley & Norton's.....	70&10
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 05
Barbed Fence, painted.....	1 75
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nicked.....	30
Coe's Genuine.....	50
Coe's Patent Agricultural, wrought.....	80
Coe's Patent, malleable.....	80
MISCELLANEOUS	
Bird Cages.....	50
Pumps, Cistern.....	90
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	7 1/2
Per pound.....	7 1/2
SOLDER	
1/2@1/4.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.....	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	4 50
14x20 IC, Charcoal.....	4 50
10x14 IX, Charcoal.....	5 50
14x20 IX, Charcoal.....	5 50
Each additional X on this grade, \$1.50.....	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	4 50
14x20 IX, Charcoal, Dean.....	5 50
20x28 IC, Charcoal, Dean.....	9 00
14x20 IC, Charcoal, Allaway Grade.....	4 00
14x20 IX, Charcoal, Allaway Grade.....	5 00
20x28 IC, Charcoal, Allaway Grade.....	8 00
20x28 IX, Charcoal, Allaway Grade.....	10 00
BOILER STEEL TIN PLATE	
14x56 IX, for No. 8 Boilers, 1/2 per pound.....	9
14x56 IX, for No. 9 Boilers, 1/2 per pound.....	

The "Concave" Washboard



SAVES THE WASH.
SAVES THE WASHER.

Ignoring the Little Decencies of Business.

The measure of a merchant's sense of honor is often taken from his observance or his ignoring of the little decencies in business.

It is not always the rating in the commercial agency reports which determines a man's standing, in the estimation of those who sell him. There are "surface indications," as they say in mining communities, which go far toward determining his desirability as a customer and earning for him the respect of those whose respect counts for dollars and cents. The merchant who uniformly observes the little proprieties secures a measure of good will from his creditors that will help him over many a "lumpy" spot on his road to success.

An opportunity to exhibit character in business is afforded by one of the provisions of the new war revenue act, relating to the stamping of checks and notes.

A retail jeweler, in the hearing of the writer, declared that he didn't intend to put stamps on the checks sent to jobbers and manufacturers, given in payment of bills. "What's the use? They will put the stamp on before they deposit the check in the bank—they'll have to—and they ought to be glad enough to get my check, and be willing to put on the measly little stamp. They can afford to do it," etc.

Yes, they probably can afford to spend two cents on the customer's check; but can the customer afford to make them do it?

The customer does not fear that the jobber or the manufacturer will "make a case" and put the maker of the check in jeopardy of fine and imprisonment. He counts on the fact that the recipient would have nothing to gain thereby, except the vindication of his sense of justice, and much to lose in ostracizing a customer. So the customer saves two cents and "soaks" the wholesaler.

But it is a doubtful saving. The man who opens the letter containing the check frowns a bit, and maybe says "Pig!" or some more sulphurous word. The unstamped check is an object-lesson among the dozen or more other checks, duly stamped, which arrive in the same mail. The sender of the unstamped check has lost considerable of the recipient's respect, and is either adjudged careless, which is always a hurtful opinion, or deliberately mean, which is worse. He is impaled on one of the two horns of the dilemma.

The decent merchant invariably incloses a stamp for reply to a question entirely outside of his line of business, as, for instance, when he asks his jobber to give him the address of a dealer in second-hand clothes. He rightly considers that his correspondent has done enough to give him the time necessary to make reply.

The decent merchant, further, answers every letter promptly; makes acknowledgment of any special favor; in other words, he undertakes to practice the same politeness in business which he observes in his social relations. The rules of gentlemanly conduct are quite as much to be followed in the office as in the drawing room. Good manners know no limitations as to their area of display. And while the "little decencies" which we have instanced are such as come to the merchant in his relations with his fellowmen through correspondence, in the vastly larger number of points of contact with his fellows in his face-to-face relations he should

be equally watchful of the amenities and decencies which make business a pleasure and the profession of business honorable.

Jackson Grocers to Hold a Midwinter Entertainment.

Jackson, Nov. 5.—The regular monthly meeting of the Jackson Retail Grocers' Association was held at the office Nov. 1, with a good attendance and all of the officers present.

A final report was received from the Committees on Entertainment and Excursion, which showed the social and financial conditions to be in first class shape, with a good balance in the treasury.

The matter referred to in a communication from the Grand Rapids Association was again taken up for discussion and the Secretary was instructed to make another call upon the candidates for the Senate and the House and impress on their minds the necessity of doing away with class legislation if they desire the support of the grocers and their friends in Michigan.

A letter from Menominee, asking for by-laws and suggestions in organizing a grocers' association, was received, and the Secretary was ordered to furnish the desired information.

C. G. Hill, being in a reminiscent mood, gave a sketch of the organization of the Jackson grocers, their trials and triumphs.

By the request of the Treasurer, the bond of that officer was fixed at \$500, with two sureties, to be placed in the hands of the trustees.

By a unanimous vote, it was decided that the Association should hold the usual midwinter entertainment and the following general committee was appointed, with full power to act for the Association: Geo. E. Lewis, chairman; C. G. Hill, P. W. Haefner, N. H. Branch, W. H. Porter, M. M. Whitney, L. Pelton, H. C. Eddy, J. L. Petermann, J. F. Helmer and H. H. Neesley.

The meeting then adjourned and the Committee on Midwinter Entertainment was called to order by the chairman. After plans were offered in regard to the kind of entertainment, price of admission and kind and quality of music, the following committees were named:

Hall and Music—P. W. Haefner, N. H. Branch, H. C. Eddy.
Invitation and Tickets—C. G. Hill, W. H. Porter, L. Pelton.

Decoration—The whole of the general committee.

Banquet—N. H. Branch, P. W. Haefner, L. Pelton, C. G. Hill, J. F. Helmer.

It was decided that the entertainment should be held in the month of January and that everything in connection with the event should be first-class in every respect. W. H. PORTER, Sec'y.

Grocers in the Two Bay Cities Join Hands.

Bay City, Nov. 5.—At the regular meeting of our Association, held on Oct. 19, I was instructed to write you and inform you that we had re-organized and ask you to publish it in your paper. We re-organized Sept. 21 and have held three rousing meetings and hope to make a success of it this time.

The officers are:
President—M. L. DeBats.
Vice-President—R. M. Sherwood.
Secretary—S. W. Waters.
Treasurer—C. M. Baumgarten.
S. W. WATERS, Sec'y.

Saginaw—Miss Maggie Herman, who has been with Wm. Barie & Son for the past five years, has taken a position with Porteous, Mitchell & Co.

Ludington—Chas. Bloom, salesman in the dry goods store of Adam Drach, was recently married to Miss Rucie Caswell.

Giving advice to a novice and throwing stones at a dog have about the same effect.

Twenty Out of Sixty-one.

Ann Arbor, Nov. 5.—The Michigan Board of Pharmacy held a meeting at Lansing Nov. 1 and 2. There were sixty-one applicants present for examination, fifty for registered pharmacist certificate and eleven for assistant papers. Fourteen applicants received registered pharmacist papers and six assistant papers, as follows:

REGISTERED PHARMACISTS.

S. C. Ball, Jonesville.
E. D. Benjamin, Ann Arbor.
N. E. Douglass, Ann Arbor.
J. G. Faner, Detroit.
R. F. Graves, Plainwell.
B. L. Hayden, Ann Arbor.
J. M. Lemen, Alma.
C. B. Service, Ann Arbor.
C. L. Smith, Galien.
W. N. Salisbury, Ann Arbor.
W. C. Schrouder, Grand Rapids.
H. J. Tietz, Saginaw.
W. E. Turner, Clifford.
Mary Viertel, Detroit.

ASSISTANT PHARMACISTS.

C. E. Harvey, Big Rapids.
W. P. Harris, Muskegon.
J. McCormick, Grand Rapids.
J. C. Strausbaugh, Hastings.
A. F. Vickery, Charlotte.
F. Wren, Big Rapids.

It was decided to hold examination sessions during 1899 as follows:

Detroit—Jan. 10 and 11.
Grand Rapids—March 7 and 8.
Star Island—June 26 and 27.
Houghton—Aug. 29 and 30.
Lansing—Nov. 7 and 8.

A. C. SCHUMACHER, Sec'y.

Pity the poor young man who parts his hair in the middle. He has to do it to prevent his mind from becoming unbalanced.

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—PARTNER IN DRUG BUSINESS, small capital required. Address Partner, care Michigan Tradesman. 761

TO EXCHANGE—DOUBLE FRAME HOUSE in Sault Ste. Marie, hardwood land near the lake, and nice farm of 160 acres four miles from city of Fredericksburg, Va., title perfect, for nice home, with fruit, near a Methodist Episcopal church. Address P, care Michigan Tradesman. 758

CHOICE FARM OF 240 ACRES TO EXCHANGE for small farm, village property or merchandise. Address Box 132, Custer, Mich. 757

TO RENT IN MENDON, ST. JOSEPH CO., Mich.—One or two large brick stores in Opera House block, suitable for groceries, boots and shoes or clothing. Write to Levi Cole. 760

WANTED—A COMPETENT BUSINESS MAN to act as financial agent for an established concern. Party must have three thousand dollars (\$3,000) for conditional investment. Remuneration, twelve hundred dollars (\$1,200) per year, expenses and a commission. Address Lock Box 753, Kalamazoo, Mich. 759

FOR SALE—GROCERY STOCK IN CENTRAL Michigan, city of 3,000 inhabitants. Will sell at sacrifice. Address No. 745, care Michigan Tradesman. 743

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, or 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—AN OLD ESTABLISHED DRUG store in city of 30,000; good trade; low rent; full prices; one-half cash, balance on time. Address 741, 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 a ore building in small town surrounded by excellent farming and fruit country less than fifty miles from Grand Rapids. Good reasons for selling. Inspection solicited. Terms reasonable. Address for particulars No. 691 care Michigan Tradesman. 691

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

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

FOR SALE—DRUG, BOOK AND STATIONERY stock invoicing \$4,500, and fixtures invoicing \$300, which include show cases, shelving and bottles. Daily cash sales in 1891, \$2; 1892, \$30; 1893, \$31; 1894, \$34.65; 1895, \$35; 1896, \$21.20, and 1897, \$24.13. Located in manufacturing town. No cut prices. Rent reasonable, \$29 per month. Living rooms in connection. Address No. 668, care Michigan Tradesman. 668

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

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

WANTED—16 TO 20 HORSE POWER PORTABLE 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. Medaie, Mancelona, Mich. 553

COUNTRY PRODUCE

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

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

WANTED—1,000 CASES FRESH EGGS, daily. Write for prices. F. W. Brown, Ithaca, Mich. 556

FIREPROOF SAFES

GEO. M. SMITH, NEW AND SECONDHAND safes, wood and brick building mover, 157 Ottawa street, Grand Rapids. 613

MISCELLANEOUS.

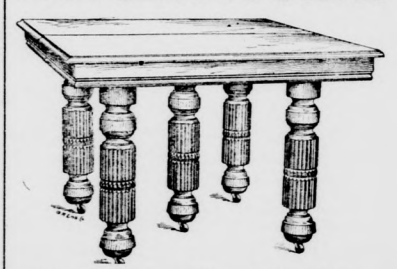
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