

Everything in the Plumbing Line

Everything in the Heating Line

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

WEATHERLY & PULTE, 99 Pearl St., Grand Rapids

WHEN YOU SEE A MAN DO THIS



you know that he wants one of the

BEST 5 CENT CIGARS EVER MADE

Sold by all wholesale dealers and the

G. J. JOHNSON CIGAR CO., Grand Rapids.

A GOOD SELLER



The Economy Farmer's Boiler and Feed Cooker

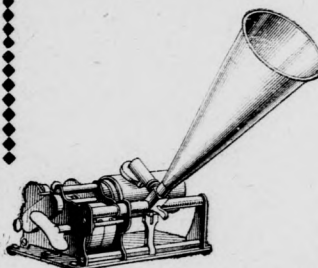
The Kettle is of smooth, heavy cast-iron. The furnace or jacket is of heavy, cold rolled steel, and very durable. We guarantee this Feed Cooker never to buckle or warp from the heat. It is designed to set on the ground, or stone foundation, and is especially adapted for cooking feed, trying out lard, 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.

The Regent Manufacturing Co.

174 Wabash Avenue,

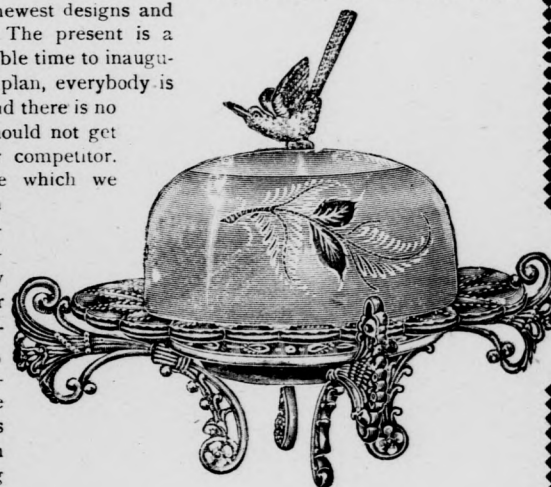
Chicago,



Offer as a special
Holiday Inducement:

The Champion assortment, consisting of 40 pieces of "Regent" Quadruple-plated Silverware, our regular \$1.25 goods, for \$50.00, terms 2% 10 days or 30 days, net, f. o. b.

Chicago, including this \$10.00 Graphophone as our premium to you. Our Silverware is the recognized brand for premium purposes—it is honestly made, showy, attractive, newest designs and brings you trade. The present is a particularly favorable time to inaugurate the premium plan, everybody is spending money and there is no reason why you should not get it instead of your competitor. The Graphophone which we present to you with the Champion assortment, absolutely free, will draw the crowds to your store, the handsome silverware, which you are giving away will make them buy, and this happy combination is bound to bring profitable business.



WRITE FOR SPECIAL CIRCULAR AND FULL PARTICULARS.

Calendar Season Is Now Here

Improve the opportunity to present your customers with a souvenir which will cause them to think of you every day during 1899. Samples and quotations free for the asking.

TRADESMAN COMPANY, Grand Rapids.

They Brace the Body, Brain, Nerves, and Make the Weak Strong

"MR. THOMAS"

The Most Popular Nickel Cigar on Earth

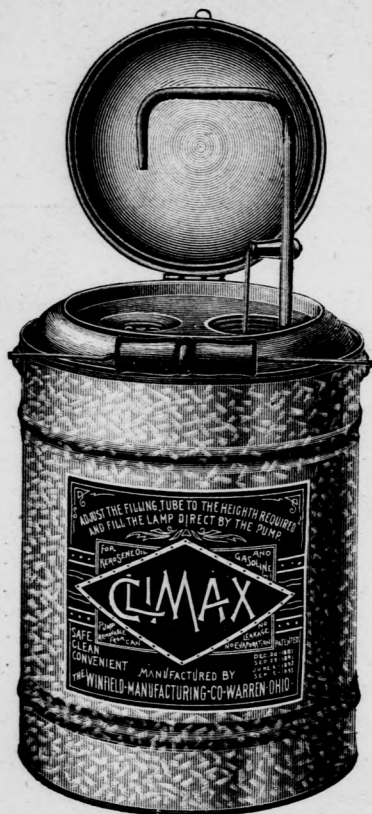


Ruhe Bros. Co., Makers.
Factory 956, 1st Dist. Pa.

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

Mail Orders Solicited.

THE "CLIMAX" FAMILY OIL CAN



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

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

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

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

The Winfield Manufacturing Co., Warren, O.

The Keeping Qualities of Seymour Crackers

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

Can you afford to be without it?

Made only by

National Biscuit Company

Grand Rapids, Mich.

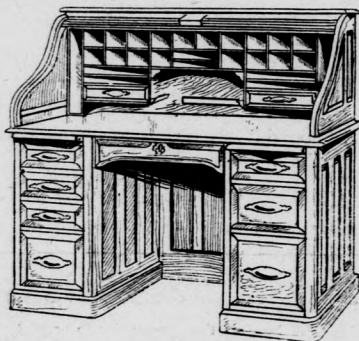
A DESK FOR YOUR OFFICE

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

Less than the Manufacturer's Cost

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

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



SAMPLE FURNITURE CO.

JOBBER OF SAMPLE FURNITURE.

PEARL AND OTTAWA STS.

GRAND RAPIDS, MICH.

NUTS and RAISINS

ALMONDS

BRAZILS

FILBERTS

PECANS

WALNUTS

MIXED

FANCY CLUSTERS

LONDON LAYERS

IMPORTED SULTANAS

ONDARA LAYERS

LOOSE MUSCATELS

SEEDED IN PACKAGES

for

Our line of above goods is in and we are offering at very low figures.

MUSSELMAN GROCER CO.,
GRAND RAPIDS, MICH.

THANKSGIVING and CHRISTMAS



IF YOU ARE A DEALER

in LIME and
do not handle

PETOSKEY STANDARD

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

PETOSKEY LIME CO., - Bayshore, Mich.

PURITY AND STRENGTH!

FLEISCHMANN & CO.'S COMPRESSED YEAST



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

ABSOLUTELY PURE

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

FLEISCHMANN & CO.

Detroit Agency, 118 Bates St.

Grand Rapids Agency, 26 Fountain St.

MICHIGAN TRADESMAN

Volume XVI.

GRAND RAPIDS, WEDNESDAY, NOVEMBER 16, 1898.

Number 791

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

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.

Commercial Credit Co.
 Private Credit Advances
 Collections and Commercial
 Litigation
 GRAND RAPIDS, MICH.
 L. J. STEVENSON, Manager and Notary,
 R. J. CLELAND, Attorney.

CLOSING OUT BALANCE WINTER CLOTHING
 Special bargains in elegant Blue and Black Serge, Cheviot, Unfinished Worsted and Clay 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 \$6.50. Meet our Wm. Connor at Sweet's Hotel, Grand Rapids, Nov. 25 to 28, with Spring Line in addition to above.
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.

On a Shopping Tour.

She screamed in terror when her purse was snatched from out her jeweled hand, And hurled a modest semi-curse
 'Toward the fleeing, bold brigand;
 And when the copper caught the thief
 She seized the purse with anxious air,
 And breathed a sigh of sweet relief
 To find her treasures all were there:
 A penciled note
 Her fellow wrote,
 A sugar-plum,
 A wad of gum,
 A hair-pin (bent),
 A copper cent,
 A buttonhook
 With broken crook,
 A safety pin,
 A curling tin,
 A powder rag,
 A sachet bag,
 These were the treasures which she bore
 Around with her from store to store
 While on a shopping tour to see
 The many pretty things which she
 Would love to buy if she but had
 The cash, and, with a smile so glad
 It almost made the copper sneeze,
 She thanked him, and with sprightly ease
 Tripped on to seek another store
 Or two where she could shop some more.

Cannot Afford to Be Economical.

Her right wrist was in a sling, and not even the bewinged hat she was buying sufficed to make her look quite happy. "That's a fearfully expensive hat," she said, "but I'm buying it to celebrate the turning over of a new leaf, and for a celebration it's rather cheap. For years I've been led away by the women's magazines. I've spoiled more good furniture with white paint that never dried and brass tacks that never went in quite straight than would fit out a whole house. I've spent more money trying to be economical! And I'm going to quit. This fall, you know, we moved, and the floors of the new place had to be oiled. They were nice, clean-looking light wood, but I wanted them dark. A man offered to do them for me for \$3.75, but I wanted to save money for this hat, and I said him nay. I bought a great big bottle of something with an awful smell and a lot of varnish and brushes and began on the library. I went all around and around the room until finally I found myself in a little unstained island in the middle of it, with a sea of shining dark imitation mahogany staining between me and the next dryspot. You see, I hadn't thought about how I was to get out. I grabbed up the big bottle, and—you know how agile I've always been—I made a leap to cross the staining without marring it by a footprint. I lighted on the varnish. The bottle flew out of my hand, smashed clean through that lovely new water color of mine and emptied itself against the wall, while I—well, you see this wrist. I fell on that, and the doctor thinks it will always be a little stiff. There's his bill to pay, the picture's ruined and all the room has to be repapered. All that because I've been trying to be economical. I've quit it. I'll never try it again. I'm not rich enough to afford the luxury of economy."

The woman who was with her smiled sympathetically. "I had the brass tack and barrel chair habit once myself," she said, "but worse than that, I had the auction habit. I bought a lovely rug once that brought me moths and a bedstead—well, it was a bedstead I just had to sit up nights with all one spring, but I was cured of my vice last year. I

went to an auction, and they put up a lot of bottles of ink—big stone bottles, quart bottles, I think. Now, I write, and so does my husband. Two of my brothers are newspaper men, so, of course, I realized what a stroke of economy that ink would be. I bought half a dozen bottles. They came to \$2, I think. I hired a boy to carry them home, and when I opened them the ink was red. I haven't been to an auction since."

Our new high denomination war revenue stamps are in great demand among European collectors. It seems that brokers are averse to allowing their removal from bills of sale, and the war stamps are comparatively scarce in collecting circles. As a result dealers are charging their customers as high as 10 cents each for canceled specimens of the \$1 documentary stamps.

A German author, G. Salomon, has written a treatise in which he recommends that children should not be sent to school until their seventh year, that in the first year three hours a day should be the maximum of brain work, and that the bodily health should be looked after with special care from the ninth to the twelfth year.

The curious fact that corn, potatoes and other plants thrive better when placed in rows running north and south has been proved by Dr. Wollny, of Munich. This reduces the shading by each other to a minimum, more uniform and regular light, heat and moisture resulting.

The people of Richmond, Va., are being encouraged in the belief that the James River may be made as important to the ship building industry of this country as is the Clyde in Scotland.

False teeth for horses, which were suggested by the President of a French humane society a few years ago, have actually been invented, and are gaining favor with owners of large stables.

If you don't give your customers better goods and lower prices, you must give them something which pleases them, makes them feel that it is better and safer to trade with you.

When party majorities are close in Congress, a number of congressmen turn up who declare themselves independent of party ties. They are the men to trade with.

The arena of trade is crowded by bustling men, fighting for the top-place by pushing others down, but the field of courtesy has been neglected and under-worked.

A man is a very sick man when it is said "the doctor has given him up;" he must also be a poor man.

Jewels to the amount of \$180,000,000 have been imported into this country in the last twenty-five years.

The Maria Teresa has come to be a sort of phantom ship; now you see it, and now you don't.

One Variety of Mean Men.

It would take volumes of space to exhaust the subject of mean men. They are numberless and of infinite variety. Some are born mean; others take on meanness through evil surroundings, bad habits and the adoption of vice. One sort of mean man assumes the right to speak to women on the streets at nightfall, if it happens that they are obliged to be returning to their homes unprotected. Some cowardly young men who do such things, the more is the pity of it, wear the well-made clothes of gentlemen, pick their teeth in the doorways of first-class hotels and pass in and out of gilded saloons and brightly-lighted cigar corners; and sometimes make their way, through imposition, into mixed society, where ladies and gentlemen are found. They are sneaks who, in their way, insult women who may be for the moment unprotected. A clever little actress, with character and conduct like that of Caesar's wife, beyond reproach, was once telling of her experience with a mean man who lives in this city to disgrace it. One warm evening the lady, being through her part earlier than her companions, and being imbued with that spirit of honest independence acquired by residence in Northern cities—where women go to libraries, churches, lectures and playhouses by themselves at night—started to return alone from the theater to her boarding house. She had not gone far before she felt conscious that she was being followed, and soon one of the well-dressed, mean male things stepped near to her, and made the intellectual remark: "It is a hot night, miss!" When she knew the remark was addressed to her, with the insulting purpose of engaging her in conversation with a stranger, her blood boiled. She stopped short and, flashing an angry glance at the mean male thing from as fine a pair of black eyes as ever looked over the footlights, said: "It will be much hotter for you, you cur, as soon as I can find a policeman!" The mean male thing was so surprised that he did not stop to apologize. He acted as if he had suddenly remembered he had a business engagement elsewhere, and started down a cross street as fast as he could walk. The lady did not faint, nor cry out, but went on her way as if nothing had happened. She never even told her friends that she had been rudely accosted on the street. The next night she went home alone again; but then she had a good-sized glass paper weight, with many sharp corners on it, which she carried in an innocent looking opera-glass bag, held by a strong cord. She was not molested; but if the mean male thing had approached her, as she hoped he would, when she was armed for the fray, he would have received a blow from a brave little woman that would have made him feel as if he had been kicked by a mule.

England is not going to war; she is simply going to be ready when war comes to her.

A man's predictions are most apt to be colored by his prejudices.

Dry Goods

When Women Do Other Women's Shopping.

From the New York Sun.

"I don't know whether women make it a rule to go about shopping for other people," said a city hairdresser, "but we find a good deal of unselfishness in that respect in our line of business. Our customers rarely ever shop for themselves. They buy for friends. Once in a great while a very young girl will come in, select two of those little curls they wear at the nape of the neck, and boldly pin them on, or have us pin them on for her, in broad daylight, but the exception is the rule. They almost invariably match their own hair and buy the curls for a friend.

"It is the same way with frizzes and switches. We sell any number of them for friends of the buyers. They sit in front of the mirror and try them on until they match their own hair to a shade, pay for them, and carry them home to their friends. And hair dye! We never sell that to the individual who selects it. We always sell it for friends.

"Only yesterday a customer came in with an embarrassed air, and stood looking thoughtfully down at the hairpins in the showcase. I knew she didn't want hairpins. Before she spoke I knew exactly what she wanted. They all have the same little air about them when they want hair dye for a friend. She was a young woman, but there were white hairs all along her temples.

"I want to look at some hair dye," she said.

"I showed her several varieties.

"I am buying it for a friend," she remarked casually, as she turned the bottles around and examined the labels.

"What color?" I asked.

"She gave a quick glance in the opposite mirror.

"Light brown," she answered.

"I took down a bottle of light brown dye.

"Will it injure the brain?" she enquired. They always want to know that.

"Of course not," said I.

"I would rather not—that is, I mean my friend would rather not use it at all than have it injure her brain. She would rather be gray as a rat." She laughed and looked in the glass again. "She isn't so very gray after all," she added, "only a tiny little bit just at the roots of her hair.

"I am sure it won't hurt your friend's brain," said I. "Hundreds buy it for their friends, and we have had no complaints so far.

"If you are sure," she said, "I believe you may put me up a bottle, but you must be sure. My friend wouldn't have her brain injured for all the hair dyes in the world."

"I don't think you need be afraid it will injure your friend's brain," I assured her as I wrapped up the bottle. "Not in the least. Where shall I send it?"

"Oh, you needn't send it," she cried quickly. "I will take it to her myself."

"I knew she would do that. They never have it sent. We long ago dispensed with our delivery boy. We had no use for him. They are good to their friends, these buyers of hair dyes. They invariably carry the parcels home to them. They may have a spool of thread, or a paper of needles, sent from other stores, but not hair dye. If the bottles were large as demijohns I believe they would still lug them home themselves.

"The directions are on the inside," I told her. "Be very careful to have your friend follow them implicitly."

"I will."

"Her veil had come unpinned. I pinned it on for her, taking a look at the white hair on her temples as I did so.

"With one or two applications your friend's hair will turn a beautiful light brown," I said encouragingly.

"Yes?" She took the bottle and walked to the door. "You are sure now that it won't injure her brain?" she asked again, her hand on the knob.

"Quite sure," said I. "And I hope your friend will be pleased with it," I

called after her as she went out into the street, a broad smile on her countenance and her friend's bottle of hair dye tucked securely under her arm."

The Dry Goods Market.

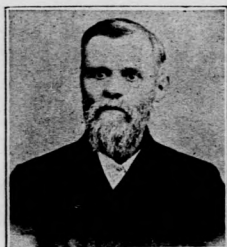
Staple Cottons—The demand for bleached cottons in all grades is quiet, and buyers have no difficulty in doing business. Wide sheetings are dull and without a notable feature. There is a slightly better demand for denims, but no change in prices. Plaids are quiet, and the same may be said of all other coarse colored cottons.

Prints and Ginghams—Prices, although nominally without change, are in reality somewhat irregular for spring goods. Specialties in printed varieties have been fully up to the average, and percales and shirting prints are in good request. Staple ginghams are without change and dark dress styles are well sold up and steady. Fancy ginghams for spring are firm and fairly well sold, and there is a steady demand coming forward.

Carpets—The large jobbers and department stores have been quite fully represented in New York the past week and some good orders have been booked. It is now generally known that there is not any large stock of surplus goods in the hands of jobbers or the retail trade. The low prices of tapestries last season at the auction sales induced the retailers to give tapestries and velvets more attention, and they loaded up on the above lines more than usual. This season there is more confidence regarding ingrain, which were neglected last season to make place for other cheap goods. It is too early to give an idea of price for the next season on any line of carpets. Although various opinions are expressed, some are sure that prices will remain at the same figure as last season, while some who handle tapestry and velvet carpets expect some advance. A good demand for carpets will have the effect of strengthening the prices, even if there is no advance immediately. The spring samples are all ready, and some manufacturers have booked moderate orders.

Upholstery—The large upholstery mills are now between seasons, and the salesmen are showing their lines of samples to the jobbers, who have, in some instances, commenced to place some orders for piece fabrics, curtains and table covers. The trade do not as a general thing commence to place orders much before the latter part of November.

The sweetest woman in the world is the one that can keep her mouth shut the longest.



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.

Make a Display



of Handkerchiefs for the holidays. It will increase your sales wonderfully. We are showing a splendid assortment at prices to suit any locality. Our line of silks is especially strong. We have them with embroidered corners and edges at 90c, \$1.25, \$1.75 and \$2.25. Men's hemstitch, plain white, at \$2.25 and \$4.50; with initials at \$2.25 and \$4.50; with colored borders (latest fad) at \$4.50 per dozen.

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

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.

What's in an Aim?

The recent war has taught us that the Spanish have lofty aims—rather too lofty to hit anything but the sky. Somehow or other our men missed everything but the Spanish ships. Yet they say, what's in an aim? Everything, if you aim straight.

In advertising, for instance, if you want to aim straight at the best buyers in your immediate locality, put your ammunition into a thousand calendars and carefully note the result. If you are not satisfied, you will be an exception to the general rule. No matter what kind of a calendar you want, we can furnish it at a price lower than you can obtain elsewhere, quality considered.



Tradesman Company,
Grand Rapids.

Difficulty in Obtaining Suitable Burners for Acetylene Gas.

One of the greatest troubles in the introduction of acetylene has been to find a burner suitable for its consumption. All the burners first introduced proved failures, as all developed a tendency to smoke after from 60 to 200 hours' burning. The trouble generally commenced by a filiform growth of carbon appearing at the nipple, which quickly distorted the flame and caused a cloud of soot flakes to descend. If the burner was cleaned and relighted the trouble commenced again in an hour or two, and the only thing to be done was to replace the nipple by a new one.

If the nipple had been burning some-time and the seatite was removed and broken it was found to be carbonized for some depth into the material, showing that a liquid hydro-carbon had soaked into the material and had been split up there by the heat, with deposition of carbon.

The generally accepted idea was that the heat of the nipple polymerized some acetylene to benzine, and that this forming a drop did the mischief, and efforts to keep the burner cool were looked upon as a likely direction in which to search for success. At this juncture the Napheys or Dolan burner was introduced, the principle employed being to use two small and widely separated jets instead of the two openings of the Union jet burner, and to make each jet a minute Bunsen in which each jet of acetylene dragged in from the base of the nipple enough air to surround and protect it, whilst burning, from contact with the seatite.

These burners were hailed with delight and their success led to their being pirated right and left, many laughable forms being adopted in the efforts to avoid the original patents; but although these burners mark a very great improvement, and will burn for several hundred hours without smoking—unless, in a fit of false economy, the user insists on turning them down and leaving them for an hour or so as two small and separate flames, in which case they generally start smoking on being again turned on at once—the trouble is by no means got over, and a Napheys burner will often be found smoking as heartily as one of its more humble brethren.

The fact is that the cause of smoking is to be found quite as much in the generator as in the nipple, and overheating during generation is undoubtedly a prime factor in this worrying phenomenon.

Overheating, as before pointed out, forms benzine, which is carried as a vapor by the gas and remains in suspension until the friction of the gas through the minute holes in the nipple scrubs it out and causes its deposition. Moreover, when the holes in a Union jet burner have been arranged for the consumption of acetylene, the presence of benzine at once causes it to smoke, as the benzine requires three times as much air for its consumption when in the form of a vapor than an equal volume of acetylene does, and the result is that the balance of the burner is entirely upset. Purification of the acetylene by properly devised scrubbers would lessen the evil to a great extent, and within the last few days a burner has been brought out in which a regulating and purifying box below the nipple is claimed to make it possible to use a No. 00000 Bray tip for a lengthened period.

A great deal more is known now as to

the dangers of acetylene than formerly, and it is now recognized as being no more poisonous than ordinary coal-gas, and under all ordinary pressures hardly more dangerous, except that mixtures of acetylene and air are explosive over a wider range than is the case with coal gas and air. For instance, it takes 5 to 6 per cent. of coal gas to be present in air before it shows any explosive tendency, whilst with acetylene, according to Dr. Clowes, 3 per cent. is sufficient.

The chief danger, however, lies in the possibility of detonating acetylene; that is to say that, when pure acetylene is subjected to a sudden heat, sufficiently intense to cause it to break up into its constituents, it will do so under certain conditions with extreme violence, whilst exploding a detonator of mercuric fulminate in the gas produces the same effect. The explosion, however, only spreads in the gas if it be under a pressure of more than 2 atmospheres; that is to say that if a mercuric fulminate cap be fired in acetylene at anything under atmospheric pressure, the only result is the splitting of the acetylene in the immediate neighborhood of the cap into carbon and hydrogen, whilst if the pressure exceed 2 atmospheres the whole volume of the gas is instantaneously decomposed into its constituents with great explosive force, and the same phenomena are observed when the gas is heated at any one point to its decomposing temperature.

VIVIAN B. LEWIS.

Use Good Stationery.

I believe in good stationery. I think it improves the tone of a business, and to a certain extent good letter paper even adds weight to what the letter says. There are some classes of business, however, that need much better and more expensive stationery than others. Amongst the lot of specimens that have been sent me I notice the very elaborate embossed paper of a jeweler and the plain, unassuming type printed letter-head of a butcher. Now, every business ought to have as good stationery as the character of the business admits, but the butcher does not need as fine stationery as the jeweler. While the butcher business is just as honorable and more necessary than the jewelry business, its character would not naturally seem to require the use of embossed paper. If the butcher can afford that expense so much the better, and so much more dignity he will give to his business, but fine stationery is not as necessary to the butcher shop as it is to the jewelry store. Our friend the printer who sends the samples seems to think that every business ought to have fine embossed paper, but I think there he goes a little beyond the actual requirements of business. A business should have as good stationery as it can afford, but some lines of merchandise require better quality than others. The jeweler ought to have the best stationery whether he thinks he can afford it or not. The butcher can very readily get along with the cheap grade if he thinks he can not afford better.—Chas. F. Jones in Printers' Ink.

Vanilla brings into Mexico \$1,000,000 or more per annum.

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.



ACETYLENE GAS

WHAT IT IS AND HOW TO GET IT

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

BUFFINGTON GAS MACHINE

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

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

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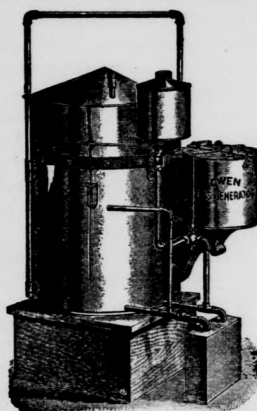
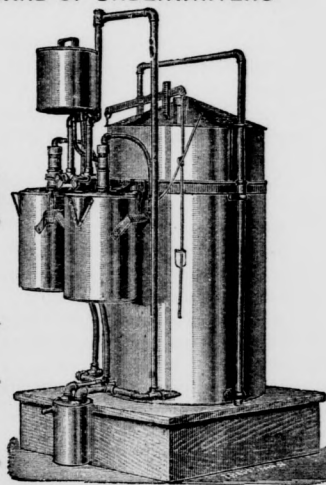
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Gallien, Mich., July 30, 1898.

Gentlemen: We have used one of your twelve-light gas machines for about one week, and it has been very satisfactory. The expense so far has been less than 15 cents each night. We burned twelve lights for about three hours. Yours truly,

G. A. BLAKESLEE & CO.

Geo. F. Owen & Co. Grand Rapids
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FOLDING PAPER BOXES

Printed and plain for Patent Medicines, Extracts, Cereals, Crackers and Sweet Goods,

Candy, Cough Drops, Tobacco Clippings, Condition Powders, Etc. Bottle and Box Labels and Cigar Box Labels, our specialties. Ask or write us for prices

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Holiday Goods

afford BIG PROFITS
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FRANKE BROS., Muskegon, Michigan.

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

Around the State

Movements of Merchants.

Carson City—Walter Mosher has opened a feed store here.

Elkton—Fred Elder has purchased the drug stock of D. G. Neuber.

Decatur—Frank Potts will open his new crockery store on Dec. 15.

Bellaire—B. Dickerson has purchased the grocery stock of Cone & Co.

Dailey—James O. Hain succeeds Ralph L. Schell in general trade.

Hudsonville—Jacob Vander Boegh has opened a meat market at this place.

Flint—The Thompson Drug Store is the successor of Frederick H. Thompson.

Belleville—Benj. F. Whittaker succeeds Heglund & Whittaker in general trade.

Coloma—Daniel Carney, Jr., of Decatur, has opened a drug store at this place.

Flint—J. S. Ferguson & Son have purchased the grocery stock of H. D. Parker.

Escanaba—E. F. Bolger will hereafter conduct the grocery business of Bredeen & Bolger.

Charlotte—White & Cooper have sold their meat business to P. Hulst and J. F. Lewis.

Mason—M. A. Bement succeeds Lasenby & Bement in the agricultural implement business.

Casnovia—S. Rosenberg has opened a dry goods and men's furnishing goods store at this place.

Harbor Springs—J. F. Stein has purchased the boot and shoe stock of Allen Wright at sheriff sale.

East Tawas—Kunze & Applin, grocers and meat dealers, have sold out to J. G. Dimmick & Co.

Calumet—Joseph Gardner and August Ecker have formed a copartnership to engage in general trade.

South Haven—A. G. Blackman, furniture dealer and undertaker, has removed to Grand Junction.

Port Huron—Samuel L. Boyce, of the wholesale and retail hardware firm of S. L. Boyce & Son, is dead.

Williamston—Lounsbury & Herron succeed Lounsbury & Lockwood in the agricultural implement business.

Ann Arbor—The hardware firm of Parker, Colburn & Schneider is succeeded by the Moore Hardware Co.

Laingsburg—Mr. Bretz, of Lake Odessa, has embarked in the general merchandise business at this place.

Houghton—Wm. McVicar and E. W. Bounsall have purchased the tea stock of A. B. Scott and will add a full line of groceries.

East Jordan—A. S. Fryman, of Traverse City, will shortly remove his stock of shoes to this place, where he will engage in business.

Calumet—Joseph Plautz and Paul Scheuler have embarked in the general merchandise business under the style of Scheuler & Plautz.

Niles—Chas. A. Williams has purchased the wood, coal and feed business which W. W. Jauchstatter recently bought of I. T. Letcher.

Union City—Linz Johnson has re-engaged in the grocery and bakery business, having repurchased the stock he sold to Robert Watkins six months ago.

Grand Haven—Henry Fase has retired from the grocery firm of John W. Verboeks & Co., with which he has been connected for nearly sixteen years. The business will be continued by the remaining partner at the same location.

Onaway—J. M. Clark has begun the erection of a store building, 25x60 feet in dimensions, two stories high, which he will occupy with a line of hardware.

Cassopolis—The hardware firm of French & Hayden has been dissolved, D. L. French succeeding. He has taken his son-in-law, H. E. Moon, into partnership.

Ishpeming—Wm. Malmberg, who first engaged in the bakery business here over twenty years ago, has opened a retail store, in connection with his wholesale business.

Muskegon—The liabilities against the Wm. Nested estate have been liquidated and the grocery business established by the deceased will be continued at the same location under the style of Lena Nested.

Mulliken—Harry D. Burroughs, grain dealer, and A. E. Lawrence, produce dealer, have joined hands under the style of Burroughs & Lawrence and consolidated both lines of business under one management.

Lansing—Alfred Ronk has sold his dry goods stock to A. M. Smith, of Flint, and L. H. Kennedy, of Charlotte, who will continue the business under the style of A. M. Smith & Co. Mr. Ronk will not re-engage in business this winter and anticipates spending several months in California.

Bear Lake—The Council has "tumbled" to the fact that good roads and passable streets mean more trade from the farmers of the vicinity, and it has purchased a gravel pit, the gravel from which will be used in improving the streets of the village so they will be fit to use in all kinds of weather.

Clare—Three grain and stock buyers at Clare have paid out \$55,000 for those commodities to the farmers of the vicinity in the past four months. And those three are not the only men who are buying grain and stock there, either, nor does that amount include the payments for apples, potatoes and poultry and dairy products to the farmers.

Kalamazoo—Horace Fuller has been appointed receiver of the wholesale drug house of Hall Bros. & Co. This action is the result of the petition of a number of the stockholders that such an appointment be made for the purpose of winding up the business. It is alleged that the present officers are extravagant in the management of the affairs of the concern.

Detroit—A movement is on foot in this city to organize a new trust company as a rival to the Union Trust Co., which is in close relationship with several of the big banks of Detroit. It is planned that the capital stock shall be \$300,000, with a paid-up surplus of \$150,000. A number of the big institutions along Griswold street think a rival company would be a source of benefit. This plan has been agitated several months and a preliminary meeting will probably be held in the near future. A dozen capitalists and business men are in the scheme. Most of them are bank directors, but none are in the First National, the American Exchange National or the State Savings banks.

Manufacturing Matters.

Rockland—The Michigan mine, controlled by Detroit capitalists, is sinking one double and one triple compartment shaft on the "Calico" lode, which averages twelve feet in width and shows copper in profitable quantity. New boilers and hoisting plant are being installed and an air compressor will go into commission this week.

Manistee—The State Lumber Co. is running a large camp on hemlock and hardwoods near Honor. It has a large tract of timber in that vicinity that will keep it operating for a number of years.

Manistee—The Manistee & North-eastern Railroad is extending its track to within four miles of Empire, where the T. Wilce & Co. lumber plant is located, and the latter are to build a connection with the road.

Alcona—Duggan & Brooks have purchased a large quantity of cedar and other standing timber of Alger, Smith & Co., on the Lake Huron shore, and have started camps to cut the cedar. It will be put into the water and floated to Alpena in the spring.

Manton—H. A. and I. H. Holmes have sold an interest in their acetylene gas machine to J. Ward Bailey and will form a company under the name of the Holmes-Bailey Acetylene Gas Machine Co. As soon as the model is finished and authorized they intend fitting up an office in Manton where will be carried a general line of fixtures and a supply of carbide.

Detroit—Much interest is being manifested by Detroit manufacturers in the business men's excursion, which is to leave the city November 29, returning December 3. Secretary Campbell, of the Merchants & Manufacturers' Exchange, has received several letters commending the plan and many business men have signified their intention of joining the excursionists. The following firms have been booked: Freeman, Delamater & Co., Strong, Lee & Co., Edson, Moore & Co., Burnham, Stoepel & Co., Williams, Davis, Brooks & Hinchman Sons, Armstrong & Graham, Ward L. Andrus, Pingree & Smith, Heavenrich Bros., Michigan Shoe Co., C. C. Smith Shoe Co., F. H. Cozens, Beecher, Peck & Lewis, Standart Bros., State Savings Bank, Vail, Crane, Depew Co., Michigan Stove Co., William Reid and the American Harrow Co.

Move In the Right Direction.

Clare, Nov. 14—The City Council of this place has enacted a long-needed ordinance for the purpose of excluding peddlers, fakirs and shows, etc., unless they contribute something towards the support of our city as well as the business man, who is heavily taxed for the support of the running expenses of the city, while the outsider, for years, has been permitted to come in free, or at a small expense, and have full sway of the city market and other privileges. The present Council, knowing that these facts existed, prepared an ordinance a few days ago to cover these evils, which act should have the hearty co-operation of every business man in Clare.

The first case to come under the new law was an Uncle Tom's Cabin Co. last week. A license of \$5 was demanded. The manager refused to pay the amount and was promptly arrested. He gave bail, but threatened to sue the city and raise Cain, but before the day of trial came, he was very anxious to settle the matter by paying the license demanded and the costs of the case. Thus ends the first case. J. F. TATMAN.

Avoid the Thanksgiving Rush.

In order that there may be no delay in securing your necessary supply of Anchor brand oysters, I suggest that you send me a memorandum of your Thanksgiving requirements this week, so as to avoid the rush incident to next week. F. J. DETTENTHALER.

W. C. Pettet has purchased the interest of M. R. Alden in the butter and egg establishment of Alden & Pettet at 98 South Division street and formed a copartnership with E. N. Pettet to continue the business under the style of Pettet Bros.

The Boys Behind the Counter.

Alma—M. D. Train, who has filled the position of clerk in C. E. Pettyjohn & Co.'s store during the past summer, has gone to Calumet to take charge of the dry goods department of J. Vivian, Jr., & Co.

Lansing—William Brake, formerly employed by Bennett & Brake, the druggists, has taken a position in the grocery store of F. C. Brisbin.

Traverse City—Roy Loudon, an employee of the Boston store, has resigned his position there and will enter the clothing department of J. Steinberg's store.

South Boardman—Howard Leach has engaged a new clerk in the person of D. H. Hunter, of Traverse City.

Menominee—Chas. Innis, formerly of this city, who has been employed in the shipping department of the Smith, Thorndyke & Brown wholesale grocery house at Marinette, has been promoted to head book-keeper.

Winchester—M. J. Hesselsweet, book-keeper for the Mecosta Lumber Co., and Miss Nellie Allen were united in marriage recently.

South Haven—Solon H. Nevins, prescription clerk for S. Van Ostrand, was recently married to Miss Marie Andrus, of Allegan.

Croswell—George E. Green, who has been in the employ of Corbishley & Co. for a number of years, has gone to Minden City, and taken a position in C. L. Messmore's bank as cashier.

Colon—Will Taylor has severed his connection, as clerk, with Walter Dickinson, meat dealer, and Chas. Anderson has taken the position.

Saginaw—John Carmichael, clerk for Wm. Schnette & Co., was married Nov. 7 to Miss Irene Moynes.

Open Meeting of the Detroit Retail Grocers' Association.

Detroit, Nov. 14—On Nov. 25 there will be held in this city an open meeting at which business men of all kinds will be present. The meeting will be held under the auspices of the Detroit Retail Grocers' and Butchers' Protective Association, but will be attended by the members of all other mercantile associations in the city who have anything to do with the retail business, as well as a good many business men who are not intimately connected with any business associations.

The purpose of this meeting is for agitation and instruction along the lines of better exemption and collection laws than are now in force in this State, which you know are notoriously bad, and not only unsatisfactory to the seller, but offer a premium on dishonesty to the buyer.

W. C. Sprague, President of the Collector Publishing Co., a gentleman of National reputation along these lines, and one of the directors of the National Credit Men's Association, has consented to be present and deliver an address on this vital topic. State Food and Dairy Commissioner Grosvenor will also be on hand with a practical talk along the lines of the relations of pure food to the retail trade.

On behalf of the Detroit retail grocers, I am instructed to ask that you be present, or if that is impossible, to have a representative present, or to communicate with the undersigned on or before that date, giving your expression regarding the same, so that your views may be made a part of the proceedings.

In order to bring about the desired results in this matter, it will be necessary for all concerned to bring a good deal of pressure to bear on the incoming Legislature, and this can only be done by thorough co-operation on the part of all the business men of the State.

E. MARKS, Sec'y.

Grand Rapids Gossip

The Grocery Market.

Sugars—The waiting policy that has been in vogue by large sugar buyers since the new refineries have been in operation received a shock when on Friday the American Sugar Refining Co. took everything in sight in raw sugar that could be had at 4½¢ basis for 96 deg. test. As this left a margin between raw and refined of but 35¢—the lowest on record—it stimulated trading in refined and a good business was done. This was further increased by the rather unexpected advance in refined on Monday of ½¢ on the entire list. The market closes very strong at 5½¢ for granulated, with 96 deg. test held at 4½¢ and a further advance intimated. One of the features of the sugar trade this week was the offering by the American Sugar Refining Co. of fine granulated in five pound branded cotton bags, packed sixty in a barrel and sold at ½¢ over barrel price. As the refinery will sell but five barrels to a car, this style package will not be much of a factor in the market at present, but the general impression among the trade is that it will be a winner and orders for straight cars were offered the refiners, but refused.

Later—All grades of refined were advanced ½¢ Wednesday.

Canned Goods—Tomatoes are strong for full standards, but slack filled Eastern goods are still offered at a concession. Standard corn has advanced 2½¢, with a good demand. String and wax beans in good demand at an advance of 5¢. Blueberries scarce and 20¢ per dozen higher. Seconds yellow peaches usually held 2½¢@5¢ higher, although some lots can be bought at old prices. Sardines very strong, with indication of higher prices.

Dried Fruits—There is an excellent demand for both raisins and prunes at unchanged prices, although it is intimated that the California Raisin Growers' Association will advance raisins another ½¢ soon. The crop, while excellent in quality, is not turning out as large as anticipated earlier in the season and it is estimated that over 2,000 cars out of a probable crop of less than 3,000 cars have already left the coast. Barrel currants have advanced ½¢, but the cleaned article is unchanged. There is some speculative demand for peaches and prices will undoubtedly advance. Apricots unchanged.

Rice—In good demand and market very strong. The demand is running largely to Javas and domestic Japans, which are relatively cheaper than the domestic sorts.

Cereals—Oat and corn goods unchanged, but the large mills are still oversold and shipments are delayed from two to three weeks. Barley has advanced 25¢ and the mills are also oversold on this article.

Syrups and Molasses—There has been no change in price, although compound syrup is ruling below what it should bring in view of the advanced glucose prices. No change is likely soon. There is no particular change in sugar syrup, which is in no demand whatever in a grocery way. Prices are unchanged. A little more is doing in molasses, although not so much as is usually done at this season. Prices are gradually lowering as the season advances.

Tobacco—There is a serious hitch in the completion of the Continental Tobacco Co. President Weissinger, of the Weissinger Tobacco Co., has withdrawn

his offer to sell his factory, and the report has been circulated that Daniel Scotten & Co., of Detroit, will likewise refuse. Mr. Weissinger was to be a director of the Continental and was to manage his factory at Louisville, on which the Continental took an option at \$500,000. Since then matters have got into a tangle, and he has now withdrawn his offer to sell. Report has it that another new and powerful combination is being formed and that, as President Duke is objecting to the prices Scotten and Weissinger are asking, the gentlemen have decided to go in with the opposition, which is probably the Union Tobacco Co. The belief of the tobacco trade generally is that the Continental will be formed, but without all of the eight factories on which options have been taken. Mr. Heath, the promoter who got the options originally, has been in Louisville to get Weissinger back in line, but has failed.

Provisions—There has been a slight shading of prices at packing points on some lines, but the whole list is virtually unchanged. Some packers are asking more for medium hams, but others will still sell at the old prices. Both pure and compound lard is unchanged, the demand being apparently sufficient to clean up the supply, although the make is considerably heavier than during the summer months.

Salt Fish—John Pew & Son (Gloucester) write the Tradesman as follows: The mackerel catch continues light. Stock on hand is unusually small and prices are somewhat higher. Although present prices are high, we do not look for any decline until the new catch comes in next June and the following months. We still believe there is an abundant supply of mackerel in the waters off the U. S. coast, and our usual catch of former years is coming around again. Although, perhaps, it may not be next year, it is not many years away from us. The catch of fresh fish this year has been large. Something like fifty million pounds have been landed at this port to date. Of this amount nearly 150,000 to 200,000 quintals have been split and salted for the whole fish and boneless trade; and this amount, added to receipts of salted codfish kinds from the fishing fleet (another 150,000 quintals), will make the amount of salted fish that has been landed at this port and cured or in process of curing, to date, about 350,000 quintals. There are about thirty vessels to arrive on their second trips from the Grand Banks and they will bring home probably about 40,000 quintals of codfish. We think the total catch of codfish and other ground fish, salted, landed at this port this year, will amount to about 450,000 quintals. Some persons say the consumption of salted codfish is decreasing, compared with thirty years ago, but we do not think that there has been any great change. New conditions have arisen during the above period and changes have been made to meet them; and because the business is done now so differently from in the older times, it gives occasion for some pessimistic talk in some quarters. Fish kinds have been one of the great staples in the food product and always will be as long as the sea and land exist. More care is taken to-day than ever before in preparing salted fish for market, in neatness, taste and cleanliness.

Wagner & Angell succeed Wagner Bros. & Angell in the lumber and shingle business.

The Produce Market.

Apples—Dealers hold No. 1 fruit at \$2.50 and No. 2 at \$2.25. Choice stock brings as high as \$3@3.25, a local handler having sold a car of fancy Ben Davis fruit at \$3.10.

Beets—25¢ per bu.
Butter—Dairy is a little more plentiful, but choice grades command 17@18¢. Factory creamery is in ample supply at 20¢.

Cabbage—\$3 per 100 heads for home grown.

Carrots—20¢ per bu.
Cauliflower—\$1 per doz.

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

Cranberries—The market is stronger and higher, Cape Cods having advanced to \$7 per bbl. and \$2.50 per bu.

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

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

Evaporated Apples—The market continues to strengthen, local buyers having paid as high as 9¢, with every indication of a 10¢ market in the near future.

Game—Local dealers pay \$1 per doz. for rabbits and squirrels; 7@8¢ for venison; 10@12½¢ for venison saddles; 4½¢ for ducks.

Grapes—Scarce and high. A few Concord can be had for 15¢ for 8 lb. baskets, but nowhere near enough to meet the consumptive demands of the market, to say nothing of the shipping demand.

Honey—10¢ for buckwheat and 11¢ for white clover stock.

Onions—Spanish have declined to \$1.25 per crate. Dealers pay 25¢ for Red Globes and Red Weatherfields, holding at 30@35¢.

Pears—Keepers are still coming in on the basis of \$1 per bu.

Pop Corn—50¢ per bu.

Potatoes—The market is quiet and weak, prices ranging from 22@27¢ per bu.

Poultry—Local dealers pay as follows for dressed stock: Spring chickens, 7@8¢; fowls, 7¢; ducks, 8@10¢; turkeys, 10@11¢; geese, 8@10¢.

Squash—½¢ per lb. for Hubbard.

Sweet Potatoes—Virginias are steady at \$1.50 per bbl. Jerseys are firm at \$2.50.

Turnips—25¢ per bu.

The Grain Market.

Wheat during the week has been very steady, with an improved tendency. The causes were large exports—which would have been still larger could vessel room have been had—and small stocks in all the grain centers on the continent, as well as in the United States. While they were large last year, they have been equally as large, if not larger, thus far this year. This goes to show that one large crop will not make extremely low prices and we need several large crops to bring wheat down to the 50¢ mark. The visible gained 2,194,000 bushels, against 2,900,000 bushels last year, which leaves the visible 15,000,000 bushels less than last year. The total receipts of wheat since the beginning of the crop year have been 125,000,000 bushels, against about 120,000,000 bushels last year. If farmers will act conservatively in selling, they are masters of the situation and can dictate the prices that foreigners will have to pay, which, in our opinion, they are doing, as they are selling almost every other produce and holding onto their wheat, at least at present, as will be seen by the small amount received in this market and the small number of cars.

Corn has hardly held its own, owing to the fact that the demand is hardly as large as was expected. However, corn is good property. The Government crop report on corn was overestimated, which will be demonstrated later on, when the husking will show that more

or less is off grade and inferior, which will cut quite a figure in reducing the quantity.

Oats has gained strength, owing to the short crop, and is good property to keep for an advance.

Receipts of wheat during the week have been very small, the smallest for this time of the year for several years, being only 37 cars. The receipts of corn were 18 cars, and of oats 9 cars.

Millers are paying 63¢ for wheat.

C. G. A. VOIGT.

Flour and Feed.

The influence of war rumors which affected the market for a couple of weeks has been quite marked and has resulted in stimulating values to the extent of keeping buyers and sellers apart and depressing, to quite an extent, the volume of business. Since the exchange of notes between England and France has become more pacific and there seems to be no good reason to fear an outbreak of hostilities, the market has quieted down to normal conditions and buyers again begin to take hold with confidence. The export movement continues to be very large and, in all probability, will continue to be so until toward spring, for, in the face of large shipments from America, both British and Continental stocks continue to decline. The facts about the Russian crop do not seem to be obtainable to a satisfactory degree of certainty and will probably remain as heretofore—an enigma to keep the trade guessing. Of one thing we are certain, and that is they have not been rushing any large surplus to market. The city mills are all running steadily, with a fair supply of orders ahead.

Feed and meal are in good demand, but relatively cheaper than coarse grains. Millstuffs are firm and moving freely.

WM. N. ROWE.

Hides, Pelts, Furs, Tallow and Wool.

Hides show lower value on a good demand. All orders are filled and there is no accumulation of stocks. Prices are, in reality, 1¢ per pound off, although one or two cars have been sold at ¼¢ higher. The country take-off counts for but little.

Pelts are lower in value, with good demand for the few that are offered.

Furs open up at extremely low prices and an uncertain demand. Any quotations of to-day would be nominal, as no trade has developed calling for certain kinds, and values for export must be based on the last London sales. The season is not yet open.

Tallow is quiet, with a fair demand for fresh stock.

Wool has sold freely at seaboard, as some holders were forced to sell their large holdings to cover losses from outside. This has resulted in lower values. Manufacturers were ready to take freely at the low price, although the trade generally holds at higher prices. The volume of sales is less. There is no movement of consequence in Michigan wools.

WM. T. HESS.

Jennings & Rice have embarked in the grocery business at Ionia. The Clark-Jewell-Wells Co. furnished the stock.

E. E. Johnson has opened a grocery store at Allegan. The Lemon & Wheeler Company furnished the stock.

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

The Eaton Drug Co. succeeds Henry Eaton at 37 Monroe street.

Woman's World

Some of the Advantages of Self-Conceit.

If a good fairy, contemplating standing godmother to some fortunate girl baby, should ask my advice about the most useful and valuable gift she could bestow upon her, I should unhesitatingly reply: "Give her unlimited self-conceit. If she has plenty of that she won't need anything else. It is true she may make other people very, very tried as she goes through life, but that won't matter, for she will never find out there is anybody else besides herself."

For, behold! I have long considered the ways of the self-conceited woman and I am convinced that it is folly and waste of time to envy the rich and beautiful and great. The only perfectly enviable person on earth is the thoroughly self-satisfied woman. Of course, women don't have a close monopoly on self-conceit. Men have plenty, but it is a blessing in which women have the advantages. It is impossible for a man to go very far without getting some lick from life that jars his self-esteem down to its very foundation stones. Men are not careful of each other's feelings. I have heard one cut a complacent bore's story short in a way that made my hair stand on end with terror and admiration. If they think a fellow a fool they seldom take the trouble to disguise their

opinion, and probably not one man in a million makes a practice of going around telling other men how young and handsome they are looking and how becoming their new hat is. Women, on the contrary, expect continual compliments, even from each other, and we are darkly suspicious of one who never tells us our new frock is a dream, and that positively, and without flattery, we grow younger every year. We never forgive her for it if she does not, and set her down at once as a cat.

For most of us, these delightful and exalted moments when we think well of ourselves are varied by depressing days and weeks when we sit in the ashes of humiliation at our lacks and failures. But now and then one meets the supremely self-satisfied woman, and it is then one has an opportunity to see that self-conceit is the real armor against all the trials and tribulations of life. Having that, everything else has been added to her, or at least a perfectly satisfactory substitute, and she goes triumphantly forth, a shining mark for the envy of the world.

Consider for a moment what a blessed privilege and how restful it must be to know you are always right and are acting for the best. Most of us spend one-half our lives doing things and the other half repenting them. Not so the self-satisfied woman. It is one of her immeasurable advantages and where she comes out strongest. It is also one of

the reasons why so many good women are the most unreasoning and despotic tyrants on earth. They don't mean it and it is just because they are so cocksure they know everything that they boss their family out of their lives. It never occurs to such a woman that her opinions may be idiocy and her theories are probably cranks and that at any rate, no matter what they are, she has no right to impose them on other people. So, if she has dyspepsia, she starves her children along on health-food abominations; and if she is nervous, nags her husband to death with dissertations on the injurious effects of tobacco, and salves over her own conscience with the reflection that she knows so much better than they do and is only doing it for their own good.

Then, think how delightful it must be to be able to always bob up when there's any call for a Solomon in your community. The one thing the self-satisfied woman finds it hardest to get over—the one crumpled rose leaf under her forty mattresses of ease—is the stupidity of the world in general in not letting her manage their affairs for them. She knows exactly how they ought to do and could tell them precisely where they make their mistakes. Does the Widow Smith's boy, who has been the prodigy of the village, come home in disgrace from college? It is just as she could have told them. She knew all the time he ought to be apprenticed to the black-

smith, instead of the muses. Is pretty Sallie Jones, who married the handsome stranger she met in town, left a forlorn and deserted woman, without friends or money? It never surprises her. If Sallie had only married ugly and steady-going Bob Brown—like she should have advised if her opinion had been asked—everything would have gone well. There may, at times, be moments when the conceited woman has a brief wavering uncertainty about her own infallibility, but it is never about whom people ought to marry. She always knows that better than the interested parties themselves, and the only reason of the prevalence of so much divorce is because she is so seldom consulted.

It is generally thought that vanity is a weakness peculiar to beauty. Never was a greater mistake made, and, for my part, I am never more filled with wonder and awe at the merciful provisions of Providence than when I meet an ugly woman who is simply consumed with vanity. That this is a common enough state one has only to look about him to see. What, pray, except the conviction that I am young enough and pretty enough to wear anything prompts all the inappropriate hats and gowns we see? If only the women with lovely arms and necks went decollete would there be any need for the moralists to start a crusade against low dresses? You know there wouldn't. There aren't enough pretty ones to be

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worth the attention of the preachers. Everyone of us knows some woman, homely and unattractive, and toward whom no man ever directed a second glance, who believes herself a fascinator from way back. Such women have their own blissful way of transmuting the most commonplace speeches into veiled compliments; they take a bare civility as an affection, and a courtesy as an evidence of a hopeless passion. Only this summer I was talking to a woman, no longer young and never anything else but plain and dull, who said nothing on earth would induce her to take even the shortest railway journey by herself. "But why?" I asked, innocently. "Oh," she said, with a conscious smirk and smile, "I—er—attract so much attention, you know. When I enter a train people always stare so, and it is so unpleasant to have men trying to flirt with me!" I fairly gasped at the idea. The woman was honest enough in what she said, and actually believed that men—business men, traveling men, the whole human family in fact—dropped their occupations and amusements to look at her when she traveled. Can you grasp the soothing joy and balm such a conviction must be to any feminine soul? Dearly as I like to travel—and I love the smell of bilge water in a ship and the stuffiness and chicken a la Marengo in a Pullman—I would be willing never to set foot in either again to feel that I was a \$10,000 prize beauty that glued all eyes upon me.

It is not contended that the complacent woman is an unmixed joy and comfort to the rest of us, but this is a selfish world, my friends, and she undoubtedly gets the most out of it for herself. No one admires the rhinoceros for the beauty of its hide, but it is probably saved many of the pin pricks that thinner-skinned animals suffer. It could never occur to the self-conceited woman that she was boring you, and so she lingers on with interminable stories of her children and her servants, secure in the feeling that she is as fascinating as a three-volume novel. Her paper at the club may be so dull it throws her auditors into a lethargy of despair. She never knows it. She eats at your table and says: "Oh, do you cook this this way? I always do something else, and it is so much better," and never marvels at the self control that keeps you from assassinating her then and there with the carving knife. She always recommends another dressmaker and dentist and milliner from the one you have, in a tone of voice that sounds like it read "Purveyor to Her Royal Highness, myself," after the manner of signs on London shops.

That we put up with the complacent woman at all is a mystery. That we don't rise up in mass and tell her what we think of her is stranger still, but most unaccountable of all is the way we give in to her. In society, who is it that leads—the most aristocratic, the most beautiful, the wealthiest? Not a bit of it. Some woman of imposing self-conceit holds a caucus by herself and elects herself leader of the 400—and leads. Don't we ask every day how Mrs. So-and-So got to be an authority? Nobody can explain it, but there she is, running things like she was sole owner with a patent right on them. Who leads the church and church societies? Some aged saint? I'd like to see her try it. That job has been pre-empted by some complacent lady who parcels out the stalls in the bazars to the rest of us and puts us on begging committees. Who

leads our clubs? The most cultivated and clever? Well, hardly ever. The woman who knows it all has decided it all before we found out there was a question before the house.

And so it goes through life, and, as Mr. Quay might say, in his picturesque political way, it is the self-conceited woman who is forever sipping the plum tree, and getting the best of the fruit every time.

DOROTHY DIX.

What to Substitute For the Disgraceful Carnival.

Written for the TRADESMAN.

Now that the carnival is a thing of the past and there is little or no prospect of another, the merchants, as well as the professional men, are ready to express themselves quite openly over the whole affair. One of Grand Rapids' leading citizens emphatically remarked: "I have not words to express my total abhorrence of the carnival. It was an unmitigated curse. The city was given up to all forms of lawlessness and vice, and the authorities did not intervene. One can not measure the harm which has been done youth by those four days of pandemonium. I saw more licentiousness and depravity in a short walk than I usually see in the course of a year. It will take years, if ever, for Grand Rapids to redeem herself from the evil effects of the carnival."

Those in favor of another carnival are as rare and far between as needles in a haystack. Nevertheless, the dangerous experiment has been of use in one way: It has proven that a special attraction in Grand Rapids and cheap rates on the railroads are conducive to business interests. Many people are brought to the city who would not otherwise come and while here they do trading. Many merchants are thus able to meet old customers, whom they would not otherwise see. There is no doubt that the right kind of an attraction is a good thing. The only question is, What shall it be in order to appeal to the highest part of man's nature instead of the lowest, and draw the educated, law-abiding citizens instead of the irresponsible and vicious element of our civilization? A reporter for the Tradesman called on several of the prominent citizens of Grand Rapids to learn their ideas of a desirable attraction to supplant the carnival another year. Their testimony was as follows:

John Blodgett: I should prefer Grand Rapids to expend a little of its strength now used on the carnival on the State Fair and make of it more of an exposition. Perhaps not so many people would come, but they would be representative and the undesirable element would be left out.

Lester C. Rindge: I believe in making the State Fair the important feature each year and using all our energy in making that a success. Arrangements ought to be made to have direct street car connection. Then I should advise evening entertainments of a high class at the fairgrounds.

Daniel McCoy: I believe in having things fair week. Illuminate the fountains and make the city as beautiful as possible. A good procession is not a bad thing, but, of course, the side shows and other bad features of the carnival should be eliminated.

Wesley W. Hyde: I have thought much about the matter, but have not yet arrived at a definite conclusion. Some one suggested to have a fine monument erected; but that scarcely seems practicable. I believe in making

the State Fair an important factor, and would suggest as an extra feature to have special attractions in the way of drama and opera at Powers' and the Grand and make the seats free to everybody that week. If that were not feasible why not have a procession representing the principal events in our history from the time of the Pilgrims to the present day?

Roger W. Butterfield: I should like to see the Grand Rapids people concentrate their strength on the State Fair and believe there is a splendid opportunity at that time to have a trade procession representing the growth of the principal industries in Grand Rapids from their early beginnings until now.

Gen. Byron M. Cutcheon: The State Fair could be made a great attraction to draw people to Grand Rapids. There could be also other attractions which would bring the class of people we desire to entertain. A musical festival like the May Festival at Ann Arbor, an art loan, or some fine lectures would bring visitors who would benefit Grand Rapids in more ways than one and help her to regain her lost reputation.

ZAIDA E. UDELL.

Pointed Sayings.

From the Boot and Shoe Recorder.

Don't jeopardize a good business by any outside ventures.

Keep the goods that people call for. If you don't they will cease to call.

Nerve is a mighty good qualification, but, as in other powerful stimulants, an overdose is dangerous.

The man who is looking for business generally finds it. With trouble it's a good deal the same.

Business is a lottery to a certain extent. Because a fellow draws one blank, though, he shouldn't sit down and say there are no prizes.

A bull disputing the progress of an advancing locomotive is typical of the attitude of labor organizations in regard to labor-saving machinery. And in both cases the final result is always the same.

Business men, remember the saying that genius is only a capacity for plenty of hard work. This knocks the romance out of alleged talent and puts it on a basis of common, everyday endeavor, where it belongs.

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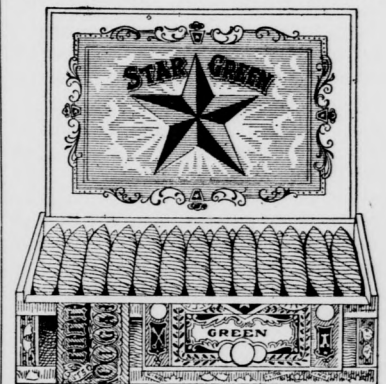
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E. A. STOWE, EDITOR.

WEDNESDAY, - - - NOVEMBER 16, 1898.

CONTEMPT FOR EDUCATED MEN.

Every now and then, somebody, whose opinion may count for much or little, as the case may be, rises up to say that the time spent in getting an education at college is wasted; that, in fact, it is the rule that men educated at college commonly fail in every department of life, while the uneducated or self-educated men are most uniformly successful.

Any discussion on this subject can only apply to the United States, since in European countries ignorant and uneducated persons can take no prominent position in public life, or even in social affairs. In this country, where every important place, public or private, is supposed to be open to each and all who can force themselves into it, the questions may well be asked: Is a college education worth the time and money it costs? Does it place those who enjoy it at a disadvantage in life? Is this a country in which ignorance is at a premium and is the best preparation for success in life?

But what is success? One sort of success is the acquisition of wealth. The plodding, persevering man of business and the shrewd trader may not need any education to enable them to get rich; but it may be worth while to mention the Americans who built up great fortunes. Of course, those persons who struck oil or were enriched by shrewd and not always honest speculations, and those who inherited fortunes, need not be mentioned.

John Jacob Astor, Cornelius Vanderbilt, Stephen Girard and A. T. Stewart were the first great founders of fortunes in America. Mr. Astor, although not a college man, was not only a great merchant, but a statesman of ability, although he never was in politics. He paid his tribute to learning by founding a great library. Commodore Vanderbilt, although largely uneducated, was a man of ability. He endowed a university. Mr. Girard, also not highly educated, showed his appreciation of learning by devoting his fortune to the founding of a college for poor boys. A. T. Stewart was a well educated man, and commenced his career as school teacher. He gave no money to educational enterprises. Within the last half century many millions of dollars have been given by uneducated millionaires in the United States to the founding of colleges and libraries, showing their

appreciation of the importance of educational advantages which it was their misfortune not to enjoy.

Prof. John Carleton Jones of the University of Missouri writing in the Forum Magazine for November, challenges a statement made by President Gilman of Johns Hopkins University to the effect that the American people despise college-bred men, and for this reason very few are to be found in the halls of legislation. Mr. Jones goes to the records and shows that, of the 15,000 men famous enough to be mentioned in Appleton's Encyclopedia of American Biography, 5,000, or one-third, were college graduates. But the statement was made that very few college graduates get into public life.

To offset such a statement, it is seen that in the Fifty-fourth and Fifty-fifth Congress 32 of the 88 Senators and 128 of the 357 Representatives were college men. The same proportion is in the Fifty-fifth, which is the present Congress. It is found that, of the 32 Speakers of the House, 15 were college men. Says Mr. Jones:

In the spring of 1776 the most famous Congress in our history met in Philadelphia—the Congress that passed the Declaration of Independence. John Hancock, the President of the Congress, was a graduate of Harvard. A committee of five was appointed to draft the Declaration of Independence. The members of the committee were Thomas Jefferson, a graduate of William and Mary; John Adams, a graduate of Harvard; Robert R. Livingston, a graduate of King's College (now Columbia University); Benjamin Franklin and Roger Sherman, both non graduates. Three of these men—60 per cent. of the committee—were college graduates.

In the early days of the Republic the most important public affairs were intrusted to college men. There have been twenty Presidents who were chosen by the people, and four who reached the Presidency through the death of the President. Of the twenty elected, eleven, or exactly 55 per cent., were college graduates. Of the twenty-four men who have sat in the President's chair, thirteen, more than 54 per cent., were college graduates. Of the twenty-four Vice-Presidents, 13 were college men. There have been 35 Secretaries of State. Of these, 22 were college graduates. Of 40 Secretaries of the Treasury, 20 were college men. Out of 55 Secretaries of State, 25 were college men, while of 36 naval secretaries, 18 were so educated. Of 21 Secretaries of the Interior, 11 were graduates, and of 38 Postmasters General, 20 were college men. There have been 45 Attorneys General; of these 20 were college men. The Supreme Court of the United States has had 58 justices; of these 40 were college men; and of the 7 Chief Justices 6 were so educated.

There is no reason to believe that any class of the American people cherish a contempt for educated men. On the contrary, public and private bounty is constantly increasing the numbers and facilities of institutions of learning, and when an important public duty is to be performed, the people choose the best man at their disposal, and education is usually an important factor in directing the choice.

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

OUR AGRICULTURAL EXPORTS.

A statement regarding the exports of the principal agricultural products of the United States during the first ten months of the present calendar year, which has just been issued by the Bureau of Statistics of the Treasury Department, shows that American farmers will receive in 1898 more money from abroad than in any preceding year.

During the ten months ending Oct. 31 the value of breadstuffs exported amounted to \$250,237,455, which is nearly \$65,000,000 greater than during the corresponding period last year, and \$38,000,000 in excess of the exceptional year 1892. There was also an increase in the exports of provisions, their total value for the past ten months being \$162,880,643, as against \$146,607,030 in the corresponding months last year, and \$123,508,568 in 1892. The value of the cotton exports for the ten months was \$13,000,000 in excess of that for the corresponding period last year, while the number of pounds, 2,670,474,308, was larger than in any corresponding period in the history of the country.

With the exception of barley, the value of every grain exported during the ten months ending Oct. 31 was greater than that of the same grain exported during the corresponding period last year, as the following will show: Corn, \$62,701,019 in 1898, as against \$48,603,143 in 1897; corn meal, \$1,528,242, as against \$1,093,188; oats, \$14,726,420, as against \$9,812,398; oatmeal, \$1,376,039, as against \$899,225; rye, \$7,711,095, as against \$3,735,287; wheat, \$103,608,477, as against \$71,476,872; wheat flour, \$56,749,709, as against \$43,952,760.

The foreign demand for American corn seems to be steadily increasing.

During the past ten months 170,086,505 bushels was exported, as against 156,356,373 bushels during the corresponding period last year. Nearly all the European countries seem to be developing a taste for this cereal.

American oatmeal is also finding an enlarging market abroad. Forty years ago the use of this product for human food in the United States was confined to communities whose people were largely emigrants from Wales, Scotland or Ireland. It is only a little more than thirty years ago that the manufacture of oatmeal outside of these communities was begun. During the civil war period the production of rye in the United States was materially reduced, thus leading to the establishment of oatmeal mills. Gradually, not only has there been cultivated an American taste for this product, but it has secured a place in the markets of the world. The exportation of oatmeal in 1888 was only 4,329,293 pounds. In 1892 it was 20,908,100 pounds, in 1896 it was 38,592,304 pounds, and last year it was 47,310,251. During the first ten months of the present year it was 65,769,760 pounds, the greater part of which went to Europe. Last year Great Britain took more than one-half of the total quantity exported the Netherlands about one-fifth, the remainder being distributed to Germany, Austria-Hungary, Sweden and Norway, Denmark, Italy and the British West Indies and British Africa.

During the past ten months 4,986,614 pounds of oleomargarine, valued at \$427,026, was exported, as against 3,362,910 pounds, valued at \$328,124, during the corresponding period last year. There was also \$6,977,542 worth of the oil sent abroad, as against \$5,760,385 in 1897. The exports of cheese were

of the value of \$2,862,006, as against \$4,753,530 during the corresponding ten months of 1897. The exports of butter were of the value of \$1,930,649, as against \$4,213,010 in 1897. The dairy product showing, in fact, is not encouraging.

GENERAL TRADE SITUATION.

That the dulness and uncertainty in the stock market were the result of the attention given to political matters is proved by the fact that the outcome was followed by a prompt recovery in activity and in prices. It was not that injurious results were feared in the elections—there was no thought of danger to our financial policy nor the possibility of any disturbing action, whatever might have been the results of the elections—but people can not attend to business and give the time necessary to manage a political campaign, even in an off year. As to the purely speculative operation the gambling element found sufficient occupation in betting on the outcome of the elections. The recovery in stock activity and prices was prompt both in trusts and railway securities. The trading was very heavy in all branches. Bond sales were phenomenally heavy, over \$18,000,000 changing hands in two days of last week.

In the general volume of trade of the country there is yet no sign of diminution. Reports of clearing house exchange continue to exceed all records for the corresponding season of the year. The reports for October not only show a greater business than for any preceding October, but break the records for all months except one, December of 1892.

The decline in the price of wheat and other grains noted last week was followed by recovery and increased activity in Western movement and export, to be again succeeded by weakness on account of unexpected abundance and favorable weather. The outgo of wheat for the crop season exceeds that of last year for the same time, and that of corn shows still greater increase.

The general textile situation shows some improvement in demand for spring business, but low prices are still a discouraging element. Cotton has held at 5 31 cents during the week, a price which lowers all records. Woolen goods trade shows decided improvement and sales of wool continue, although largely at concessions from the speculative prices which had been so long maintained.

The encouraging feature of the iron trade is the continuance of the consumptive demand, which exceeds all records in that line. There is talk of demanding higher prices by many of the combinations of the various products, but it is scarcely probable that a change will be made which will shut out the demand which is springing up in so many European and other foreign markets. The week has furnished a number of encouraging contracts for foreign trade, besides an unexpectedly large number for domestic consumption.

The decline in the price of hides in the Chicago market has had marked effect in checking new business in boots and shoes, but the shipments for the year are still heavier than for any preceding one. Holders of leather are confident that the present stiff prices can be maintained as the checking of movement in the manufactured goods must soon create a demand to meet the needs of the season.

The United States sent 73,000 pounds of butter to Japan in 1897.

POOLING LEGISLATION.

The recent decision of the Supreme Court, declaring that the Joint Tariff Association was illegal because maintained in violation of the Federal anti-trust law and the interstate commerce law, has been a hard blow at the railroads. They seem to believe that combinations to maintain rates and to control trade are absolutely essential to their well-being, entirely oblivious of the fact that these same combinations are damaging to the general public and the mercantile interests, which the railroads are supposed to serve.

Ever since the passage of the interstate commerce act, more than a decade ago, during Ex-President Cleveland's first term, the railroads have been seeking for means of evading its provision, either by openly disregarding the law or by seeking by amendments to emasculate it. The very combinations which the Supreme Court recently condemned were organized for the express purpose of overcoming the prohibition against pooling in the interstate commerce act. No doubt, now that it is plain that no relief can be expected from the Supreme Court, a strong effort will be made to either repeal or amend the interstate commerce act when Congress meets.

In the meantime the great trunk lines, finding that it is no longer possible to evade the law, have wisely determined to obey it—at least for the present. At a meeting of the presidents of the trunk lines, held recently in New York, it was decided that, inasmuch as the decision of the Supreme Court made it impossible to longer maintain the usefulness of the Joint Traffic Association, the same should be dissolved.

It is very certain, however, that the railroads will not rest satisfied with their defeat, but will do their utmost to secure by legislation what they have not been able to accomplish before the courts, namely, to overcome the obstacles placed in the way of pooling by the laws.

Commenting upon the probable action of the railroads, a leading financial journal remarks:

No public announcement has been made in regard to the plans which the trunk lines may adopt to confer on the subject of rates, nor as yet has it been made known what step will be taken to bring the condition in which the joint traffic decision leaves the railroad companies to the attention of Congress with a view to pressing legislation that will enable them to form legal organizations and regular rates through a central organization of some kind. It would, however, seem that the prompt dissolution of the Trunk Line Association is a step in that direction, and it is to be presumed that other railroad bodies throughout the country will follow the example with a view to improving the chance of legislation modifying the rigor of the present law.

It is clearly the purpose of the roads to make a renewed assault upon the interstate commerce act in Congress; and in such an attempt they will again fail, as they have so often failed before, for the reason that the great mass of the people favor the interstate act and demand its enforcement.

ANYTHING BUT CONSISTENT.

Many German and French newspapers have taken occasion recently to criticize most severely the United States for making demands for territory from Spain as an indemnity for the expenses of the war. They prate about Yankee greed and characterize the conduct of the United States as that of "a conqueror

squeezing the last drop of blood from a fallen foe." This was the language of the Cologne Gazette.

Such critics evidently forget that, by way of indemnity for the war of 1870, Germany exacted from France 5,000,000,000 francs, a sum equal to \$1,000,000,000, besides the two French provinces of Alsace and Lorraine. As for France under Napoleon, she seized and annexed the kingdoms and provinces that fell into her power and took any other little things like treasures, works of art and the like.

In the opinion of the Tradesman, the press of France and Germany show enormous impudence in criticising the United States for exacting what is right and customary from a conquered nation, like Spain, and no attention should be paid to their growling. Let them growl; it is all they are likely to do in the premises.

A committee of well-known citizens of Washington has been appointed to arrange for a celebration of the centennial anniversary of Washington in 1900. The committee will call upon the President of the United States in a body, invite his attention to the coming anniversary, and suggest that in his annual message to Congress he call the attention of that body to this matter, with the view of securing the co-operation of the general government with the local government to make the observance of a centennial worthy of the historic importance of the event celebrated.

Markets and market rights seem to have a high value in England. The corporation of Sheffield has recently accepted an offer from the Duke of Norfolk to sell such rights, the purchase price being put at \$2,650,000. As large as this sum may seem to be, it is said that the income derived from the markets is so large that there will be no advance in the taxes.

The patent laws of Japan afford little protection to foreign manufacturers or inventors. A native may patent any trade mark of a foreigner if the patent be taken out before the real owner has moved in the matter. Then the only course open to the owner is to buy from the native the right to use his own trade mark in Japan.

At Newcastle-on-Tyne ship-builders and engineers are now very full of work, and the tonnage building on the Tyne, Wear and Tees is the largest on record. Only occasional orders can now be accepted, and at enhanced prices. The foundries and forges in the district are without exception busy.

Recent observations among Indians show that in South America, as well as in North America, the red woman lives longer than the red man. But the average duration of life is only seventeen years for both sexes in the South, and 22 per cent. of the Indians die during the first year of life.

Indiana now ranks second as a State in which fruits and vegetables are packed, Maryland being first, Indiana second and New Jersey third. Indiana now manufactures 25 per cent. of the canned goods produced in this country.

The 15-cent lodging-house for working women which the Salvation Army has opened in Chicago is still in the experimental stage, but it has attained a measure of patronage which foreshadows its success in the commercial sense.

STORE AT SILVER CROWN.

Why Its Owner Stayed at the Diggings.
Written for the TRADESMAN.

It seemed to me, as I stood on the one stone step leading up to the door, that the place scarcely deserved the name of store, yet it was known at Silver Crown as "the store." It was a one-story log cabin poorly built, and now, after years of exposure to the winds and snows of winter and the almost torrid heat of summer, was dilapidated and forlorn. Its one window, with its eight little panes of glass, impressed me as having grown weary, looking out over the barren hills, and as welcoming the spider-webs which dimmed its vision. The roof was made of boards covered with sod and earth. A cactus, that rank and never-failing product of the dry Colorado climate, had taken root in the earth of the roof, only to add to its outward ugliness, for it had died after a brief existence and now stood brown and dry, rustling mournfully as the breeze stirred its dead stalks.

Silver Crown! What a world of wealth the name suggests; and yet it would be difficult to find a poorer place or one more devoid of natural beauty. Hills everywhere—bleak, bare hills without a tree or blade of grass and upon which the cactus lives a withered and miserable existence. Here once had lived feverish hopes. Here frenzied miners and prospectors had spent their time and money in trying to get wealth out of the barren hills. They called the place Silver Crown; and, as "Hope deferred maketh the heart sick," they had at last given up and gone elsewhere, leaving only a few stranded "old-timers" who still had faith in Silver Crown's bare, bleak hills.

To supply the needs of these few miners and the occasional cowboy who at times journeys that way, the store still exists. And what a store! Inside it was equally as unpromising in appearance as it was outside. Along one side of the room was a set of narrow unpainted hemlock shelves, the natural color of which, aided by time and generations of flies, had long since disappeared. On these shelves was displayed a portion of the stock in trade of the Silver Crown store. In one place lay a pile of blue denim overalls, while alongside stood a Mason fruit jar containing half a dozen sticks of ancient striped candy. Canned goods stood side by side with miners' brogans. Blasting powder in small wooden kegs kept company with Arbuckle's coffee in paper packages. Picks, hinges, bolts and Frazer's axle grease hobnobbed with plug tobacco and crackers. In the farthest end of the room was a cook stove that had never known the magic touch of store polish, and in the corner was a rude, unmade bed, the very sight of which suggested creeping things and sleepless nights. Opposite the shelves was a motley array of barrels and boxes. There was a barrel of sugar between one of onions and another of potatoes. A large partly-cut cheese reposed on top of a barrel of kerosene oil, while beside the oil was a keg of sorghum molasses, with its attendant sticky measures. Last, but by no means least, there was a fine smooth barrel with brass hoops, labeled rye whisky.

I had ample time for observation, as it was fully half an hour before any one appeared. Then a boy of 14, or thereabout, hatless and in overalls much too short for him, and mounted on an old burro, rode leisurely up to the door.

Without dismounting he asked if I "wanted suthin'."

"Are you the proprietor?"

"Nope. Dad is, though."

"Where is your father?"

"Up in the hills a minin' at his new prospect hole."

"How far is that from here?"

"Up yonder on the big hill, 'bout two miles. We saw ye a drivin' up to the cabin in yer buggy, an' dad sed he guessed ye wuz one o' them drummer chaps, an' he sed fur me to tell ye thet we didn't want nuthin'."

"And if I wasn't a drummer chap?"

"Wall, then he sed, if ye wuz a collectin' fur anybody, thet ye'd hev to come agen', ez he didn't hev no money; but ef ye wuz a lookin' fur to buy a mine, I wuz to git ye suthin' t' eat an' hev ye stay till he kem down."

"What did he say if I was neither a collector nor a buyer of mines?"

"Wall, he sed he guessed, ef ye wasn't none o' them, thet ye'd b'en in the cabin 'longside o' thet barrel o' whisky 'bout long 'nough to be good 'n' drunk; an' dad gits a dollar fur gittin' a man drunk, an' he sed thet ye'd better give me the dollar."

"Well, as I haven't touched the whisky, you don't expect me to pay the dollar, do you?"

"Ye hev'n't even tak'n a drink? Wall, thet's funny! I reckon thet thar ain't 'nother man in this county could stan' it to hev a chance like thet an' not take it. What ye a doin' in these parts anyhow?"

"Oh, I'm looking around for things to write about."

"O Lord! To write 'bout! Thar ain't nuthin' 'round here to write 'bout, 'ceptin' the hills an' the sky—we hev right smart o' them."

"Yes, I see that you have a good many hills—don't you get tired of looking at them?"

"Oh, yes; but ef thar wa'n't no hills thar wouldn't be no Silver Crown; an' what dad an' me'd do without Silver Crown I don't know. Ye see, it's this way: Dad knows thar ain't nuthin' wuth diggin' fur in them hills; but I wuz born here, an' when I wuz born, mam she died, an' dad buried her down thar whar ye see them green cactus. Them's the only things thet grows here, an' them's the only green cactus thar is 'bout here. Dad an' me waters 'em reg'lar, an' dad won't hear tell o' leavin' Silver Crown even ef 'tain't no good, jest 'cause mam's buried here. He says she stuck to him when she hed good cause fur leavin', an' he's goin' to do jest the same by her. When he ain't up a diggin' in the hills, he's a sittin' down thar side o' mam's grave. I often wake up o' nights an' feel ef dad's in bed side o' me, an' ef he ain't, I know he's down a sittin' side o' mam's grave. The men 'bout here say as how dad's locoed—thet's cracked, ye know; but he jest can't natchully stan' it to be out o' sight o' mam's grave. When them cactus blooms—ye know they hev a big yaller flower—dad allers wears one o' them blossoms on his bosom. I'd like to lick them fellers when they say dad's locoed, fer I don't think he is, do you? I guess ye won't find nuthin' 'bout here to write 'bout, stranger; but thar's a big camp, called Jaw Bone, 'bout fifty miles south o' here, an' thar's lots a goin' on thar—killin's, an' sich. I shouldn't wonder ef ye'd find a right smart to write 'bout thar. Goodday, stranger; I'll hev to go up an' see how dad's a gittin' on."

Suiting the action to the words, the boy belabored the burro with a piece of pick handle, which he carried for the purpose, managing to excite the little beast into a slow trot, which subsided into a slow walk the moment the clubbing ceased.

No, there wasn't much to write about at Silver Crown. "Thar warn't no killin's, an' sich;" but there were lives being lived in their own rude, pathetic way.

MAC ALLAN.

Fruits and Produce.

How the Apple Crop is Regarded in Gotham.

From the New York Tribune.

There is no fruit which is used so universally for food as the apple; it keeps better than any of the other fruits, ripens later in the season, and grows in greater abundance, and is as well both healthy for consumption and pleasant to the taste. The apple is world-renowned and furnishes the greater part of the fruit supply in winter for all temperate climates. The first varieties begin to come to market as early as June, and as many of the hardier winter kinds will keep until that time, it may be said to be for sale all the year around.

Many apples are each year ground up into cider, the best cider apple being the tough, acid kind, but the smaller, irregular shaped ones of all kinds are used, especially in seasons when the crop is plentiful. Another great use for apples is as dried fruit, and so much are they used in this way that many whole sections of country are given to raising the fruit for drying. Various machines have been invented to facilitate the work of paring, coring and slicing apples, as well as for extracting the juice or evaporating them, and large plants have been established to supply the demand in the market for apples of this kind, which will keep many months, often for years, in all climates, and when cooked retain much of their original good taste.

But the great use of the apple is for table consumption, either raw, as a dessert or cooked in pastry, or baked and stewed in jelly or sauce. And each autumn large supplies of them are sent from the farming sections to the cities. The great apple section of this country is in the New England States, the Middle Atlantic States and some of the Central States, as Ohio, Michigan and Missouri, and throughout the cultivated parts of these States can be seen many immense orchards, which begin in September to show the ripening fruit which has hung on the trees all summer, growing in size and color as the months passed.

Of the summer apples the Early Harvest, which comes the first weeks of July, and has a bright straw-colored skin, stripped with red, is a favorite, and, with the Red Astrachan and the Strawberry apple, both of which are deep red and pleasant to the taste, is the principal apple of the early comers.

September brings the Pippins, which, in their many sizes, kinds and names, are all most deservedly popular; they share their season with the Maiden Blush, the Gravenstein, a very fine apple of German descent which is considered one of the finest apples grown in Northern Europe, and still another foreign-born apple, the Duchess of Oldenburgh, which originally came from Russia, and which, with its finely-grained yellow skin, streaked with rich red, and its delicious juicy flavor, is much sought after during the early weeks of the apple season. It ripens rapidly after being picked, and lasts but a few weeks.

Of the winter apples the oldest two and best known kinds are the Greenings and the Baldwins; both are suitable for table use and for cooking, and so great is the demand for them both in this country and abroad that they are grown in large numbers.

The Baldwin heads the list of the apples from New England; it is a native of the Bay State, and is more largely grown for market than any other variety. It is a large, finely-colored apple; its skin is deep crimson red, dotted with russet spots, and its rich, tart flavor makes it a great favorite; ripening in November, it lasts throughout the winter, being at its best in January.

The Greening, or Rhode Island Greening, as it is often called, is one of the most familiar of the winter apples. Large and round in shape, it has a smooth, oily skin of dark green, often with a faint blush of red on one cheek; it is serviceable alike for eating raw

and when cooked; the trees bear freely and the fruit keeps from November until March hard and sound.

Next to these two kinds the Newton Pippin is in general use. Cultivated in immense quantities in both New Jersey and New York, it is a great favorite both for home consumption and for the export trade to Europe. Originally it sprang into existence in Newtown, Long Island, whence its name; it needs a strong, rich, warm soil, so that it flourishes much better in New York than New England. Along the Hudson River many thousands of barrels of this fine apple are harvested each year. The skin is of a dull green color, turning to an olive as it ripens; the flesh is crisp and juicy, and the apple possesses an exceedingly pleasant aroma and taste. It keeps the best of all winter apples, and can be used for eating from November until late in the spring, being at its best during the month of March. It is of this variety of apple that the greatest quantities are sent to England, where it is a universal favorite.

One of the many varieties of apples to come largely into favor within the last few years, although in a small way it has been grown for a great number of years, is the Jonathan, which is a fine eating apple and a most satisfactory one to grow. The variety was first produced on a farm near Kingston, N. Y., and was named in honor of Jonathan Hasbrouck, who introduced it in the markets. It is a round, medium-sized, dark red apple, with a white flesh which is often streaked with red, and is very juicy and tender. Undoubtedly it sprang from the Spitzenberg family, a still older and popular apple.

The Spitzenberg—Esopus, as it is termed—also originated along the banks of the Hudson, near Esopus, where it is supposed to have been planted from seed brought to America by the Dutchmen who settled this part of the country early in the Seventeenth Century, and is still raised in this section to great perfection. It is considered one of the best of apples, not only for its great productiveness, but for its great beauty, being of a rich dark red, dotted with yellow specks, and it has a delicious richness of flavor. The Spitzenberg family has many descendants besides the Jonathan, all of which are popular.

The Northern Spy, or Spy, as it is usually spoken of, is an apple which has been on the market for many years. It was first grown near Rochester, and is much used for nearby consumption. Hubbardston Nonesuch is still another favorite apple, a native of the town of Massachusetts of the same name, has a mixed red and yellow skin, is slightly acid in flavor, and ripens early in October, lasting until about February.

One of the prettiest of apples sent to market is the Snow apple, which was first cultivated in Canada and takes its common name from the color of the flesh. It is without exception the finest table apple grown. The Ben Davis attains its highest perfection in the Western States, and is a large red apple, handsome in appearance, which has been growing in popularity for the last ten or twelve years.

Nearly all the countless different kinds of winter apples are at their best during December, January and February, and are on the wane during the early spring months, and it is then that the russets are so much in favor, for these keep the best of all apples, often being in market as late as June. Of the russets the best-known kind is the Roxbury, or Boston Russet, which is grown in great numbers in its native State of Massachusetts; there are also the American Golden Russet and the Putnam Russet, the former grown in great quantities in New York and New Jersey for the Eastern trade, and the latter in Ohio for the Southern markets.

The apples for winter use are allowed to remain on the trees as long as the frosty nights will permit without danger of being damaged, when they are carefully picked by hand to preserve their soundness, this method being indispensable to keep the fruit in good condition. Late September and early October are the usual times for harvesting the apple

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.



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.

crop, and in many instances the fruit is placed in the barrels in the orchard for shipping, to prevent handling and avoid bruising. Some farmers, however, carry them to the barns or storehouses, where they are packed. Expert packers are employed, and tight, double-head barrels are used, the apples being placed regularly in the bottom and carefully filled in, the fruit being constantly shaken to pack it closely. It is piled some inches above the top of the barrel, when the head is put over, and a press, worked by a lever with either hand or foot power, is applied, which brings the apples into place in the barrel and closes down the head tight. Oftentimes they will be stored in the frostproof houses in the country, and sent to market at any time when the weather is mild enough to prevent freezing while on the way, and, again, they will be shipped as soon as packed and allowed to stand in the storehouses in the city, being sold as the demand calls for them. They come in large consignments to the city, in carloads, which are carried on the railroad floats to the "apple docks," along the shores of the North River, where they are disposed of in quantities to the jobbers, who in turn retail them to the grocers, and take still another step before they finally are bought by the real consumer, having been sold and resold many times since leaving the orchard of the farmer.

The farmer usually disposes of his crop to the buyers of large wholesale houses, although growers in many sections of the country send all their apples to commission firms each year. The crop will often be bought on the trees, the buyer taking all risk of sorting and packing; again, they will be purchased packed for shipment, the demand and the size of the crop regulating the price paid.

Apples are used in great quantities all over the country, and many thousands of barrels are annually exported, both to the West Indies and other Southern countries, and to European ports. The shipping of apples to England has increased greatly within late years, until it has reached immense proportions, and there are many firms in that country who keep their buyers in New York all through the season. The fruit is shipped on any of the regular lines, and if good, sound, hard apples are sent they usually stand the journey well; the freight rates are high, and it is only when the crop in England is at least a partial failure that much profit is made in the export business.

Like all other fruits, the apple suffered this year from the cold, damp weather of the spring, and the crop is light, good apples being scarce in many localities where there are large orchards. There is a fair supply of the medium and poorer grades, which keeps the price from \$2 to \$3 50 a barrel for the good ones, the others selling for less. The winter apples are coming rapidly to the markets, and most of the kinds offered for sale will keep in cool, dry places throughout the season, so that those bought now should be fit for use all winter.

He Was a Politician.

"Why don't you take steps to have this man who has traduced your character punished? He has unquestionably accused you falsely."

"I know it," said Senator Sorghum, thoughtfully, "but I'm afraid that by making a fuss about things that ain't so I might stir up a lot that are."

He Had a Pull.

"You keep your hand out o' them peanuts!" exclaimed the five-year-old merchant who had set up a store in the front yard of the parental dwelling.

"I won't nuther!" replied the five-year old customer, helping himself again. "My dad's the p'leceman on dis block!"

His Extra Meanness.

"Your replies are very tart," said the young husband.

Then he hastily added:

"But they are not as tart as those that mother made."

Variety of Fruit on Sale in Gotham.

From the New York Sun.
Just now the fruit stores on Broadway outrival the florists in their display of colors. The dark purple of the hothouse grape contrasts with the pale green Niagara, its sister fruit. The various shades of yellow shown in the lemons, oranges, tangerines and other specimens of the citron class, the ruddy hue of the apples, the russet of the pears, the red of the strawberry and the opalescent colors of the nectarine make a picture magnificent for wealth of hue.

It used to be a great achievement for some patient, toiling gardener to produce strawberries in his hothouse in time to display them in New York by the New Year, and so tenderly did those berries have to be handled that they never came out of the glass cases in the fruit stores until actually sold to some reckless customer who had \$5 to throw away on a tiny little basket of these dainty berries. Now all that is a thing of the past and New Yorkers are feasting on strawberries and many other fruits all grown out of doors, in the fertile gardens and fields of California and Florida or in the tropical groves of the West Indies. So quick is the transportation of fruits from those distant points and so carefully are they packed and cared for that only a few days after they are picked we have them in New York.

All these methods of quick transportation and of refrigerator cars have almost annihilated space and abolished seasons. Indeed, so far as fruits go, New York may be said to be without seasons. Each succeeding year shows an advance in the matter of obtaining fresh fruits here. There is now no month of the year when one can not get fresh tomatoes in New York, and now there are only two months when fresh strawberries are not in market.

The variety of fruits now in market is really marvelous. There are the strawberries from California, sweet, fully ripe, and of delicious flavor, selling at \$1 a box. Of pears there are six good varieties to select from—the winter Nellis, a large russet fruit, juicy and not too sweet; the winter Seckel, a small russet pear, sweet as honey; the Easter Beurre, a large green pear; the Forelle, the prettiest of all pears, almost a rose color with white flecks—all grown in California. Then there is the Beurre d'Anjou, a fine yellow pear with a red flush, which comes from Rochester.

Apples are so poor this year that but few of the fine large varieties usually in market at this season are to be had. All those now displayed are either from California or Oregon, and while their flavor in no way approaches the apples grown about here, they are beautiful to look at, and better than no apples.

Grapes are headed by the aristocratic and gorgeous Gros Coleman, raised in hothouses in this country and in England, sent to this market in their luxurious beds of soft, fluffy cotton, each bunch weighing from one and a half to two and a half pounds, and each grape rich, shining and dark as the eyes of the Orient. The stems, of a pale green, look too tender and fragile to support their weight of fruit. These grapes sell from \$1 to \$2 a pound. Other varieties of grapes which are plentiful and inexpensive are the Malagas, imported from Spain, 40 cents a pound; Muscats and Tokays from California, the Concord, Niagara, Catawba, and Delaware grown up State.

Yellow bananas in plenty sell at from 15 to 40 cents a dozen, while red bananas are scarce at \$1 a dozen. These come from Aspinwall, where the natives are inclined to let the red bananas die out, as they are too lazy to do the work required to cultivate them. The yellow fruit grows practically wild. There are 1,000 bunches or branches of yellow bananas brought here to one branch of red ones.

An Incentive to Be Good.

"If I should go to the bad place," she said, "I s'pose my wax doll would melt."

"It surely would," replied the elder, who thought there was a chance to impress a lesson on her.

"Well," she returned with a sigh, "I guess I'll have to be good then."

Who Gets the Oyster Trade?

The man whose oysters are the freshest and best flavored.

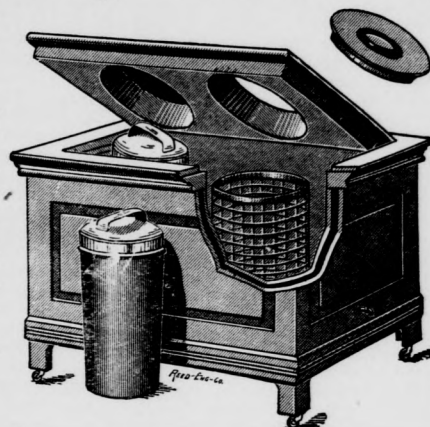
Who Loses Other Trade?

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.



J. WILLARD LANSING,
BURGE D. CATLIN.

LANSING & CATLIN

44 W. MARKET STREET
103 MICHIGAN STREET

Reference: TRADESMAN. BUFFALO, N. Y.

L & C

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 20c.

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.

N. WOHLFELDER & CO. WHOLESALE GROCERS.

SPECIAL DRIVE:
Rolled Oats, 50-lb. sacks, "fancy stock," per sack, \$1.50 net
Schulte Soap Co.'s Cocoa Castile, 1/4s in 15-lb. boxes, 8 1/2c per lb.

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

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

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.

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.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, Nov. 12.—The coffee market is certainly firmer at this writing and the strength is said to be "lasting." This is accounted for by light receipts at primary points—Rio and Santos—and to a better demand here. Dealers have plenty of offers of 6½¢; but are not disposed to consider anything less than 6¼¢. Whether this condition of affairs really means anything, time alone can determine. Rather more business has been done than usual. The amount of coffee here and afloat aggregates 1,110,999 bags, against 965,133 bags at the same time last year. Mild coffees continue in just about the same position as last week. Importers are not disposed to urge sales and seem to think the future has something better in store than the present offers. Padang Interior coffee is worth 24½¢@25¼¢ here, with fancy stock up to 30¢@32¢; Mocha, 17¢@23¢.

During the week the demand for refined sugars has hardly been as brisk as was anticipated, although, of course, the election interfered with trading to a degree. Doscher's new refinery is now offering granulated at the same rate as the other refiners. The market generally for refined can be called firm.

Teas are steady. The general tone of the market is firmer than it has been and a respectable amount of teas has changed hands during the week. There is still room for improvement, but as no change is now anticipated in the tax law, the situation is encouraging. Little has been done in invoice trading. There will be a special sale Nov. 17 of about 9,000 packages, mostly Formosas.

Rice buyers do not seem to be particularly anxious to take stocks beyond everyday wants, although it would seem that the situation warranted present purchases large enough to last all winter. The market is firm and the supply is not very large. Prime to choice domestic, 5¼¢@6½¢.

Continued interest is shown in the pepper market, but, aside from this, there is only the usual everyday trading in spices going forward. While pepper has made no further advance within a few days, cable advices are indicative of a strong feeling abroad and prices are expected to be higher at any time.

Molasses, new crop, is quiet. There seems to be very little demand beyond everyday wants, although the approach of Thanksgiving has, perhaps, been the cause of some increase in sales. Quotations are higher than seem warranted and buyers are holding off, expecting lower rates as soon as the supply becomes freer. Fair to good old crop centrifugal is held at 14¢@18¢. New crop, open kettle, 40¢@44¢; blends, 36¢@39¢. Syrups are steady. There is a fair volume of business doing and prices are firm for all grades. Good to prime sugar, 16¢@20¢.

Canned goods are steady for almost everything. The dearth of tomatoes that we have heard so much about is not likely to "materialize," if we may judge from figures given over their own signatures by twenty-two canners. They put up this year 488,915 cases, against 283,671 cases last year, besides 24,000 cases of No. 2. If a like increase is shown in other states, the output will be a "bumper" one. The Jersey tomato in cans is held here at 82½¢@85¢ and sells well. New York corn is firm at 65¢@70¢ for standard, with some fancy stock up to 90¢.

Awaiting the auction sale of dried fruits, the general market is rather lacking in animation. Raisins have arrived freely from the Pacific coast during the week, most of which are deliverable upon contract. Dates, figs and prunes are firm, especially the latter, which are in light supply. Nuts are firm, with the demand so good that an advance can be looked for at any time.

Oranges and lemons are selling well. Jamaica oranges, especially, are in demand, with supplies light. Both California and Florida oranges are also in good request, with the supply not at all large. Choice Sicily lemons are worth

for 300s, \$4.75 per box. Jamaica oranges, repacked, per bbl., \$6.50@8; California Valencias, \$5; Floridas, \$3 25 @5, as to size. Bananas are worth 90¢ @1.10 per bunch for firsts. Apples are scarce and high, especially for really nice stock. Kings, \$4.50@6 per bbl.; Greenings, \$4@4 50; Baldwins, \$3.50@4.

The butter market remains about as last week, with changes of the smallest kind. Best Western creamery, 23¢; firsts, 20¢@22¢; seconds, 18¢@19¢; thirds, 15½¢@16¢; Western June extras, 20¢; Western imitation creamery, finest, 17¢@17½¢; firsts, 14¢@14½¢; extra Western factory, Junes, 14¢@14½¢.

The supply of large size full cream cheese is rather small and quotations are firm at 8½¢@9¢ for fancy stock; white, 8½¢; small size fancy full cream, 9¼¢.

Fresh gathered eggs are scarce and demand is sufficient to send the price up to 26¢@27¢ for nearby stock. Western fresh gathered, loss off, sell without any trouble at 23¢; fair to good are quotable from 20¢@22¢, and from this the descent is rapid.

It is learned that Doscher's offering of granulated was the best product, so his refinery must be equipped for that as well as sugar.

Shippers of dressed poultry should be very careful in changing from iced to dry packed shipments. It is not safe to make this change until the weather is cool enough to cool the poultry out thoroughly; that is, to bring out all of the animal heat without the use of ice water. There are two conditions under which poultry will spoil in transit: If poultry is cooled in ice water, afterwards allowed to dry off and is then packed dry or without ice it will sour in transit. If cooled out naturally and afterwards packed in ice it will become slippery and turn green while in transit. It is, therefore, much safer to continue cooling your poultry in ice water and pack in ice until the temperature gets below 40 degrees Fahrenheit and remains at or below that point.

Afraid of Our Cider.

From the New York Commercial.

One of the latest products of this country to excite the competitive ire of our British cousins is cider—just plain cider—sometimes as hard as the patient Jerseyman can make it. It is said that the manufacture of cider has greatly increased in the last few years. This statement does not admit of much argument, as the ability of the United States to put out a good thing in quantities is not seriously questioned. But in view of our short apple crop, the thought arises that the foreigner may not have so much to fear from us as he supposes, at least for a year to come; that is, with regard to pure cider.

But the American is charged with sending, chiefly to England, a water sweetened and strengthened with potato juice. Of course, the shortage in the supply of apples will have no effect upon the output of this stuff. But the Anglicans need not be afraid. If our apple crop is too short to give the necessary body to our export of cider, generally speaking, our output of potatoes, or that much of it as goes into the distillery, will not likely be so wasted in making such a cheap drink as cider, when it can be more profitably employed in producing a first-class adulterant for rye whisky or fruit brandy.

The English need fear no inundation of cheap potato cider from this country. If we have the apples we will make the beverage; but while there are so many brands of "genuine old rye" to be maintained, potatoes for distilling purposes are not in the sweet drink class.

Its Real Name.

"This is the parlor, eh?" tentatively remarked the agent who was looking over the house.

"Yes," replied the old man Kidder, "but I usually call it the court room—I've got seven daughters, you know."

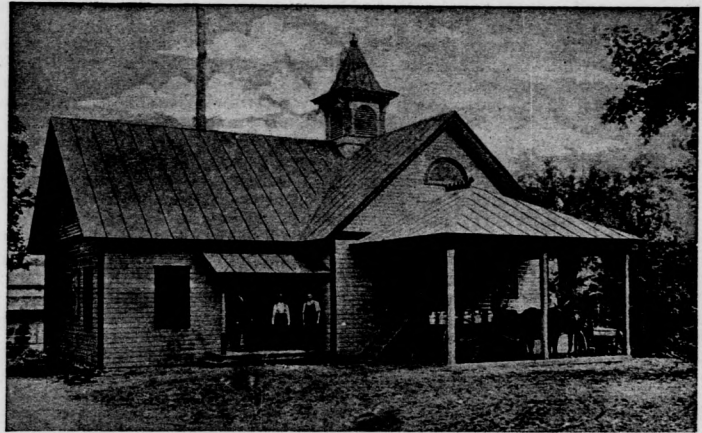
A wise man never differs from a woman except when she says something mean about herself.

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.

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.

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."

POULTRY CROP.

Estimates Compiled From Several Hundred Enquiries.

Chicago, Nov. 10.—The estimates given below were compiled from several hundred enquiries sent throughout Illinois, Iowa, Indiana, Wisconsin, Missouri, Nebraska, and also a few points in Kentucky, Tennessee and other Southern States. It is a reliable and unbiased opinion.

Notwithstanding that in nearly all instances the advices received touch upon the wet and cold spring as having been unfavorable for the hatching of the eggs, the crops of the different kinds will compare well with that of the year 1897. Cholera killed off a great deal of the young stock, as did also rats. Had it not been so, the crop would have been unusually large, and lower prices would have been the result. As it is, indications are that fairly remunerative prices will be obtained.

Turkeys: From the numerous reports received we learn that the crop of turkeys for the year 1898 will not vary much from that of last year—possibly 5 to 10 per cent. larger, or about 65 to 70 per cent. of a full crop. For the year 1897 the crop was about 75 per cent. of the crop of 1896 and 60 per cent. of a full crop. The increase this year, if any, was due to the high prices which ruled last year, in consequence of a short crop, which influenced farmers to increase their supply of turkeys. The wet weather and cold spring, however, had a tendency to kill off an unusual number of young turkeys. Besides, there was only a comparatively small number of turkeys carried over from last year and there was not the stock on hand with which to build up a new crop very fast. Hence the crop is not likely to be much larger than last year, and the general impression is that good-paying prices to farmers will again prevail. One thing noticed in our replies was that many reports indicated a later crop—anywhere from two to four weeks late.

Chickens: The crop will again be a large one—fully as large as 1897, possibly 10 per cent. larger—and as the crop of 1897 was 10 per cent. larger than 1896, it is generally conceded that the crop will be above an average. In nearly every instance the crop was reported the same as last year or larger. In some instances the reports note a smaller crop than 1897, but there are not enough of these to cut any figure in the general crop. In some sections rats, which have again been abundant, particularly at points where corn has been cribbed, killed off a good many chickens. The wet weather and cold spring also had the effect of lessening the crop of chickens. Notwithstanding the misfortune which visited some sections, other points made up for this loss, and the crop will be a large one and chickens will be plentiful.

Ducks: The reports again indicate a large crop for this year and it is fair to estimate that the supply of ducks will be as large for the year 1898 as it was in 1897, which was 15 per cent. larger than for the year 1896. The season has been quite favorable for the raising of ducks. Rains have been sufficient to keep the streams and creeks full of water. Besides, a great many ducks were left over from the year 1897, which laid the foundation for a good crop in 1898. The low prices which prevailed during 1897 naturally discouraged the raising of ducks in many sections, and some points report a material reduction. There were also losses from other causes, some correspondents mentioning the fact that snapping turtles ate and killed off many young ducks. Notwithstanding the shortage in some sections, others make up the deficiency, and the crop will compare favorably with that of last year.

Geese: The crop of geese, while not a full crop, will be quite large and is estimated at about 85 per cent., or about the same as last year to possibly a little larger. The cold and wet spring may have had some effect upon the hatching, but fairly good prices realized for the crop of 1897 induced parties to increase

the production, and the increase in some sections will make up for the losses in others. Prospects are that the quality of the geese will be better than last year, as grain is cheaper and farmers will be more inclined to feed than they were during the year 1897.

SPRAGUE COMMISSION CO.

Some Recent Fashions in Ladies' Footwear.

The woman who desires that her footwear shall be correct in every particular and entirely up to date requires a wardrobe well stocked with various styles of shoes for the winter. Much has already been said of the heavy, mannish style of shoe for women, which has largely superseded the lighter weight and thinner soled footwear worn in the past. She should, therefore, in the first place, have one or two pairs of heavy shoes in both black and russet for general outdoor wear. These walking shoes will have heavy soles, military heels, broad round toes and may have calfskin or kid tops. They may be laced or buttoned according to her fancy. The extent of her means will determine whether or not these boots are purchased ready-made or are made to measure by a fashionable bootmaker. The advent, however, of elegant factory-made shoes on the latest style lasts and from the most approved fashions and designs makes the ordering of footwear to measure unnecessary. There will naturally be, during the fall, boots for outdoor athletic exercises, golf, bicycle and mountain climbing. The woman who rides horseback must have a pair of patent-leather riding boots which reach almost to the knee. They are made just like a man's boot, with neither laces nor buttons, and with bull-dog toes and military heels.

Shoes for dressy occasions, for receptions and the like, should be fine dongola or patent-leather, buttoned-shoes with Louis XV. heels, and turned soles.

Women requiring heavy shoes for the street should have their footwear made of enamel leather, box calf, French calfskin or heavy kid, kid-faced. Patent leather shoes are almost universally shaped on the bull-dog last. Tips are used almost exclusively.

For evening wear high boots made of black satin, with pump soles and French heels, must be added to the collection. Some of them are heavily embroidered in jet. White satin high boots, or strap or buttoned slippers, are made to be worn with white or very light gowns. If the wearer prefers, instead of the satin slipper, she may have an oxford tie made of satin to match her gown. Handsome black kid slippers, either jet embroidered or finished with a large buckle, are also among the shoes for evening wear.

For rainy days the woman who doesn't care to be encumbered with heavy shoes has a layer of cork placed between the outer and the inner sole of her shoes. Rubbers are also made in every size and style of toe, so as to be worn on any shoe and be easily drawn on and removed.

Due To a Scarcity of Men.

He—According to the Scriptures there will be no marrying or giving in marriage in heaven.

She—Oh, that's easily explained.

"How so?"

"There will not be half enough men to go around—see?"

His Method.

"By the way, Smith, you never use perfumes, do you?"

"No," drawled Smith lazily. "I take a bath every morning."

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.

6 MOST POPULAR
ROASTED COFFEES
ON THE
MARKET

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.

MILLAR'S
ANDHELING JAVA
EDAL
OCHA AND JAVA



GURACOA
HARM JAVA
ROWN MIXED
REOLE JAVA AND
ARABIAN MOCHA

5
Diplomas

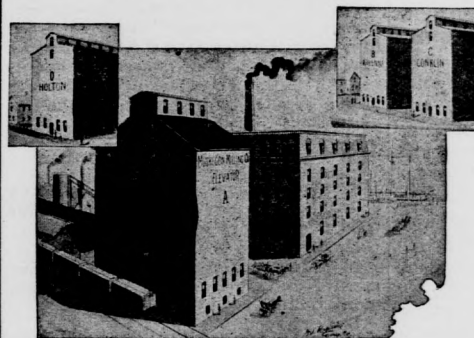
Awarded these goods at World's Columbian Exposition.

A Trade Mark
is
a Badge
of Honor

Try **MILLAR'S PEARLED PEPPER, Granulated.**

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

MUSKEGON MILLING CO., MUSKEGON, MICH.



Manufacturers of

**FLOUR,
FEED AND
MILL
STUFFS**

Receivers and
Shippers of

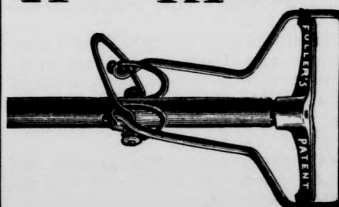
GRAIN

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.**

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.

Shoes and Leather

Some Pertinent Hints for Shoe Clerks.

Almost every one of you remembers your first day's experience in the store, and while some may not have entered into the position of a full fledged salesman at once, it may be worth while speaking a word here for the young man who is going to make his first sale this fall, says an exchange.

The average young man fresh from school or some other vocation is not the happiest mortal in the world for the first few days in the store; and as this has so far been an exceedingly busy fall, there will doubtless be a large number of "green" hands taken on to meet the rush that will soon be forthcoming.

Try and make it a point to give the young men spending their first day in your store a cheerful word by way of encouragement when the floor-walker or department manager introduces them on their arrival. Try and put yourself in their position, and the chances are that by looking back a few years you will remember yourself in the same place and recall the anxiety and worryment of your first experience at shoe selling. A careless "How do you feel?" and still more careless description of the stock and where to find things, is usually the reception that greets the newcomer, and then he is left to his own devices to trip up and stumble across every petty obstacle that his inexperience is sure to bring forth.

When a mob of unruly shoppers swoops down upon him a cold-blooded laugh or smile of his more experienced colleagues is often directed his way, as they notice his red face and flurried manner as he tries to serve half a dozen customers at once.

A little polite attention and more than two or three words as a greeting will be to that "green" hand like cold water to a thirsty man, and very likely make you a friend in the department who won't forget in a hurry what you did for him.

* * *

When you have been successful in making a sale, what do you do while your customer is waiting for his bundle? Do you begin at once to put back the goods you have been showing, and thereby give him the impression that you have given him more time than you liked? Or do you go off and talk to some other clerk and let him think that you don't care anything more about him, now that you have made your sale? Next time stay with him, and talk pleasantly, or try your hand at showing him some new goods, or something else you think will interest him. There is nothing more gratifying to a customer than to have a salesman take a genuine interest in showing and selling the right thing. Perfunctory methods spoil many an otherwise easy sale.

* * *

Do you ever stop and wonder what it is that makes the buyer of your concern look so worn and haggard? Did you ever stop and think whether the stock in your charge was heavy or light, whether there were not some things there you could easily dispense with? Are your profits large or small and couldn't you get a little better price for the goods in your department if you tried a little harder? These things worry the buyer and make lines on his forehead and his hair gray.

* * *

Are you satisfied with your present

position and your present salary? If you are, you better go and have a doctor look you over, for there is certainly something wrong in your make-up. If you are not, the quickest and surest way to get more is to earn it. Your employer is ready and anxious to pay you more salary, but he is like every other man, he wants his money's worth. He has had to work for his money; you will, too, for yours if you get it.

* * *

The clerk doesn't object to having advice thrown at him now and then, unless perchance he knows that the person seeking to give it knows as little about business behind the counter as an old-fashioned Arkansas razor-back knows about the currency question, says an exchange. The clerk is glad to get tips that are tips, but it makes his blood rise to have the same old things thrown into his teeth by people who imagine they are being original when in fact they are mouthing over some old stock sayings which must have been stale in China 2,000 B. C. They are glad to get pointers from shrewd, observant traveling salesmen, and it is really surprising how quickly a new kink of any kind in relation to store work, showing goods, either in the window or inside the store, card writing, special days, etc., will spread through the country through the services of this ubiquitous being. All of this applies, of course, to the real salesman, he who is trying to make his services worth more and more to his employer, therefore more valuable to himself. Services constitute the stock in trade of the clerk, and as the market is generally supplied with a vast quantity of ordinary stuff at a very low price, the clerk with brains realizes that it means work to keep above the crowd. —Shoe and Leather Gazette.

Perfect Harmony in the Store.

That is how everything in the store should go—perfect harmony, perfect co-operation between merchant, clerks, and customers. Each should have the other's interest at heart.

But this doesn't admit of carelessness, indifference, or lack of a proper amount of push on the part of the salesman when waiting upon customers.

Customers resent a lack of interest in their affairs as much as they do lack of attention.

It makes no difference how many pieces of goods a clerk may pull down; if he is a "Yes-ma'am, no-ma'am, twenty-five-cents-a-yard" sort of a fellow, he will never give the full measure of satisfaction, and the store that is filled with this class of clerks will never be the popular trading place of the locality.

A Lesson in Arithmetic.

Scottish School Inspector (examining class): Now, my little man, tell me what five and one make.

No answer.

Inspector: Suppose I gave you five rabbits and then another rabbit, how many rabbits would you have?

Boy: Seven.

Inspector: Seven! How do you make that out?

Boy: I've a rabbit of my own at home.

His Wife Was Conscientious.

Billiken—What's the matter, Williken?

Williken—Matter enough. You know, sometime ago I assigned all my property to my wife, to—keep it out of the hands of—of people I owe, you know.

"Yes."

"Well, she's taken the money and gone off—says she won't live with me because I swindled my creditors."

Boots, Shoes and Rubbers

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

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

See our lines for Fall before placing your orders.

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



We are the

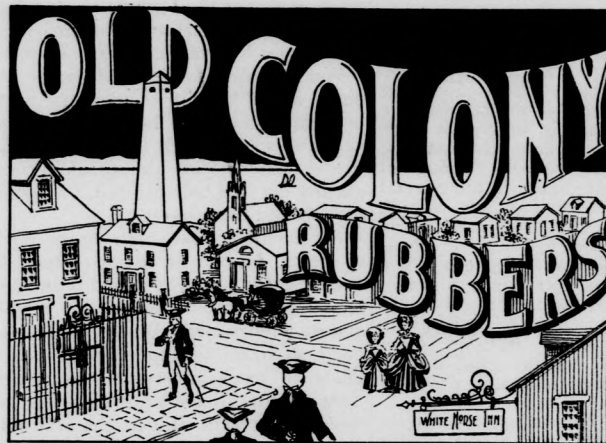
**Oldest Exclusive
Rubber House**

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

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

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

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



Write for Discounts

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

HEROLD-BERTSCH SHOE CO.

MANUFACTURERS
AND JOBBERS OF

GOOD SHOES

AGENTS FOR

**WALES-GOODYEAR
AND CONNECTICUT RUBBERS**

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

5 AND 7 PEARL ST.,

GRAND RAPIDS, MICH.

CITY GOVERNMENT.

Make the Mayor a Man of Power.

The most essential condition of successful city government is singleness of will. Treat the collective interests of your city as you would those of a great corporation. When this is done there is room for a great extension of collective action. Have a political seesaw of your own, independent of that arising from National elections. Make the mayor a man of power. Hold him personally responsible for the fitness and honesty of subordinate heads of departments. Let him hold the superintendents of schools, streets, the health officer, the chief of police, the boards, responsible for those under their direction. In business places have only those who know their business. Emphasize men, not party. Let everything stand in open light; thus unclean men who work in darkness only have no interest in it. In most branches of the civil service of cities technical training is vitally important. The man who knows how to do a thing is the only one who will do it right.

The authority given must be commensurate with the service required. One individual must be held responsible for the whole of one transaction. A stage coach on a mountain road would not be rendered safer with four drivers, one for each horse, or one for each of the guiding reins. Doubtless the coach might not be driven on the wrong road under such conditions, but it would stand a good chance of being overturned.

The desire for a strong government for cities is not, as many suppose, a movement toward severity of individual restriction. It is not a device of the rich for the oppression of the poor. It is not a movement for a larger political force, or the abatement of agitators or other public nuisances. It arises simply from the need to hold some one responsible for administration. No one can be responsible for action beyond the limits of his power to act. In the National Government this principle is recognized. The President chooses his own administrative officers and acts through their action. The governor of a state has no voice in the choice of his cabinet. The county has no executive officer at all, and the mayor of the city is in the main a figurehead, except in those cities which give him the special function of police court judge.

The government of cities in America has been the most conspicuous administrative failure of our times. This arises from our effort to make republican forms of government do the impossible, to hold men to responsibility without giving them power. The affairs of no business corporation could be conducted in such fashion without immediate disaster. "Americanism" in this distorted sense means the methods of bankruptcy.

In any event the results of the diffusion of power in public action are wholly evil, and no city, or county, or state can be well governed that does not associate with exercise of authority personal responsibility for its results. The first need in good government is to enlist the services of men who know what ought to be done, and who will have the will and virtue to do it. Such men are called forth when the people feel the need of them. As matters now are we do not need good men, because we have no way of using them. In public office they can only watch and do

nothing. This does not suffice for a man of action. The affairs of the public fall under control of co-operative associations of thieves, for which the city furnishes a figurehead. The only way to get a good mayor is to make a bad one a public calamity. All constitutional checks and balances in administration are of but slight importance compared with the personality of man.

We deserve all the evil we receive, as well as all the good. The government of any community in all its grades is as good as the people are entitled to. As we have earned a better administration of National affairs, this we have received. As our interest in local affairs has waned, so have grown the evils of local corruption. It may be that bad forms of government are responsible for misrule, rather than the people themselves. Where this is the case the bad forms will be changed if the people deserve any better. And the present general movement for municipal reform shows that the people are becoming more alive to the need of reform in local affairs.

The lack of permanence in our population is the source of other evils. Migration diverts attention from local questions. A man who moves from place to place may be just as good an American—or sometimes better—as one who stays at home, but he is not so good an American and he is not so useful a citizen in his relation to local affairs.

The spoils system in politics in all its ramifications is the foe of good government. There can be no wise, economical or dignified administration of public affairs when places are given in reward of personal or partisan service. The spoils system has been to a great degree eradicated in National affairs, but in state, county and municipal politics it is almost everywhere still dominant. It is even growing worse in many of our large cities, because the purification of National administration has narrowed the sphere of its virulence. The "pull" and the "push," the "combine" and the "solid dozen," control our cities, and wherever the "boys" are "at work" there are waste, ineffectiveness and corruption.

The spoils system is in general dependent on the organization of the votes of the indifferent and the discontented. There are many causes for the prevalence of what is known as social discontent. Some of these a wise administration could avoid; others are inherent in human nature.

The predatory poor and the predatory rich feed upon and propagate each other. Two of the most noxious elements in our political life are the "friend of the poor" and the "tool of the rich." Both are parasites who live by the greed of those who want what they have not earned. And very often the two characters are united in the same person. His relation alters as opportunities change, just as the right bower of hearts becomes, as the trumps change, the left bower of diamonds.

The hope of getting something for nothing, which draws thousands of men to our great cities, makes of these same men the worst of citizens. Nothing worth having ever goes for nothing except to the thief. Hence arise great co-operative political associations, represented in the councils of every party, and whose sole business is, under party names, to work the offices for all they are worth. By the promise of something for nothing they hold together the worst elements of the community. Their work

is done in the dark, and their motto is, "Addition, division, and silence." While the people cry out for bimetallism, for sound money, for free trade, for free silver, for free Cuba—whatever they please—the political rings devote themselves to the picking of pockets. They look after the matters of street cleaning, police service, railway franchises, saloon licenses—and so long as these profitable enterprises are in their hands they care not who has the glory or who puts up or down the figureheads of authority.

DAVID STARR JORDAN.

For Thanksgiving.

The Michigan Central will sell excursion tickets to all points within 150 miles, including Detroit, at one and one-third fare on Nov. 24. Good returning Nov. 25.

W. C. BLAKE,
City Ticket Agent.

We have . .

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

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

BROWN & SEHLER

WEST BRIDGE ST.,
GRAND RAPIDS, MICH.

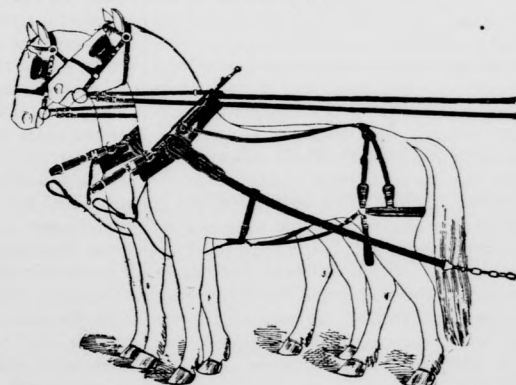
Mfrs. of a full line of

HANDMADE
HARNESS
FOR THE
WHOLESALE
TRADE.

Jobbers in

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

Orders by mail given prompt attention.



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.

DON'T GET WET

When in want of a new roof or repairs you can save money by employing skilled mechanics in this line. We have representatives covering the State of Michigan regularly, and if you have a defective roof, drop us a card and we will call on you, examine your roof and give you an estimate of the cost of necessary repairs or putting on new roof. Remember that we guarantee all our work and our guarantee is good.

H. M. REYNOLDS & SON,
PRACTICAL ROOFERS, GRAND RAPIDS, MICH.
ESTABLISHED 1868.

The Catalogue Versus the Drummer.

Written for the TRADESMAN.

The wholesale catalogue is abroad in the land and price lists describing all manner of wares and urgently soliciting orders are thick as snowflakes in winter. The aggregate of mail order business is large, most of it on lines for which traveling representatives from several different houses are covering the very territory from which the catalogue orders are sent. How to get at this trade, or a share of it, is a problem to which every traveling man who "thinks with his head" may well give attention.

If, for the same grade of goods, he can quote prices as low as the catalogue, the good salesman, representing a reliable house and equipped with a good line of samples, has manifest advantages over all printed price lists. This for various reasons: Every one prefers hearing a lecture or address to reading the stenographer's report of the same, and no written description of a play can convey the pleasure that is derived by witnessing its performance. There is much in the personal presence of the salesman and in his effort to sell. Added to the winning power of a magnetic personality is the fact that a buyer always prefers to see what he is getting; a sample is better than a perfectly accurate written description of any article, or class of articles. Then the salesman who has the confidence of his customer and is in close touch with his needs is often able to give valuable suggestions. Perhaps he can tell better than the buyer himself which of two lines under consideration will prove the better purchase; and from a fair-minded buyer he will receive all the confidence that his judgment and business conduct merit.

These are a few of what may be termed the positive considerations in favor of the drummer. But the catalogue has certain what may be called negative virtues and it would be well for the ambitious drummer to add as many as possible of these to his repertoire of salesmanly gifts. The catalogue is not obtrusive. It does not make what amounts to a demand upon a merchant's time and attention when he can not conveniently respond. It does not try to run his business for him—when told firmly, yet politely, five or six times that nothing is wanted, that is enough for the catalogue. It isn't always enough for the drummer. The catalogue doesn't try to entertain with obscene stories. It doesn't swear. It doesn't smoke. It doesn't drink bad whisky nor dally with the wine cup. And, let it be said with emphasis, the catalogue, whatever may

be its shortcomings, does not grumble. Not having to eat and sleep, it has no doleful tale of unsavory meals and unsatisfactory lodgings. Not being alive and sentient, it knows nothing of the ills of life and so does not seek sympathy to aid in bearing them.

O ye drummers, when you have traveled weary leagues to see a merchant, when your house is paying good money for your time and traveling expenses, when as a result of all this effort you have a man's attention, why bore him by rehearsing that your beefsteak at breakfast was tough, or that you have rheumatism in your right arm? No doubt the dollar-a-day house is frequently rank, and the two-or-three-dollar-a-day house oftentimes not much better, the soup apt to be cold and the butter strong and the piecrust soggy, perchance your bed is hard and the room cold, the wash-bowl actually gummy with dirt and the towels limp and inadequate—tell these things to the landlord if you will, to the conductor and newsboy on the train if you can, to your wife when you get home if you must find an audible expression for your woes, but don't, don't mention them to the man to whom you are trying to sell goods. He has heard all these things before. Besides, he "has troubles of his own" and does not care to listen to a recital of yours. His children may be sick, his clerks incompetent, his customers exacting, his losses heavy and his gains light. Perhaps his dinner was not all that might be desired. You would be somewhat surprised if he complained of these things to you, still more astonished if he intruded them upon the sympathy of his customers. It is a free country—it is not the harsh edict of a despot that compels you to sell goods on the road. You have had as free choice as other men in the selection of a means of livelihood. Then do not grumble at petty annoyances, some of which are incident to the pursuit of every calling. If you would make your visits welcome, have a cheerful air, carry with you into the remotest sections something of the freshness, the newness, the up-to-dateness of the big world. Tell good stories, not chestnuts. Be ready to listen to the troubles of others, but keep still about your own. Then your coming will be hailed with gladness and your departure regretted.

The catalogue not only doth not behave itself unseemly, it is not puffed up. It doth not unduly exalt itself. No ten-foot pole nor other similar device is necessary to reach it. It comes to villages and small towns not as a result of chance or miscalculation or accident, but by purpose and intention.

How often is the country merchant somewhat amused, and more than annoyed, when a drummer takes pains to make it appear that it is only some peculiar combination of circumstances that allows him to make any stops in "such small places." This is the conversational refuge of a certain type of traveling man when he fails to receive the coveted order. He will tell how strange it seems to him to be in a little town, how dull it is, and the like. Then he will growl because he can not get a daily paper as soon after its issue as he is accustomed to. Poor misguided one, do you think anyone is deceived by this kind of talk? Do you think you will overawe the man you are talking to? The country merchant may not wear clothes of the latest cut and most fashionable material, he may not be quite up to date in all of his business methods, possibly he is somewhat of a foggy, but the chances are that he isn't a fool. You are supposed to know something about this man—what he is worth, how promptly he meets his bills, whether he is successful or the reverse. Do not flatter yourself that he knows nothing about you. He could make a very close guess what salary you receive. He knows that, whatever airs you may choose to assume, you are a servant and not a master, you go and come at another man's bidding. You may be a good fellow, you may be doing well and all that, but the chances are you have made a dismal failure of several other kinds of business besides this and picked up a grip as a dying man catches at a straw. And if this is a reliable man whom you are visiting with such sorry condescension, he could tell you that, if it were as easy to get customers into his store to buy goods from him as it is to get men from first-class houses there to sell goods to him, if he had no other problem than that of finding people willing and anxious to supply him with stock, his business life would be smooth and sweet and delightful as a poet's dream. **QUILLO.**

Helen and her father and mother were dining in a hotel, and Helen, who was six years old, had never before dined in a public place. The waiter was so attentive and courteous that Helen's mother said that he must be tipped at the end of the meal. The word "tipped" was one Helen had never heard used except in connection with a dump cart on her father's premises. When they got up to leave the dining-room she said: "Oh, papa! papa! You forgot to dump the waiter!"

For a month before marriage and a month after death a man regards his wife as an angel.

Voices and Signs Potent in Keeping Up Traffic.

From the New York Sun.

After 9 o'clock or thereabouts, every week-day morning, all that has given Brooklyn a citified aspect has vanished with the going of the men to business. Then, as in any other village, the peddlers and hucksters fill the streets and traffic with their regular customers, or if not traffic, still pass the latest gossip of the neighborhood, and are seemingly just as well contented. The housewives listen for the well-remembered yell of their regular hucksters. It is like the recognition of a friend by the voice in speaking. As the barrow trundles around the corner, and the voice is lifted up in the piercing shout, "Pie apples, ten cents a whole lot," windows fly up along the block, and beads all wrapped in dust protecting cloths are thrust out to call the vender to a halt long enough to allow the housewife to descend to the basement door in what is called in Brooklyn the "airy."

Nor is it the voice alone, although that is possibly the most potent agency that keeps trade already established. The barrows of the hucksters are decorated with pithy sayings designed to encourage the development of new custom. From these it would appear that Brooklyn housewives and their steady hucksters are on pleasant terms of sociability, at least intimate enough to address the random merchants by their first names. Here is one barrow inscription attracting new customers: "Ask your neighbor if Jimmy deals fair." Another shows the same confidence in the recommendation, for it reads: "Leave word next door and I'll serve you."

Some inscriptions are of an ejaculatory tone, such as "Hurry up and call your ma," or this: "Oh, ma, here comes Jack." The latter is considered very effective, for it may be seen on a number of carts in different parts of the town. Still others touch gracefully on the Brooklyn impression of itself that it is about as intellectual as the next place. A slight rebus or other challenge to the wits has proved efficacious in winning new custom. In this class there are relics on manifestly old barrows of an old favorite beginning, "If U don't C what U want, Y, etc.," but apparently the latest favorite in this style is one which combines patriotism with the intellectual exercise: "I want to C U B A customer of mine."

So all day long the traveling merchants patrol the Brooklyn streets and their steady customers are on the lookout for their coming and refuse to be beguiled by any strange yell.

When He Is Pious.

"Does your husband ever go to church, Mrs. Badger?"

"Oh, yes, he goes quite regularly in the winter time."

"Why does he go in the winter time and not at other times?"

"Well, you see, he generally has the quinsy when the weather is raw, and thinks he is going to die."

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.

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.

ANOTHER PLAN.

Mr. Matthews' Method of Improving the M. C. T. A.

Detroit, Nov. 15.—Inasmuch as the Tradesman recently printed the plan proposed by Thomas Macleod to secure the perpetuity of the Michigan Commercial Travelers' Association, I trust space can be given to set forth my plan to secure the same result.

M. J. MATTHEWS.

The recommendations made by Mr. Matthews are as follows:

For several years there has been some anxiety regarding the perpetuity of our Association, and several changes in our plan have been proposed and discussed, all looking to provide a way for an increase of members and revenue, thereby affording a greater security for the payment of beneficiary claims. This subject is again being agitated. Desiring to aid in the solution of this question, I have prepared for your consideration at the next annual meeting of the Association a revised and amended constitution which I will submit as a substitute for the constitution and by-laws now in force. My proposed amendments embrace a change from the level, or death assessment, to the graded assessment plan, payments to be made monthly, bi-monthly, quarterly, semi-annually or annually, at the option of the members, as shown by the following table:

Age.	Per Month.	Annually.
18 to 29 inclusive.....	\$1 75	\$21 00
30 to 39 inclusive.....	2 25	27 00
40 to 49 inclusive.....	2 75	33 00
50 and over.....	3 25	39 00

My proposed amended constitution also provides for a reduction in the membership fees and dues, as follows: Change the membership fee from \$10 to \$5; change the semi-annual dues from \$5 to \$2. Under the title of "Funds, how derived and maintained," I provide as follows:

1. All monies now in the expense fund or in future derived from dues, membership fees, or other sources not herein provided for, shall be charged to the expense fund.

2. All monies now in the death assessment fund or in future derived from assessments or transferred from other funds, shall be charged to the beneficiary fund.

3. All monies now in the reserve fund or in future derived from the beneficiary fund, as hereinafter provided, shall be charged to the reserve fund.

4. Whenever the monies in the expense fund shall exceed \$1,000, all in excess of \$500 shall be transferred to the beneficiary fund.

5. Whenever the monies in the beneficiary fund shall exceed \$5,000, all money in excess of \$5,000 shall be transferred to the reserve fund.

My general revision of the constitution and all other amendments are in harmony with the above plan, and also preserve all the salient features of our present constitution.

ARTICLE VI.

Section 1. All applications for membership shall be accompanied by a fee of \$5. Such application fee to be returned to the applicant in the event of his rejection.

Sec. 2. Every member shall pay on or before the 20th day of each calendar month in each and every year during the continuance of his membership in this Association an assessment according to the attained age, as provided in the following table of age and rates, on and after January 1, 1899, and in the sum set opposite such age, as follows:

Age	Per Month	Annually
18 to 29 inclusive.....	\$1 75	\$21 00
30 to 39 inclusive.....	2 25	27 00
40 to 49 inclusive.....	2 75	33 00
50 and over.....	3 25	39 00

Provided, however, that any member may pay in advance in annual, semi-annual, quarterly or bi-monthly installments a sum equal to the amount of the assessments and dues he may desire to pay in advance.

Sec. 3. Every member shall pay on or before the 20th day of April and October of each and every year the sum of \$2 as dues.

Sec. 4. Upon receiving notice of an assessment, it is the duty of every member to remit the amount promptly to the Secretary-Treasurer of the Association. A notice sent to the last address given shall be considered a legal notification. Any member who does not remit the amount of his assessment or dues on or before the 20th day of the month succeeding the date of notice, or as provided for advance payment in Section 2 of this Article, shall forfeit his membership in this Association and all claims to the benefits in the expense, beneficiary or reserve funds of this Association.

This plan, if approved at the next annual meeting, will produce the following results:

It should aid in securing young men to join the Association, because the membership fee and dues are very moderate, and the monthly assessments are very small, when compared with the possible benefit to be derived as a beneficiary claim and the security offered for the payment of beneficiary claims by the reserve fund is more than adequate to give absolute confidence in the future success and perpetuity of the Association, as shown by the following prospectus of assessments and dues:

By this plan the present membership of 550 would produce from assessments per year, \$20,007; from dues, \$2,200; the interest on deposits would add \$600, making an absolute yearly income of \$22,807. This would pay annual expenses of \$1,600 and seven beneficiary claims of \$2,550, \$17,500, leaving a surplus to the reserve fund of \$3,707.

By this plan and estimate it will be seen that the prospective disbursement is above the average of past years; and instead of drawing from the reserve fund each year, we shall be constantly adding to it.

Good Winter Reading

For farmers in the Eastern States is now being distributed by the Chicago, Milwaukee & St. Paul R'y, free of charge to those who will send their address to H. F. Hunter, Immigration Agent for South Dakota, Room 565, Old Colony Bldg., Chicago, Ill.

The finely illustrated pamphlet, "The Sunshine State," and other publications of interest to all seeking New Homes in the most fertile section of the West will serve to entertain and instruct every farmer during the long evenings of the winter months. Remember, there is no charge—address as above.

Rates For Thanksgiving.

For Thanksgiving, Nov. 24, 1898, the Grand Trunk Railway System will make a round trip rate of one fare and a third to points on its lines west of the Detroit and St. Clair Rivers and connecting lines in Michigan on Nov. 24, good going on date of sale, and within a radius of 150 miles from starting point, valid to return on all trains up to and including November 25, 1898.

Probably True.

Servant: I'll go if you say so, but you'll miss me after I'm gone.
Lady of the House: That's all right, but I shan't miss so many other things.

Gripsack Brigade.

The Lansing Wheelbarrow Co. has engaged two new men to handle its products on the road—Bliss Stebbins and Charles Burridge.

J. A. Howard, late manager of the Kalamazoo Mutual Telephone Co., has resigned and will leave for Dowagiac to study the manufacture of the Round Oak stoves. In January he will represent the company in Ohio.

Dexter Leader: Ed. Croarkin has taken a position as traveling salesman for N. G. Richmond & Co., of Cleveland, wholesale clothing manufacturers. He leaves this week to meet the representatives of the firm at Chicago, whence he leaves on a ten weeks' trip through Kansas and Nebraska, which will be his territory.

M. S. Brown (Hazelton & Perkins Drug Co.) writes Manager Fairchild from Hulbert Lake that his hunting party brought down ten deer the first week they were in camp, of which number he shot four. The party will remain in camp until the end of this week, in the expectation of repeating the record made last year. No report is made as to the number of bear slain, from which it is inferred that Mr. Brown will be compelled to avail himself of the offer of his Pinconning friend.

The next meeting of the Board of Directors of the Michigan Knights of the Grip will be held at the Hotel Vincent, Saginaw, Saturday, Nov. 26. Any proposed amendments to the constitution must be submitted to the Board at this meeting. It is understood that the Detroit members will propose two amendments—one changing the time of holding the annual meeting to July or August and the other making the retiring President an ex-officio member of the Board of Directors.

Lansing Republican: Louis M. Patterson, the genial commercial traveler, enjoys a joke as well as any of the boys on the road. A good one on him leaked out yesterday. It appears that a favorite family kitten was missing at the Patterson domicile Tuesday and after searching high and low, faint sounds of the missing tabby were heard under the floor. It dawned upon the family that the cat might be in the cistern, which is under that part of the house, and yielding to the solicitations of his anxious children, the amiable drummer opened a seam in the carpet covering a trap-door and, sure enough, there was the imprisoned cat struggling in a few inches of water in the bottom of the cistern. The story goes that Patterson procured a scantling for the kitten to climb out on, but the water-logged feline was only able to crawl up part way, and then was just the time Mr. Patterson thought he would help the cat out, and he reached down to grab it. Fatal mistake! He lost his balance and plunged down the opening. He grasped the scantling to save himself and the horrified family were fortunate enough to grasp his legs just as he was disappearing through the opening. By their combined efforts his downward flight was stayed and he was hauled out. He brought the cat with him.

To Be Taken in a Business Sense.
From the Washington Post.

The intentions of the man who hung it up are doubtless perfectly patriotic, but the placard in the window of a shop near market space is calculated to give a shock to those of us to whom our country's flag is a thing beyond all price. It reads:
"Old Glory, Worth \$4. Reduced to \$1.98."

REMODELED HOTEL BUTLER

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

HOTEL WHITCOMB

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

\$2 PER DAY. FREE BUS. THE CHARLESTON

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

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. & L. 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 CONVENIENCES FOR LADIES.

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

Fall Weddings

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

TRADESMAN COMPANY
GRAND RAPIDS.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

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

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

Examination Sessions.

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.

STATE PHARMACEUTICAL ASSOCIATION.

President—J. J. SOURWINE, Escanaba.
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Tribute to the Memory of the Late Thomas E. M. Peck.

The community has already been informed of the very sudden death of Thomas E. M. Peck, son of Mr. and Mrs. Thomas M. Peck, highly esteemed citizens of this city. But it is very proper and desirable that a little more be said, for minds of such promise seldom appear among us.

Concerning the insupportable grief and the irreparable loss in the home, it is not proper to speak at length. But every father's and mother's heart will grieve with sympathy when told that an only child, of great promise, grown to manhood, was taken away without a moment's warning.

Thomas E. M. Peck was, indeed, a son of great, yes, remarkable promise. He seemed to have begun life with no small degree of maturity. His childhood was youth. And his youth was manhood. He did not and could not find companionship with those of his own age, and hence he was little known and less understood outside of a limited circle. This was an unfortunate and serious fact with him, for it deprived him of a companionship which he needed and desired, and of which he would have been a brilliant star. It also, to some degree, deprived him of that recognition which he richly deserved.

He was endowed with exceedingly rare intellectual power. He had the brain of a scholar and a poet, and those who really knew him had the right to expect, and did expect, for him a brilliant future. Such were his attainments, and such was his development, when a mere boy that those who were nearest and dearest to him considered it unwise to speak of them. But his temperament was so highly organized that he became morbidly sensitive and behind his dignified and calm exterior there was a power of suffering and a reality of suffering which few, if any, really understood.

He was fond of the best things in literature and in art. In all things his ideals were of the highest. From anything that was impure he recoiled with pain and disgust. So acute was this sensibility that it closed the avenues of companionship which, otherwise, might have added the ruggedness essential to endurance.

He was the personification of purity, propriety and dignity. His heart was tender, his love deep and strong and his purposes were noble.

His was an overwrought mental organism, with an intellectual power such as great minds possess, but an organism so keenly sensitive that life under present circumstances seemed unbearable. He was so harassed by gloomy fore-

bodings that the poem of his life ended in tragedy.

Hardly in a generation shall we, in many respects, find his equal. Had nature given him a little more ruggedness he would, most assuredly, have developed a brilliant future in this life. But he has passed to fairer climes and more congenial surroundings in which to work out his future.

These lines were written by a teacher who loved him. I. P. POWELL.

Responsibility of the Drug Clerk.

From the National Druggist.

We do not know that the laws of any of the states provide for any special responsibility on the part of drug clerks, over and beyond the responsibilities of other clerks or agents. The general rule of common law, qui facit per aliam facit per se (he who does a thing through another does it himself), holds in the drug business as in all others. The drug clerk, whether his place be at the prescription desk or behind the counter as a salesman, is there simply as the agent of his employer, and the latter is responsible for any damage that he may inflict upon a third person while he is acting in his capacity as clerk or salesman. Further than this, if a salesman should, contrary to orders, and unknown to the proprietor, go to the prescription desk, and through his ignorance cause an accident which damages a third person, the proprietor is still responsible for the damage done. This does not necessarily relieve the clerk from co-responsibility, but it makes sure to the innocent injured party reparation of the injury inflicted. The question of the degrees of responsibility and the subject of damages are too voluminous and intricate to be gone into here, but we may say that both the degree of responsibility and the amount and quality of damage (whether actual or punitive) depend upon circumstances surrounding each individual case, and apply to all employers and all employees alike, be their trade or calling what it may.

The Drug Market.

Sales in this line are exceptionally good for this season of the year and show a very handsome increase over 1897. Prices are steady and there are few changes to note.

Opium—Is firm under strong advices from primary markets. It is reported that the crop has been injured from lack of rain.

Morphine—Is unchanged.

Quinine—Is in good demand and firm at the advance noted last week.

Essential Oils—Anise and sassafras are in a firm position and advancing.

Seeds—Anise, canary and poppy all show a slight advance.

Glycerine—Is in better demand as the season advances, with prices steady.

Saccharine—Price has been reduced about 50 per cent., on account of competition from substitutes.

Linseed Oil—Is lower, on account of the decline in seed.

Turpentine—Has been reduced 1c per gallon.

Palatable Emulsion of Castor Oil.

A foreign journal recommends that the method of emulsification employed by the Arabs be resorted to: Into a glass of milk put 15 to 20 grams of castor oil and warm the mixture while stirring. In a few minutes the emulsion is complete. Then flavor with orange juice. The oil is in this form not only more palatable, but also much more effective, as the above mentioned quantity is quite sufficient for an adult.

Bleeding Still in Vogue.

"I had supposed, until yesterday, Doctor, that the days of the bleeding of patients were past."

"And so they are. But what changed your mind?"

"The bill you sent me."

Preserving and Dispensing Pills and Tablets.

A few years ago it might have been said that a druggist's ability to form a good and presentable pill was one of the safe criterions by which to judge of his skill. There was hardly a pharmacist but that prided himself upon the possession of some special knack by means of which he was enabled to turn out a particularly handsome pill from a prescription which in the hands of a competitor resulted in naught but unsightly masses. That was in the days when the now incongruous title of "pill-roller" was truly merited; it well described an important phase of the business of the average apothecary.

The era of hand-made pills, however, seems to be rapidly drawing to a close; and with the advent of the machine-made article there has come over druggists a tendency to rely too closely upon the manufacturer's label as a guarantee of reliability. Many labels are perfectly reliable, but some are not. The natural result has been that druggists have in some cases unintentionally become the distributors of pills grossly inaccurate in composition, and, so far as medicinal virtue is concerned, at times totally inert. Again, it would seem that just as the druggist's share in the manufacture of these preparations has become less and less, so correspondingly has his interest in the proper care of the finished products decreased; and, indeed, the opinion prevails among many that pills and tablets require no attention from them. But if there could be figured up the loss occasioned in a year by bad pills and the consequent loss of customers, it would become evident that the trifling attention required to properly care for preparations so widely used is well repaid.

The one thing demanded of any pharmaceutical preparation, be it pill, powder, or tincture, is that it shall produce its desired medicinal effect. All other conditions of appearance, convenience and cost are but secondary. However handsome a pill may appear, what druggist would not instantly reject it in favor of the modest cinnamon-covered product if it were found that it would pass through the system unaltered? Just so will physicians prefer the bitter quinine sulphate to the more palatable mixture of its tannate with chocolate, if the latter should prove to be insoluble in the digestive fluids.

A druggist can only be absolutely sure of the quality and composition of pills and such other drugs as he himself makes or analyzes. But the condition of pharmacy is such to-day that it is practically impossible for any one to manufacture for his own use all classes of compounds demanded. Especially is this the case with pills and tablets, where the continued improvement in the methods of manufacture has rendered it possible to make them by machinery of a quality and cheapness utterly unattainable by the retail druggist. It would seem, then, that the one wise precaution to be taken with regard to all such preparations is to buy only from reputable dealers. The difference in cost between a good pill and a poor one is too slight to warrant taking chances on the cheaper. Next to reliability, there are yet such factors to influence a choice as appearance, coating, and permanence. A rule, ovoid pills are preferred to round ones, and those without needle-holes to such as are made by the old process, as the former do not present an open surface to the harmful

action of air and moisture. The choice between sugar and gelatin-coated pills is largely a matter of individual preference.

Unless a druggist makes his own tablets and tablet triturates, his only guarantee of good quality lies in buying from manufacturers of unquestionable reliability; for, unfortunately, druggists have neither the time nor the apparatus for their proper analysis.

Some pills have an annoying way of becoming sticky, and even fusing together at but little above ordinary temperature, as a result of not having been thoroughly dried. In such cases dislodge them by a few smart raps on the sides of the container, spread them out on a sheet of clean paper, and allow them to dry. When dry they should be separated as well as possible, and all broken or imperfect ones discarded. The remainder should then be dusted over with lycopodium, rolled to and fro until the powder ceases to adhere to them, freed from lycopodium by a coarse sieve, rubbed between the layers of a clean, dry towel, and preserved in dry bottles with well-fitting stoppers. Such a procedure requires but a short time—a thousand pills can be treated in a few minutes; and the saving of otherwise ruined pills is well worth the trouble. It is a good plan to treat all pills bought in large quantities in this way as soon as received.

Pills are best stored in a cool, dry place, shielded from the direct rays of the sun, for many pills contain substances easily oxidized. In the case of pills seldom used, it is well to seal over the stoppers of the containers with a little melted beeswax or paraffin. The first essential in preserving tablets and tablet triturates is to exclude moisture and moist air. This is best accomplished by storing them in well-filled bottles, plugged at the neck with a bit of cotton and fitted with tight stoppers. Tablets containing mercury salts are easily reduced to the lower salts, which oftentimes produce unsightly coloration, and they should be preserved in amber-colored bottles.

The fact that the pills of different makers are seldom uniform in appearance often leads to much unnecessary confusion in refilled prescriptions. Sick people are often annoyingly discriminating, and when they discover that gelatin-coated pills have been used in filling a prescription when sugar-coated were first supplied, it arouses in their minds a grave suspicion that something is wrong. It is much the same with hand-made pills, and there is hardly a druggist but that has had the experience of a customer returning in alarm because lycopodium instead of cinnamon, as when first filled, had been employed as a dusting-powder! It is well worth while to take the precaution of specifying on each prescription the kind of pill or dusting-powder employed, as "g. c." and "s. c." for gelatin and sugar-coated pills respectively, or "cum lycopod." or "cum cinnamon," according to the powder used, in order that on refilling they will look and taste alike. It is a popular fallacy that it is necessary to half fill a box containing hand-made pills with the dusting-powder used, but if the mass has been properly formed there is little danger of their sticking together after being lightly dusted over with lycopodium. It is far neater to arrange the finished pills upon a thin layer of pure white or tinted cotton laid flat in the bottom of the box, and then cover them over with a similar layer, neatly trimmed to fit the box. Tablets should always be placed in cotton to prevent them from breaking.

LEON L. WATTERS.

WHOLESALE PRICE CURRENT.

Advanced— Declined—					
Acidum					
Aceticum	60 3	Conium Mac.	35 50	Scilla Co.	50
Benzolicum, German	70 75	Copaiba	1 15 1 25	Tolutan	50
Boricum	15	Cubeba	90 1 00	Prunus virg.	50
Carbolicum	20 41	Exechthitos	1 00 1 10	Tinctures	
Citricum	45 48	Erigeron	1 00 1 10	Aconitum Napellis R	60
Hydrochlor	30 5	Gaultheria	1 50 1 60	Aconitum Napellis F	50
Nitrosum	80 10	Geranium, ounce	75 60	Aloes	60
Oxalicum	12 14	Hedera	1 00 1 10	Aloes and Myrrh	60
Phosphoricum, dil.	15	Juniper	1 50 2 00	Arnica	50
Salicylicum	60 65	Lavendula	90 2 00	Assafetida	50
Sulphuricum	13 14	Limonia	1 30 1 50	Astrophe Belladonna	60
Tannicum	1 25 1 40	Mentha Piper	1 60 2 20	Aurant. Cortex	60
Tartaricum	38 40	Mentha Verid.	1 50 1 60	Benzoin	60
Ammonia		Morruha, gal.	1 10 1 25	Benzoin Co.	50
Aqua, 16 deg.	40 6	Myrica	4 00 4 50	Barosma	50
Aqua, 20 deg.	60 8	Olive	75 3 00	Cantharides	75
Carbonas.	13 14	Picea Liquida, gal.	10 12	Capicum	50
Chloridum	12 14	Ricins	96 1 05	Cardamon	75
Aniline		Rosmarini	6 50 8 50	Cardamon Co.	75
Black	2 00 2 25	Rose, ounce	40 45	Castor	1 00
Brown	80 1 00	Succini	40 45	Catechu	50
Red	45 50	Sabina	90 1 00	Cinchona	50
Yellow	2 50 3 00	Santal	2 50 7 00	Cinchona Co.	50
Baccæ		Sassafras	55 60	Columba	50
Cubese, po. 18	13 15	Sinapis, ess., ounce	65	Cubeba	50
Juniperus	60 8	Sinapis, po. 18	1 70 1 80	Cassia Acutifol.	50
Xanthoxylum	25 30	Thyme	40 50	Cassia Acutifol Co.	50
Balsamum		Thyme, opt.	1 60	Ergot	50
Copaiba	50 55	Theobromas	15 20	Ferr Chloridum	35
Peru	2 75	Potassium		Gentian	50
Terabin, Canada	45 50	Bi-Carb.	15 18	Gentian Co.	60
Tolutan	50 55	Bichromate	13 15	Guaiaca	50
Cortex		Bromide	50 55	Guaiacammon	60
Abies, Canadian	18	Carb.	12 15	Hyscayamus	50
Cassia	12	Chloro, po. 17@19c	16 18	Iodine	75
Cinchona Flava	18	Cyanide	35 40	Iodine, colorless	75
Euonymus atropurp.	30	Iodide	2 60 2 65	Kino	50
Myrica Cerifera, po.	20	Potassa, Bitart, pure	2 60 3 00	Lobelia	50
Prunus Virgin.	12	Potassa, Bitart, com	15	Myrrh	50
Quillaia, gr'd.	12	Potassa Nitras, opt.	10 12	Nux Vomica	50
Sassafras, po. 18	12	Potassa Nitras	10 11	Opil, camphorated	50
Ulmus, po. 15, gr'd	15	Prussiate	20 25	Opil, deodorized	50
Extractum		Sulphate po.	15 18	Rhatany	50
Glycyrrhiza Glabra	24 25	Radix		Rhel	50
Glycyrrhiza, po.	25 30	Aconitum	20 25	Sanguinaria	50
Hematox, 15 lb box	11 12	Althia	22 25	Serpentaria	50
Hematox, 1s	13 14	Anchusa	10 12	Stromonium	60
Hematox, 1/4s	14 15	Arum po.	20 25	Tolutan	50
Hematox, 1/8s	16 17	Calamus	20 40	Valerian	50
Ferru		Gentiana, po. 15	12 15	Veratrum Veride	50
Carbonate Precip.	15	Glycyrrhiza, pv. 15	16 18	Zingiber	20
Citrate and Quinia	2 25	Hydrastis Canad.	60	Miscellaneous	
Citrate Soluble	75	Hydrastis Can., po.	65	Ether, Spts. Nit. 3 F	30 35
Ferrocyanidum Sol.	40	Hellebore, Alba, po.	15 20	Ether, Spts. Nit. 4 F	30 38
Solut. Chloride	15	Inula, po.	15 20	Alumen	2 4 4
Sulphate, com'l, by	2	Ipecac, po.	2 80 3 00	Alumen, gro'd, po. 7	40 50
Sulphate, com'l, by	50	Iris plox, po. 35@38	35 40	Annatto	40 50
Sulphate, pure	7	Jalapra, pr.	25 30	Antimony, po.	40 50
Flora		Maranta, 1/4s	25 30	Antimony et Potass	40 50
Arnica	12 14	Podophyllum, po.	22 25	Antipyrin	35
Anthemis	20 25	Rhel	75 1 00	Antifebrin	10 12
Matricaria	30 35	Rhel, cut.	75 1 00	Argenti Nitras, oz	50
Folia		Rhel, pv.	75 1 00	Arsenicum	10 12
Barosma	23 28	Spigelia	35 38	Balm Gilead Bud	38 40
Cassia Acutifol, Tin-	18 25	Sanguinaria	35 38	Bismuth S. N.	1 40 1 50
nevelly	18 25	Serpentaria	35 38	Calcium Chlor., 1s.	2 9
Cassia Acutifol, Alx.	25 30	Senega	40 45	Calcium Chlor., 1/4s	2 10
Salvia officinalis, 1/4s	12 20	Similax, officinalis H	40 45	Calcium Chlor., 1/8s	2 12
and 1/8s	12 20	Scilla, M.	10 12	Cantharides, Rus. po	75
Ura Urs.	80 10	Scilla, po. 35	10 12	Capici Fructus, af.	15
Gummi		Symplocarpus, Feti-	25	Capici Fructus, po.	15
Acacia, 1st picked	65	du, po.	25	Capici Fructus, B. po.	15
Acacia, 2d picked	45	Valeriana, Eng. po. 30	25	Caryophyllus, po. 15	12 14
Acacia, 3d picked	45	Valeriana, German.	15 20	Carmin, No. 40	3 00
Acacia, sifted sorts	28	Zingiber a.	12 16	Cera Alba	50 55
Acacia, po.	60 80	Zingiber j.	25 27	Cera Flava	40 42
Aloe, Barb. po. 18@20	12 14	Semen		Cocculus	40 42
Aloe, Cape	12 14	Anisum, po. 15	12 15	Cassia Fructus	2 30
Aloe, Socotri, po. 15	12 14	Apium (graveleons)	13 15	Centaria	2 30
Ammoniac	55 60	Bird, ls.	4 6	Cetaceum	45
Assafetida, po. 30	55 60	Cardamom	1 25 1 75	Chloroform	60 63
Benzoinum	50 55	Coriandrum	1 25 1 75	Chloroform, squibbs	1 15
Catechu, ls.	13	Cannabis Sativa	4 6 1 00	Chloral Hyd Crst.	1 65 1 90
Catechu, 1/4s	14	Cydonium	75 1 00	Chondrus	20 25
Catechu, 1/8s	16	Chenopodium	10 12	Cinchonidine, P. & W	25 35
Camphora	38 42	Dipterix Odorata	1 40 1 50	Cinchonidine, Germ	22 30
Euphorbium, po. 35	10	Foeniculum	10 12	Cocaine	3 30 3 50
Galbanum	1 00	Foenugreek, po.	7 9	Corks, list, dis. pr. ct.	70
Gamboge po.	65 70	Lini	3 1/4 4 1/4	Crocodium	2 35
Guaiacum	20 25	Lini, gr'd, bbl. 3 1/4	4 1/4 4 1/4	Creta, prep.	2 5
Kino, po. 83.00	3 00	Lobelia	35 40	Creta, precip.	9 11
Mastic	60	Parlaria Canarian.	40 44	Creta, Rubra	8
Myrrh, po. 45	40	Rapa	4 1/4 5	Crocus	18 20
Opil, po. 85.20@5.40	3 75 3 85	Sinapis Albu.	9 10	Cudbear	24
Shellac	25 35	Sinapis Nigra	11 12	Cupri Sulph.	50 6
Shellac, bleached	40 45	Spiritus		Dextrine	10 12
Tragacanth	50 80	Frument, W. D. Co.	2 00 2 50	Ether Sulph.	75 90
Herba		Frument, D. F. R.	2 00 2 25	Emery, all numbers	8
Absinthium, oz. pkg	25	Frument, 1 25 1 50	1 25 1 50	Emery, po.	6
Eupatorium, oz. pkg	25	Juniperis Co. O. T.	1 65 2 00	Ergota, po. 40	30 35
Lobelia, oz. pkg	25	Juniperis Co.	1 75 2 10	Flake White	12 15
Majorum, oz. pkg	25	Saacharum N. E.	1 90 2 10	Galla	23
Mentha Pip. oz. pkg	25	Spt. Vini Gall.	1 75 2 50	Gambier	80 9
Mentha Vir. oz. pkg	25	Vini Oporto	1 25 2 00	Gelatin, Cooper	60
Rue, oz. pkg	39	Vini Alba	1 25 2 00	Gelatin, French	60
Tanacetum V oz. pkg	22	Sponges		Glassware, flint, box	70
Thymus, V. oz. pkg	25	Florida sheeps' wool	2 50 2 75	Less than box	60
Flagnesia		Nassau sheeps' wool	2 00	Glue, brown	90 12
Calcined, Pat.	55 60	Velvet extra sheeps'	1 25	Glue, white	130 25
Carbonate, Pat.	20 22	wool, carriage	1 00	Glycerina	15 20
Carbonate, K. & M.	20 25	Extra yellow sheeps'	1 00	Grana Paradisi	15
Carbonate, Jennings	35 36	wool, carriage	1 00	Humulus	25 55
Oleum		Grass sheeps' wool,	1 00	Hydraag Chlor Mite	85
Absinthium	3 50 3 75	carriage	1 00	Hydraag Chlor Cor.	75
Amygdala, Dulc.	30 50	Yellow Reef, for	1 40	Hydraag Ox Rub'm	95
Amygdala, Amaræ	8 00 8 25	slate use	1 40	Hydraag Ammoniat	1 10
Anisi	2 0 2 10	Syrups		Hydraag Unguentum	45 55
Aurant Cortex	2 25 2 40	Acacia	50	Hydrargyrum	70
Bergamini	3 00 3 20	Auranti Cortes.	50	Ichthyobolia, Am.	75
Caliputi	75 80	Zingiber	50	Indigo	75 1 00
Caryophylli	75 80	Ipecac	50	Iodine, Resubi.	3 60 3 70
Cedar	35 65	Ferri Iod.	50	Iodoform	4 20
Chenopadi	2 75	Rhei Arom.	50	Lupulin	2 25
Cinnamonil.	1 60 1 70	Smilax Officinalis	50	Lycopodium	40 45
Cironella	45 50	Senega	50	Macia	65 75
		Scilla	50	Liquor Arsen. et Hy-	25
				drarg Iod.	10 12
				Liquor Potass Arsnit	20 3
				Magnesia, Sulph.	2 1/4
				Magnesia, Sulph. bbl.	50 60
				Mannia, S. F.	50 60
				Mentha	2 75

Freezable Goods

Now is the Time to Stock

Mineral Waters,
Liquid Foods,
Malt Extracts,
Butter Colors,
Toilet Waters,
Hair Preparations,
Inks, Etc.

Hazeltine & Perkins
Drug Co.

Grand Rapids, Mich.

GROCERY PRICE CURRENT.

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

AXLE GREASE. Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 4 00 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Mica, tin boxes.....75 9 00 Paragon.....55 6 00 BAKING POWDER. Absolute. 1/2 lb cans doz.....45 1 lb cans doz.....85 1 lb can doz.....1 50 Acme. 1/2 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk. 6 oz. Eng. Tumblers.....85 Arctic. El Parity.....75 1 lb cans per doz.....1 20 1 lb cans per doz.....2 00 Home. 1/2 lb cans 4 doz case.....35 1 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 JAXON 1/2 lb cans, 4 doz case.....45 1 lb cans, 4 doz case.....85 1 lb cans, 2 doz case.....1 60 Jersey Cream. 1 lb cans, per doz.....2 00 9 oz. cans, per doz.....2 25 6 oz. cans, per doz.....85 Our Leader. 1/2 lb cans.....45 1 lb cans.....75 Pearl. 1 lb cans.....85 Queen Flake. 3 oz., 6 doz. case.....2 70 6 oz., 4 doz. case.....3 20 9 oz., 4 doz. case.....4 80 1 lb., 2 doz. case.....4 00 5 lb., 1 doz. case.....9 00 BATH BRICK. American.....70 English.....80 BLUING. CONDENSED PEARL BLUING Small, 3 doz.....40 Large, 2 doz.....75 BROOKS. No. 1 Carpet.....1 90 No. 2 Carpet.....1 75 No. 3 Carpet.....1 50 No. 4 Carpet.....1 15 Parlor Gem.....2 00 Common Whisk.....70 Fancy Whisk.....80 Warehouse.....2 25 CANDLES. 8s.....7 16s.....8 Paraffine.....8 Wicking.....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 Amby.....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 1/4 Brick.....12 Edam.....70 Lelden.....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.....45	CLOTHES LINES. Cotton, 40 ft. per doz.....1 00 Cotton, 50 ft. per doz.....1 20 Cotton, 60 ft. per doz.....1 40 Cotton, 70 ft. per doz.....1 60 Cotton, 80 ft. per doz.....1 80 Jute, 60 ft. per doz.....80 Jute, 72 ft. per doz.....95 COCOA SHELLS. 20 lb bags.....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.....9 Fair.....10 Good.....10 Prime.....11 Golden.....12 Peaberry.....13 Santos. Fair.....12 Good.....13 Prime.....14 Peaberry.....15 Mexican and Guatamala. Fair.....15 Good.....16 Fancy.....17 Maracaibo. 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 Sencalco.....21 Breakfast Blend.....18 Valley City Maracaibo.....18 1/2 Ideal Blend.....14 Leader Blend.....13 Package. Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 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 1/4 gross.....75 Felix 1/4 gross.....1 15 Hummel's foil 1/4 gross.....85 Hummel's tin 1/4 gross.....1 43 CLOTHES PINS. 5 gross boxes.....40 CONDENSED MILK. 4 doz in case. Gall Borden Eagle.....6 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 35 Dime.....3 35 COUPON BOOKS. Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50	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. 100-120 25 lb boxes.....2 4 90-100 25 lb boxes.....2 5/4 80-90 25 lb boxes.....2 6 1/4 70-80 25 lb boxes.....2 6 3/4 60-70 25 lb boxes.....2 6 1/2 50-60 25 lb boxes.....2 9 40-50 25 lb boxes.....2 10 30-40 25 lb boxes.....2 1/2 cent less in 50 lb cases Raisins. London Layers 3 Crown.....1 10 Cluster 4 Crown.....2 00 Loose Muscatels 2 Crown.....5 Loose Muscatels 3 Crown.....7 Loose Muscatels 4 Crown.....8 L. M. Seeded, fancy.....9 1/2 L. M. Seeded, choice.....9 1/2 PORTWINE. Citron.....12 Leghorn.....12 Corsican.....13 Currants. Patras bbls.....2 1/4 Vostizzas 50 lb cases.....2 6 Cleaned, bulk.....2 7 Cleaned, packages.....2 7 1/2 Peel. Citron American 10 lb bx.....13 Lemon American 10 lb bx.....12 Orange American 10 lb bx.....12 Raisins. Ondura 25 lb boxes.....2 Sultana 1 Crown.....2 Sultana 2 Crown.....2 Sultana 3 Crown.....2 Sultana 4 Crown.....2 Sultana 5 Crown.....2 Sultana 6 Crown.....2 Sultana packages.....2 FARINACEOUS GOODS. Farina. 24 1 lb. packages.....1 50 Bulk, per 100 lb.....3 50 Grits. Walsh-DeRoo Co.'s Brand.  24 2 lb. packages.....1 80 100 lb. kegs.....2 70 200 lb. barrels.....5 10 Hominy. Barrels.....2 50 Flake, 50 lb. drums.....1 00 Beans. Dried Lima.....3 1/4 Medium Hand Picked.....1 10 Macaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....2 25 Chester.....2 50 Empire.....3 00 Peas. Green, Wisconsin, bu.....1 00 Green, Scotch, bu.....1 10 Split, bu.....2 50 Red Onions. Rolled Avana bbl.....4 00 Monarch, bbl.....3 50 Monarch, 90 lb bbls.....1 88 Monarch, 90 lb sacks.....1 65 Quaker, cases.....3 20 Huron, cases.....1 75 Sago. German.....4 East India.....3 1/4 Tapoca. Flake.....3 1/4 Pearl.....3 1/4 Anchor, 40 1 lb. pkgs.....5 Wheat. Cracked, bulk.....3 1/4 24 2 lb packages.....2 50	Salt Fish. Cod. Georges cured.....4 Georges genuine.....5 Georges selected.....5 1/4 Strips or bricks.....6 9 rierring. Holland white hoops, bbl.....6 00 Holland white hoop 1/4 bbl.....4 50 Holland, 1/4 bbl.....2 60 Holland white hoop, keg.....65 Holland white hoop mchs.....75 Norwegian.....2 75 Round 100 lbs.....1 30 Round 40 lbs.....14 Scaled.....14 Flackerol. Mess 100 lbs.....15 00 Mess 40 lbs.....6 30 Mess 10 lbs.....1 65 Mess 8 lbs.....1 35 No. 1 100 lbs.....13 25 No. 1 40 lbs.....5 60 No. 1 10 lbs.....1 48 No. 1 8 lbs.....1 20 No. 2 100 lbs.....8 50 No. 2 40 lbs.....3 70 No. 2 10 lbs.....1 00 No. 2 8 lbs.....83 Trout. No. 1 100 lbs.....5 25 No. 1 40 lbs.....2 40 No. 1 10 lbs.....68 No. 1 8 lbs.....57 Whitefish. No. 1 No. 2 Fam 100 lbs.....6 75 2 40 40 lbs.....3 00 1 30 10 lbs.....83 40 8 lbs.....59 35 FLAVORING EXTRACTS.  Jennings'. D. C. Vanilla.....1 20 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 40 No. 4 T. 1 50 D. C. Lemon.....2 02 3 oz.....1 50 4 oz.....2 00 6 oz.....3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 40 No. 4 T. 1 50 Pure Lem. 2 oz. Taper Panel.....75 2 oz. Oval.....75 3 oz. Taper Panel.....1 35 4 oz. Taper Panel.....1 60 Souders'. Oval bottle, with corkscrew. Best in the world for the money. Regular Grade Lemon. 2 oz.....1 20 2 oz. Oval.....1 90 3 oz. Taper Panel.....1 35 4 oz. Taper Panel.....1 60 Regular Vanilla. 2 oz.....1 20 2 oz. Oval.....1 90 3 oz. Taper Panel.....1 35 4 oz. Taper Panel.....1 60 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50 HERBS. Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50	GUNPOWDER. Rifle—Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb. cans.....30 1/2 lb. cans.....18 Choke Bore—Dupont's. Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb. cans.....34 1/2 lb. cans.....18 Eagle Duck—Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb. cans.....45 JELLY. 15 lb pails.....35 30 lb pails.....65 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....20 Calabria.....35 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 MATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 05 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 3/4 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 RICH. 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 1/4 Java, fancy head.....5 @ 5 1/4 Java, No. 1.....5 @ Table.....@ SALERATUS. Packed 60 lbs. in box. Church's.....3 80 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 SODIO 60 lb. case \$3.15 SAL SODA. Granulated, bbls.....75 Granulated, 100 lb cases.....90 Lump, bbls.....75 Lump, 145 lb kegs.....55	SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 SEEDS. Anise.....9 Canary, Smyrna.....3 1/4 Caraway.....8 Cardamon, Malabar.....60 Celery.....11 Hemp, Russian.....3 1/4 Mixed Bird.....4 1/4 Mustard, white.....5 Poppy.....10 Rape.....4 1/4 Cuttle Bone.....20 SALT. Diamond Crystal. Table, cases, 24 3-lb boxes.....1 50 Table, barrels, 100 3 lb bags.....2 75 Table, barrels, 40 7 lb bags.....2 40 Butter, barrels, 280 lb. bbls.....2 25 Butter, barrels, 20 14 lb bags.....2 50 Butter, sacks, 28 lbs.....25 Butter, sacks, 56 lbs.....55 Common Grades. 100 3-lb sacks.....1 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 20 Savon.....2 50 White Russian.....2 35 White Cloud, laundry.....6 25 White Cloud, toilet.....3 50 Dusky Diamond, 50 6 oz.....2 10 Dusky Diamond, 50 8 oz.....3 00 Blue India, 100 1/4 lb.....3 00 Kirkline.....3 50 Ros.....2 50 SCHULTE SOAP CO.'S BRANDS Clydesdale, 100 cakes, 75 lbs.....2 75 No-Tax, 100 cakes, 62 1-2 lb.....2 00 Family, 75 cakes, 75 lbs.....2 50 German Mottled, 60 cakes, 60 lbs.....1 75 Cocoa Castile, 18 lbs., cut 1-4 & 1-2.....1 80 Chipped Soap for Laundries. Allen B. Wrisley's Brands. Old Country, 80 1-lb. bars.....2 75 Good Cheer, 60 1-lb. bars.....3 75 Uno, 100 1/4-lb. bars.....2 50 Doll, 100 10-oz. bars.....2 05 Scouring. Sapollo, kitchen, 3 doz.....2 40 Sapollo, 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 mass.	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, Cochon	18
Ginger, Jamaica	23
Mace, Batavia	65
Mustard	12@18
Nutmegs	40@50
Pepper, Sing. black	13
Pepper, Sing. white	20
Pepper, Cayenne	20
Sage	15

SYRUPS.

Corn.	
Barrels	17
Half hhl	19
1 doz. 1 gallon cans.	1 50
1 doz. 1/2 gallon cans.	1 75
2 doz. 1/4 gallon cans.	1 75
Rare Vane.	
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.	5
40 and 50 lb boxes.	3
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 50
Cut Loaf	5 75
Crushed	5 75
Powdered	5 38
XXX Powdered	5 50
Cubes	5 38
Granulated in bbls.	5 25
Granulated in bags	5 25
Fine Granulated	5 25
Extra Fine Granulated	5 38
Extra Coarse Granulated	5 38
Mould A	5 50
Diamond Confection A	5 50
Confection Standard A	5 13
No. 1	4 88
No. 2	4 88
No. 3	4 88
No. 4	4 81
No. 5	4 75
No. 6	4 69
No. 7	4 63
No. 8	4 56
No. 9	4 50
No. 10	4 44
No. 11	4 38
No. 12	4 31
No. 13	4 25
No. 14	4 25
No. 15	4 25
No. 16	4 25

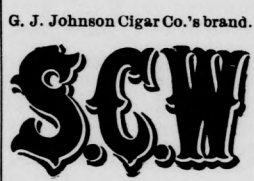
TOBACCO.

Cigars.

Clark-Jewell-Wells 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.....35 00

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 Five	35 00
Sir William	35 00
Club Five	35 00
Gen. Grant and Lee	35 00
Little Peggy	35 00
Signal Five	35 00
Knights of Pythias	35 00
Key West Perfects, 2 sz	55@60 00

TABLE SAUCES.

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

VINEGAR.

Malt White Wine, 40 grain.	7
Malt White Wine, 80 grain.	10
Pure Cider, 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
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.	5 1/2
Farina Oyster	6 1/2
Extra Farina Oyster	6

SWEET GOODS—Boxes.

Animals	10 1/2
Bent's Water	15
Cocoanut Taffy	10
Coffee Cake, Java	10
Coffee Cake, Iced	10
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
Jumbles, Honey	11 1/2
Marshmallow	15
Marshmallow Creams	16
Marshmallow Walnuts	16
Mich. Frosted Honey	12 1/2
Molasses Cakes	8
Newton	12
Nic Nacs	8
Orange Gems	15
Penny Assorted Cakes	8 1/2
Pretzels, hand made	8
Sears' Lunch	7
Sugar Cake	8
Sugar Squares	9
Vanilla Wafers	14
Sultanas	12 1/2

Oils.

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

Candies.

Stick Candy.

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

Mixed Candy.

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

Fancy—in Bulk.

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

Fancy—in 5 lb. Boxes.

Lemon Drops	250
Sour Drops	250
Peppermint Drops	250
Chocolate Drops	250
H. M. Choc. Drops	250
Gum Drops	250
Licorice Drops	250
A. B. Licorice Drops	250
Lozenges, plain	250
Lozenges, printed	250
Imperial	250
Motives	250
Cream Bar	250
Molasses Bar	250
Hand Made Creams	80 @ 1 00
Plain Creams	60 @ 90
Decorated Creams	90 @ 90
String Rock	250
Burnt Almonds	1 25 @ 25
Wintergreen Berries	250

Caramels.

No. 1 wrapped, 2 lb. boxes	250
No. 1 wrapped, 3 lb. boxes	250
No. 2 wrapped, 2 lb. boxes	250

Fruits.

Oranges.

Late Valencia	4 @ 4 00
Mexican Florida style box	4 @ 4 50

Lemons.

Strictly choice 300s.	25 50
Strictly choice 300s.	25 50
Fancy 300s.	26 00
Ex. Fancy 300s.	26 00
Ex. Fancy 300s.	26 50

Bananas.

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

Foreign Dried Fruits.

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

Nuts.

Almonds, Tarragona.	215
Almonds, Ivaca.	214
Almonds, California, soft shelled.	215
Brazilia new.	8 1/2 @ 8 1/2
Filberts	11 @ 11
Walnuts, Naples.	13 @ 13
Walnuts, Calif No. 1.	12 @ 12
Walnuts, soft shelled.	12 @ 12
Table Nuts, fancy.	12 @ 12
Table Nuts, choice.	10 @ 10
Pecans, Med.	7 1/2 @ 7 1/2
Pecans, Ex. Large.	10 @ 10
Pecans, Jumbos.	12 @ 12
Hickory Nuts per bu.	1 @ 1
Ohio, new.	1 @ 1
Cocoanuts, full sacks	24 @ 24
Chestnuts per bu.	45 @ 45

Peanuts.

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

Grains and Feedstuffs

Wheat.

Winter Wheat Flour.

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.	4 40
Diamond, 1/4s.	4 30
Diamond, 1/2s.	4 20
Diamond, 3/4s.	4 10
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-Wells 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 3/4s.	4 10
Pillsbury's Best 1/8s paper.	4 20
Pillsbury's Best 1/4s paper.	4 20

Ball-Barnhart-Putman's Brand.



Duluth Imperial, 1/8s.	4 40
Duluth Imperial, 1/4s.	4 20
Duluth Imperial, 1/2s.	4 10
Lemon & Wheeler Co.'s Brand.	
Gold Medal 1/8s.	4 25
Gold Medal 1/4s.	4 15
Gold Medal 1/2s.	4 05
Parisian, 1/8s.	4 25
Parisian, 1/4s.	4 15
Parisian, 1/2s.	4 05

Oiley & 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.

Bolted	1 90
Granulated	2 10

Feed and Millstuffs.

St. Car Feed, screened	15 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.

Old corn, car lots.	37
New corn, car lots.	34
Less than car lots.	36

Oats.

Car lots.	29 1/2
Car lots, clipped.	31
Less than car lots.	32

Hay.

No. 1 Timothy carlots.	8 50
No. 1 Timothy ton lots	10 00

Fish and Oysters

Fresh Fish.

Per lb.	
Whitefish	8 @ 8
Trout	8 @ 8
Black Bass	8 @ 8
Halibut	18 @ 18
Ciscoes or Herring	10 @ 10
Bluefish	10 @ 10
Live Lobster	17 @ 17
Boiled Lobster	18 @ 18
Cod	10 @ 10
Haddock	8 @ 8
No. 1 Pickerel	9 @ 9
Pike	8 1/2 @ 8 1/2
Perch	8 @ 8
Smoked White	8 @ 8
Red Snapper	10 @ 10
Col River Salmon	12 @ 12
Mackerel	18 @ 18
Oysters in Cans.	
F. H. Counts	35 @ 35
F. J. D. Selects	27 @ 27
Selects	27 @ 27
F. J. D. Standards	20 @ 20
Standards	18 @ 18
Standards	16 @ 16
Favorites	14 @ 14

Bulk.

X Selects.....	1 60
Self-cts.	1 20
Anchor Standards.....	1 10
Standards	1 00
Clams.....	1 25
Shell Goods.	
Oysters, per 100.....	1 25 @ 1 50
Clams, per 100.....	2 75

Hardware

Cleanliness in the Hardware Store.

This characteristic, which is generally supposed to imbue the possessor of it with divine attributes, is certainly not as prevalent as it should be in any of the walks of life, and much less in the store where continual efforts must be made to keep dirt in abeyance. Spasmodic, intermittent and occasional cleaning is better than none at all, but that is all that can be said of it. Stock is always getting out of order and appearing untidy, unless incessantly watched and arranged. Dust and dirt in every conceivable form will be forever collecting and ever increasing its thick coat of grime on every object to which it can adhere, if strenuous efforts are not put forth to remove it. It gives a store a displeasing appearance where habitual carelessness is allowed to reign supreme. It is not enough for the merchant simply to order goods, see that they are price-marked and put on the shelves. He must see that they are taken care of before they are sold. Have goods which are easily nicked or from which enamel may be scratched off handled carefully. Keep those which are apt to tarnish in a favorable location and where they can be easily gotten at to give them a good rubbing with flannel or some good polishing substance. Stoves, too, hold a great deal of dust on and in their ornamental portions. This should be vigorously wiped out with a good, big, soft rag. That abomination of all real cleanliness, the feather duster, should be relegated to the rubbish heap, for it is only a makeshift for lazy people to use at the best, and never has it been known to accomplish any satisfactory results. Neatness ought to be one of the qualities which should follow closely upon the heels of dispatch. There are whole departments devoted to housekeeping hardware where women constitute the principal customers, and they will look with much disapproval upon dirt and other evidences of laxness. As for the masculine customers, they will also feel an indefinable pleasure in the forethought and care displayed in the attention paid the stock and store.

Coolness of Judgment and Decision of Mind.

There is a firmness born of strength which the merchant must often exercise when dealing with the insinuating salesmen. Their representations and assertions sound well in conversation and may serve well to convince the unsophisticated that the job lot is just the thing he wants. The powers of observation unfortunately are frequently larger than those of consumption, hence it requires some coolness of judgment and decision of mind to ascertain as nearly as possible how many goods are required for a season's trade. It is true of most men—and merchants are particularly referred to here—that they often overestimate their own ability and wax enthusiastic when reflecting upon the marvelous deeds they may perform. Why, then, they mentally debate with themselves, should they not start a boom in a certain line of goods, which are, of course, more desirable in every way than their competitors', make them "hunt their holes," in the nimrod's vernacular, and revolutionize business at one stroke? In other words, be a Napoleon among merchants and make a glorious campaign. But it must be remembered

that Napoleon was not very long in finding a Wellington and meeting disaster at Waterloo. Napoleon chose to go forward rather rashly on that occasion; he did not wait until the ground would be in a condition for the artillery—on which he had always depended to break the enemy's ranks—to move effectively. Such a great catastrophe as occurred there serves to point a moral and adorn a tale in many ways. It may apply to those instances where merchants do not wait until other conditions are auspicious before they load up their shelves too heavily. They hardly realize themselves how large the quantity of goods is until they see them and feel themselves under the necessity of disposing of them. The bright dreams are apt to vanish when brought face to face with hard, stern reality. Customers do not appear in legions or with lightning-like rapidity because the price has been reduced. The truth is people buy according to their requirements, be the price what it may, and it is the merchant's business to know what and about how much his average trade requires.

The Kind of Stoves to Buy.

From the Stoves and Hardware Reporter.

It is easy enough to say that the kind of stove to buy is the one which will bring in the largest profits and give the most general satisfaction, but it is not an easy matter to ascertain just the varieties which will do this. Experience usually teaches in most cases what lines will prove the most advantageous. Even the most careful merchants may at times be cajoled into buying imitations which an unscrupulous salesman asserts are "just as good." However eloquent the latter's dissertation may be upon the subject, full reliance should not be put upon his word until the stoves are thoroughly investigated and tested. There are many qualities which are requisite in a good stove and it is not always possible to find them combined in one. A poor stove will lose more patrons than the one who bought it, for a displeased purchaser advertises his displeasure unhesitatingly. If any experiment is made with a new line let it be done most carefully. It is not intended to intimate here that the merchant should insist upon remaining oblivious to the merits of really superior goods because they happen to be new. This would be narrow minded and detrimental to himself, for it is well known that the new features and improvements which are being continually introduced are frequently desirable. When their desirability is not overshadowed by their impracticability, as sometimes happens to be the case, then is the time for the merchant to go in and win. Utility is of course the first consideration, then convenience, good appearance and economy, in the selection of stoves. Make comparisons between different lines when buying goods or when selling them.

What He Was or Had?

"Well, Uncle Josh," said the Chairman of the Rural Agricultural Society, "I suppose we can depend on you for an exhibit at our county fair this year?" "I reckon you kin," replied Uncle Josh; "I bain't got much in the way uv cattle ner horses, but you kin put me down fer ther biggest hog in this yer county."

Wrung Her Hands.

She wrung her hands. Doubtless some curious reader may want to know why she should do that. It was because she couldn't help it. They were caught in a patent clothes wringer she was trying.

Sign Language.

"How did Eleanor announce her engagement to the family?" "She just wiggled the finger that had on the diamond ring."

WILLIAM REID

Importer and Jobber of

POLISHED PLATE
WINDOW
ORNAMENTAL

GLASS

PAINT

OIL, WHITE LEAD,
VARNISHES
BRUSHES

GRAND RAPIDS, MICH.



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

CLARK-RUTKA-JEWELL CO.

38 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.

HAND CORN SHELLERS

THE BEST ONE MADE



Write for price.

FOSTER, STEVENS & CO., Grand Rapids.

BARGAIN DAYS.

Unique Methods Adopted by Minnesota Merchants.

Mapleton, a prosperous town of nearly a thousand inhabitants, in the southern part of Minnesota, has hit upon a novel scheme to promote its best business interests.

Instead of cutting each other's throats and indulging in disastrous competition among themselves, the business men of this enterprising little town have allied themselves together and they present a solid business front to the commercial interests of all rival towns in the State. Not only do they do this, but they have hit upon such an adroit advertising scheme, the inference to the outside purchasing public is that Mapleton is the cheapest place in the State in which to purchase the necessities or luxuries of life.

Comparisons are sometimes odious and in this case they must certainly be, for not many miles distant from Mapleton is another town where the reverse of this situation is true among the merchants. It will not be necessary to name the locality. It is sufficient to say that there the grocers sell Royal Baking Powder which costs them 32 cents a pound for 30 cents, and sugar which costs them more than that at the rate of 20 pounds for a dollar.

Not only is there the keenest competition in this other town, but the merchants are always at cross-purposes. They rarely speak to each other, and when they do it is with none of that common courtesy of life which should characterize even the business relations of competitors. The wife of one merchant does not go to the Methodist church where the wife of another merchant attends on account of this feeling of rivalry and jealousy. If one part of the town advocates any improvement that is for the common welfare it is opposed on the part of the other citizens because of the source from which it emanated and not because it is objectionable. Consequently the town is at a standstill, the business men are dissatisfied, their profits are small and business is discouraging.

It is safe to say that this is not true of Mapleton, where the merchants have hit upon the unique scheme of all standing together and uniting their common commercial interests by holding special bargain day sales, at which they give the outside world cheap prices and bring many hundred customers to the town.

Mapleton has these bargain days three or four times a month. They might be designated as commercial fairs, for this would aptly describe them.

Each merchant in Mapleton puts on sale during these bargain days some specialty in his line. Care is taken in arranging the sales that the low prices offered by one merchant shall not conflict with the low prices offered by any other dealer in the same line of goods. For instance, if a hardware merchant offers a cut in cutlery on bargain day, his business competitor does not attempt to undersell him in this line, but offers a cut in stoves, heavy hardware, farm tools or some other specialty. There is no keen rivalry, but the consumer reaps the benefit of low prices just the same, for there are a number of merchants in each business, and they all together cover the important lines in offering these bargains.

To attract farmers into Mapleton money prizes are offered which are sure to attract their attention. At the next bargain sale, to be held next Wednesday and Thursday, the prizes are for the handsomest baby boy and baby girl and the largest and best loads of produce brought to the town by farmers.

The first prize will be given Wednesday afternoon at the Mapleton Opera house, and consists of \$2 to be paid to the handsomest boy under two years of age and \$1 to the next handsomest. This decision will be made at 3 o'clock in the afternoon and will be by the votes cast by those who attend the bargain day sales. On the second day prizes will be offered in the same manner for the handsomest baby girl under two years.

The prizes for farmers are as follows: For the largest load of wheat, \$2; for the load of wheat grading the best, \$2; for the best load of flax, \$2; for the best load of barley, \$2; for the largest load of clover, \$2; load of two or more spring pigs averaging heaviest, \$2; load of two or more spring wether lambs averaging heaviest, \$2.

The attractiveness of this program of prizes is sure to bring large numbers of farmers into Mapleton with merchandise to sell. If they bring their produce to market, secure prizes for bringing heavy loads of their products or those of exceptional quality to market and see a tempting array of bargains offered, what is more natural than that they should give Mapleton the preference, and that the town should be built up as a commercial and shipping center? They will realize that Mapleton wants their trade and is willing to pay well for having it. On the other hand, the business men of Mapleton, by studying the best interests of their country customers, are sure to profit. The grain and other farm products which would naturally go to the nearest market will be brought there in the anticipation of securing prize money. Mapleton will do a larger business with the outside world; money will be sent to the town in return for the produce shipped from there; the merchants will sell a larger quantity of their goods and will keep a larger proportion of the money of the farmer in their town and will reap the direct benefits both ways.

The merchants will increase their profits by having a larger volume of trade; the town will be built up as a trade center and other towns will lose business.

To put this bargain day scheme into operation and to bring it to the attention of the farmers whom it is hoped to reach, a large poster printed for the most part in big black type is sent out into the tributary country. It contains a list of the merchants in Mapleton, the bargains they offer during these two days of exceptionally cheap sales, and a list of the prizes.

The poster starts out with the words, "Money Saved," in big black type. Under the head, "Some of the Bargains," it gives a list of the merchants, with the prices at which each specialty will be sold.

All lines of business are represented. Each merchant is given the same display head in black type and underneath this his prices are quoted in small ordinary newspaper type. Each is accorded the same treatment as his neighbor except that the larger dealers are allotted a few more lines of space. This does away with the feeling of jealousy and puts each business man in the community on the same plane. If each does not reap benefit it is his own fault and not that of the originators of this novel scheme for attracting trade.

That the spirit of the movement is entered into heartily by all the citizens of Mapleton is evidenced by this notice, characteristic in its tone, inserted by the Rev. J. A. Jerome, the local minister at that point. It reads as follows:

On bargain days marriage services will be performed free of charge at the Congregational parsonage.

If the prizes offered by the local community are not attractive to the young swain and his sweetheart this novel advertisement certainly ought to be, and marriages performed under this offer should be remembered by the interested parties with the kindest of feeling. In fact, the newly wedded couple, in return for the service rendered, should retain enough gratitude in their hearts to always trade in Mapleton, even if this involves a trip several miles longer than to their nearest market place.

The various advertisements which appear in this public announcement are interesting to the student of business methods and are produced to show that the outside world gets the impression the keenest kind of competition is being indulged in by the merchants, while there is in reality only a harmless rivalry.

A method of allying the business interests of the smaller towns so that the individual merchant will work for the

common good has been advocated by the businesswise for years. Many plans have been tried but few have been successful. Ordinarily there is petty business jealousy to overcome and the town merchants are brought in such close relations that there is no business sympathy. The plan adopted in Mapleton, however, seems to be aimed in the right direction and it will undoubtedly be adopted in many other wide-awake business towns and cities through the Northwest. Apparently there can be offered no objection to it, while on the other hand it has many commendable features.—Minneapolis Commercial Bulletin.

Poor Pasturage.

"Just thirty-three years ago to-day," said the old soldier, "the top of my head was grazed by a bullet."

"There isn't much grazing there now, is there, grandpa?" was the comment of the youngest grandchild, and as the old gentleman rubbed his bare poll he had to admit the correctness of the assertion.

Hardware Price Current.

NAILS 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. Steel..... 5 50
First Quality, D. B. Steel..... 10 50

BARROWS

Railroad..... \$12 00 14 00
Garden..... net 30 00

BOLTS

Stove..... 60&10
Carriage new list..... 70 to 75
Plow..... 50

BUCKETS

Well, plain..... \$ 3 25

BUTTS, CAST

Cast Loose Pin, figured..... 70&10
Wrought Narrow..... 70&10

BLOCKS

Ordinary Tackle..... 70

CROW BARS

Cast Steel..... per lb 4

CAPS

Ely's 1-10..... per m 65
Hick's C. F..... per m 55
G. D..... per m 35
Musket..... per m 60

CARTRIDGES

Rim Fire..... 50&5
Central Fire..... 25&5

CHISELS

Socket Firmer..... 80
Socket Framing..... 80
Socket Corner..... 80
Socket Slicks..... 80

DRILLS

Morse's Bit Stocks..... 60
Taper and Straight Shank..... 50&5
Morse's Taper Shank..... 50&5

ELBOWS

Com. 4 piece, 6 in..... doz. net 50
Corrugated..... 1 25
Adjustable..... dis 40&10

EXPANSIVE BITS

Clark's small, \$18; large, \$26..... 30&10

FILES—New List

Ives', 1, \$18; 2, \$24; 3, \$30..... 25
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..... 17

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..... 1 55
Steel nails, base..... 1 80
Wire nails, base..... 1 90

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..... 80
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 Burs..... 60

PATENT PLANISHED IRON

"A" Wood's patent planished, Nos. 24 to 27 10 20
"B" Wood's patent planished, Nos. 25 to 27 9 20
Broken packages 1/4c per pound extra.

HAMMERS

Maydole & Co.'s, new list..... dis 33 1/2
Kip's..... dis 25
Yerkes & Plumb's..... dis 40&10
Mason's Solid Cast Steel..... 80c list 70
Blacksmith's Solid Cast Steel Hand 80c list 40&10

HOUSE FURNISHING GOODS

Stamped Tin Ware..... new list 75&10
Japanned Tin Ware..... 20&10
Granite Iron Ware..... new list 40&10

HOLLOW WARE

Pots..... 60&1
Kettles..... 60&10
Spiders..... 60&10

HINGES

Gate, Clark's, 1, 2, 3..... dis 60&10
State..... per doz. net 2 50

WIRE GOODS

Bright..... 80
Screw Eyes..... 80
Hook's..... 80
Gate Hooks and Eyes..... 80

LEVELS

Stanley Rule and Level Co.'s..... dis 70

ROPES

Sisal, 1/4 inch and larger..... 9 1/2
Manilla..... 11

SQUARES

Steel and Iron..... 70&10
Try and Bevels..... 60
Mitre..... 50

SHEET IRON

com. smooth. com.
Nos. 10 to 14..... \$2 70 \$2 40
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 30 2 75
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.

SAND PAPER

List acct. 19, '96..... dis 50

SASH WEIGHTS

Solid Eyes..... per ton 20 00

TRAPS

Steel, Game..... 75&10
Oneida Community, Newhouse's..... 50
Oneida Community, Hawley & Norton's 70&10
Mouse, choker..... per doz 15
Mouse, delusion..... per doz 1 25

WIRE

Bright Market..... 75
Annealed Market..... 75
Coppered Market..... 70&10
Tinned Market..... 62 1/2
Coppered Spring Steel..... 50
Barbed Fence, galvanized..... 2 05
Barbed Fence, painted..... 1 75

HORSE NAILS

Au Sable..... dis 40&10
Putnam..... dis 5
Northwestern..... dis 10&10

WRENCHES

Baxter's Adjustable, nickeled..... 30
Coe's Genuine..... 50
Coe's Patent Agricultural, wrought..... 80
Coe's Patent, malleable..... 80

MISCELLANEOUS

Bird Cages..... 50
Pumps, Cistern..... 80
Screws, New List..... 85
Castors, 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@3/4..... 12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

TIN—Melyn Grade

10x14 IC, Charcoal..... \$ 5 75
14x20 IC, Charcoal..... 5 75
20x14 IX, Charcoal..... 7 00
Each additional X on this grade, \$1.25.

TIN—Allaway Grade

10x14 IC, Charcoal..... 4 50
14x20 IC, Charcoal..... 4 50
20x14 IX, 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
Each additional X on this grade, \$1.50.

ROOFING PLATES

14x20 IC, Charcoal, Dean..... 4 50
14x20 IC, Charcoal, Dean..... 5 50
20x28 IC, Charcoal, Dean..... 9 00
14x20 IC, Charcoal, Allaway Grade..... 4 00
14x20 IX, Charcoal, Allaway Grade..... 5 00
20x28 IC, Charcoal, Allaway Grade..... 8 00
20x28 IX, Charcoal, Allaway Grade..... 10 00

BOILER SIZE TIN PLATE

14x56 IX, for No. 8 Boilers, per pound... 9
14x56 IX, for No. 9 Boilers, per pound... 9

She Never Was a Boy.

When I come home the other night
With an ugly lookin' eye
That I had got into a fight,
Poor ma commenced to cry.
But when I told pa how it was
He clapped his hands for joy
And told me I'd done bully, 'cause
Once he had been a boy.

"Boys will be boys," I heard him say;
"They won't be otherwise,
And the one that learns to fight his way
Is the one that wins the prize;
When I was his age fightin' was
My greatest earthly joy—"
But ma, she kept on cryin', 'cause
She never was a boy.

My golly, but I'd hate to be
A girl with fluffy hair
And always prim as A, B, C,
With clothes too clean to wear!
When ma was small I s'pose she was
Red-cheeked and sweet and coy—
But, oh, the fun that missed her 'cause
She never was a boy.

How to Postpone Old Age.

Dr. W. Kinnear in the Humanitarian.

Anatomical experiment and investigation show that the chief characteristics of old age are the deposits of earthy matter of a gelatinous, fibrinous character in the human system. Carbonate and phosphate of lime, mixed with other salts of a calcareous nature, have been found to furnish the greater part of these earthy deposits. As observation shows, man begins in a gelatinous condition; he ends in an osseous or bony one—soft in infancy, hard in old age. By gradual change in the long space of years the ossification comes on; but, after middle life is passed, a more marked development of the ossific character takes place. Of course, these earthy deposits—which affect all the physical organs—naturally interfere with their functions. Partial ossification of the heart produces the imperfect circulation of the blood which affects the aged. When the arteries are clogged with calcareous matter, there is interference with circulation, upon which nutrition depends. Without nutrition there is no repair of the body. None of these things interfere with nutrition and circulation in earlier years. The reparation of the physical system as everyone ought to know, depends on this fine balance. In fact, the whole change is merely a slow, steady accumulation of calcareous deposits in the system. When these become excessive and resist expulsion, they cause the stiffness and dryness of old age. Entire blockage of the functions of the body is then a mere matter of time. The refuse matter deposited by the blood in its constant passage through the system stops the delicate and exquisite machinery which we call life. This is death. It has been proved by analysis that human blood contains compounds of lime, magnesia, and iron. In the blood itself are thus contained the earth salts. In early life they are thrown off. Age has not the power to do it.

Hence, as blood is produced by assimilation of the food we eat, to this food we must look for the earthy accumulations which in time block up the system and bring on old age. Almost everything we eat contains more or less of these elements for destroying life, by means of calcareous salts deposited by the all-nourishing blood. Careful selection, however, can enable us to avoid the worst of them. Earth salts abound in the cereals, and bread itself, although seemingly the most innocent of edibles, greatly assists in the deposition of calcareous matter in our bodies. Nitrogenous food abounds in this element. Hence a diet made up of fruit principally is best for people advancing in years, for the reason that, being deficient in nitrogen, the ossific deposits so much to be dreaded are more likely to be suspended. Moderate eaters have in all cases a much better chance for long life than those addicted to excesses of the table. Fruits, fish, poultry, young mutton, and veal contain less of the earthy salts than other articles of food, and are therefore best for people entering the vale of years. Beef and old mutton usually are overcharged with salts, and should be avoided; a diet containing a minimum amount of earthy particles is most suitable to retard old age, by preserving the system from functional blockages. The daily use of

distilled water is, after middle life, one of the most important means of preventing secretions and the derangement of health. As to diluted phosphoric acid, it is one of the most powerful influences known to science for shielding the human system from the inconveniences of old age. Daily use of it mixed with distilled water helps to retard the approach of senility. By its affinity for oxygen the fibrinous and gelatinous deposits previously alluded to are checked, and their expulsion from the system hastened.

To sum up: Avoid all foods rich in the earth soils, use much fruit, especially juicy, uncooked apples, and take daily two or three tumblerfuls of distilled water with about ten or fifteen drops of diluted phosphoric acid in each glassful. Thus will your days be prolonged, old age delayed, and health insured.

Paper and Celluloid Collars Still Manufactured.

From the New Orleans Times-Democrat.

"Oh, yes, paper collars are still made," said a haberdasher smilingly, in reply to an inquisitive customer. "Thirty years ago they were worn by men who considered themselves very good dressers. Now their use is confined to a few old fellows who won't change, and, of course, they have to be manufactured to order. There are several customers for them here, and a wealthy planter who lives some distance north of the city orders them by thousand lots. I was in New England last summer, and while visiting a little town famous for its collar-makers saw an old plant used for turning out the paper article. It had been rusting away in silence for years, and I was astonished at its size. The buildings easily covered an acre, and the machinery was enormous. I was told that in its heyday the concern shipped its product all over the world, and sold paper collars even in the Fiji Islands. I suppose they must have been used as trimmings for missionary ragout."

"The celluloid collar industry is still very much alive, its trade last year being the largest on record. Who buy them? Lots of different people. Thousands are sold to seafaring men, particularly those whose voyaging takes them into the tropics. France, Germany and Italy import an immense number. Another big lot is supplied under contract to the Russian army—a fact not generally known—and I understand there is a large sale of them in Turkey."

"The principal market in this country is in the West. The lumbermen up in the Minnesota and Wisconsin regions regard them as very recherche, and they buy them by the bale. In the cities they are worn generally by policemen, who would find it impossible to keep a linen collar looking neat in bad weather. The great objection to celluloid collars used to be their inflammability. Their composition is very like gun cotton, and it was formerly a common joke to touch a match to a fellow's neckgear and see it vanish. You can't do that now. A new process has rendered them fireproof."

The Evolution of the Hog.

Secretary Coburn of the Kansas State Board of Agriculture begins his latest work, "The Hog in America," with these words: "From the repulsive and proscribed nuisance of antiquity, tolerated but despised, under the ban of many religions, descended through the savage, predatory hordes of Old World forest and jungles, the hog has become not only amenable to civilization, but, under the mollifying influence of Indian corn and surroundings salubrious and peaceful, he is in America a debt-payer, a mortgage-remover, a promoter of progress and a buttress of prosperity."

Very few people have weak eyes from looking on the bright side of things.

There are always two sides to every question—our side and the wrong side.

A New Fast Train East.

The Grand Trunk Railway System placed in service Sunday, November 13, a new train from Grand Haven and intermediate stations to Durand daily, connecting directly at Durand with train No. 4, which is a solid vestibule train with through Pullman drawing room sleeping cars attached for Buffalo, New York and Philadelphia via the Lehigh Valley R. R.; Toronto, Montreal and Boston via Montreal, C. V. and B. & M. R. Rs. This train has dining car service and is up to date in every respect.

The new train will leave Grand Haven at 6:15 p. m., Grand Rapids 7:20 p. m., thus enabling passengers to have supper before starting and reach their destination sooner than by any other line. Passengers from Muskegon can make connection with the new train by taking G. R. & I. R. R. train leaving Muskegon at 4 p. m., arrive Grand Rapids 5:15 p. m., which will give ample time for supper at Grand Rapids.

Returning the new train will leave Durand on arrival of through train No. 1 from the East and Canada at 7:10 a. m., arriving at Grand Rapids 10:10 a. m., Grand Haven 11:10 a. m. and Muskegon via G. R. & I. R. R. at 2 p. m.

Other changes taking effect November 13—Trains leaving Grand Rapids at 10 p. m. Westbound and Grand Haven at 5:40 a. m. Eastbound will be discontinued between those points, running between Grand Rapids and Detroit only. Mixed trains Nos. 81 and 82 will be run as freight trains and will not carry passengers.

Wanted Money for Shopping.

"Harry," said Mrs. Treadway to her husband at the breakfast table, "I am quite out of money, and I want to spend the day shopping. Let me have 60 cents."

"What do you want 60 cents for?"
"Ten cents for car fare and 50 cents for luncheon."

Cupid is always represented as a baby, because her love never lives to grow up.

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.

TO EXCHANGE—FARM FOR CITY PROPERTY: 80 acres, part improved. Adapted to general farming and peach raising. J. H. McKee & Son, Houseman Block, Grand Rapids. 770

O. W. ELLARS, SALESMAN AND AUCTIONEER, now closing out stock at Ivesdale, Ill. If you wish to close out, address him for terms and particulars. 763

TO EXCHANGE—FOUR HOUSES IN CITY. A 1 rented, for general merchandise in good town. Address Lester & Co., 216 Ottawa Street, Grand Rapids, Mich. 765

FOR SALE OR EXCHANGE—HOT SODA apparatus, silver, mammoth, up-to-date. Tufts' pattern, \$2.25, \$5 per month, 6 per cent interest. Also Soda Fountain modern, eighteen syrups, two sodas, four mineral tubes, magnificent cherry top, Tufts' pattern, \$1.00, \$10 per month, 6 per cent. Also Fixtures, drug and jewelry: three 8 ft., one 12 ft. wall cases, plate glass; 24 ft. drug shelving, half glass; four 8-ft. silent sale-man cases, beveled plate, grand; \$1,000, \$10 per month, 6 per cent. Address 766, care Michigan Trade man.

FOR SALE A MILLINERY AND FANCY goods stock, city of 3,500 inhabitants. Will sell at a great bargain. Address Box 242, St. Johns, Mich. 767

FOR SALE—STOCK DRUGS AND FIXTURES, invoicing \$2,200, at 50 per cent. discount. Address No. 768, care Michigan Trade-man. 768

WANTED—AGENCIES IN WESTERN MICHIGAN for the Palmer Laundry, of Grand Rapids. High grade work and prompt service. Rates upon application. 769

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 Trade-man. 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 (\$1200) 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 Trade-man. 745

WANTED—TO EXCHANGE 40 ACRE FARM for drug stock. Property is half improved, with dwelling and barn. Worth \$800. Address No. 753, care Michigan Trade-man. 753

FOR SALE—NEW GENERAL STOCK. GOOD farming and lumbering country around the village. Address 752, care Michigan Trade-man. 752

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 Trade-man. 755

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. 751

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 Trade-man. 691

FOR SALE—NEW GENERAL STOCK A splendid farming country. No trade. S. Address No. 680, care Michigan Trade-man. 680

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

FOR SALE—DRUG, BOOK AND STATIONERY stock invoicing \$4,500, and fixtures invoicing \$300, which includes show cases, shelving and bottles. Daily cash sales in 1891, \$2; 1892, \$30; 1893, \$71; 1894, \$31.65; 1895, \$5; 1896, \$21.20; and 1897, \$24.13. Located in manufacturing town. No cut prices. Rent reasonable, \$29 per month. Living rooms in connection. Address N. 668, care Michigan Trade-man. 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 Trade-man. 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 Trade-man. 552

TO EXCHANGE—FARMS AND OTHER property for dry goods, clothing and shoes. Address P. Mediae, 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.

WANTED—POSITION IN GENERAL STORE by a man of experience who speaks the German language. Address No. 762, care Michigan Trade-man. 762

WANTED—A POSITION AS TRAVELING salesman by energetic man of long business experience. Address No. 764, care Michigan Trade-man. 764

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

Travelers' Time Tables.

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

Chicago.
Lv. G. Rapids..... 7:30am 12:00am *11:45pm
Ar Chicago..... 2:10pm 9:15pm 7:20am
Lv Chicago..... 11:45am 6:50am 4:15pm *11:50pm
Ar G'd Rapids 5:00pm 1:25pm 10:30pm * 6:20am

Traverse City, Charlevoix and Petoskey.
Lv. G'd Rapids..... 7:30am 8:05am 5:30pm
Parlor cars on day trains and sleeping cars on night trains to and from Chicago
*Every day. Others week days only.

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

Detroit.
Lv. Grand Rapids..... 7:00am 1:35pm 5:35pm
Ar Detroit..... 11:40am 5:45pm 10:05pm
Lv Detroit..... 8:00am 1:10pm 6:10pm
Ar Grand Rapids..... 12:55pm 5:20pm 10:55pm

Saginaw, Alma and Greenville.
Lv. G R 7:00am 5:10pm Ar. G R 11:55am 9:30pm
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.
Geo. DeHaven. General Pass. Agent.

GRAND Trunk Railway System Detroit and Milwaukee Div.

(In effect Nov. 13, 1898)

Leave. EAST. Arrive.
+ 6:45am Sag., Detroit, Buffalo & N Y. + 9:55pm
+ 10:10am..... Detroit and East. + 5:27pm
+ 3:20pm..... Saginaw, Detroit & East. +12:45pm
+ 7:20pm..... Buffalo, N Y. & Boston. +10:15am

WEST
*10:10am..... Gd. Haven and Int. Pts. * 7:15pm
+12:53pm Gd. Haven and Intermediate. + 3:12pm
+ 5:30pm..... Gd. Haven and Milwaukee. 5:27pm
Eastward—No. 16 has Wagner parlor car. No. 22 parlor car. Westward—No. 11 parlor car. No. 17 Wagner parlor car.
*Daily. *Except Sunday.
E. H. HUGHES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.
C. A. JUSTIN, City Pass. Agent.
97 Monroe St. Morton House.

GRAND Rapids & Indiana Railway Sept. 25, 1898.

Northern Div. Leave Arriv.
Trav. City, Petoskey & Mackinac * 7:45am + 5:15pm
Trav. City, Petoskey & Har. S. + 2:15pm +10:00pm
Cadillac accommodation..... + 5:25pm +10:55am
Petoskey & Mackinaw City..... +11:00pm + 6:25pm
7:45am and 2:15pm trains have parlor cars;
11:00 pm train has sleeping car.

Southern Div. Leave Arriv.
Cincinnati..... + 7:10am + 9:45pm
Richmond..... + 2:10pm + 2:00pm
Cincinnati..... +10:15pm + 7:10am
For Vicksburg and Chicago. +11:00pm + 9:1am
7:10 am train has parlor car to Cincinnati
and parlor car to Chicago; 2:10pm train has
parlor car to Richmond; 10:15pm train has
sleeping cars to Cincinnati, and on Sept. 27-29,
Oct. 2, 5, 9, 12 and 16 to Indianapolis, Louisville,
and St. Louis. 11:00pm train has sleeping car to
Chicago.

Chicago Trains.
TO CHICAGO.
Lv. Grand Rapids..... 7:10am 2:10pm *11:00pm
Ar. Chicago..... 2:0 pm 9:10pm 6:25am

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

Muskegon Trains.
GOING WEST.
Lv G'd Rapids..... *7:35am *1:00pm *5:40pm
Ar Muskegon..... 9:00am 2:10pm 7:05pm

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

DULUTH, South Shore and Atlantic Railway.

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

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

MANISTEE & Northeastern Ry. Best route to Manistee.

Via C. & W. M. Railway.
Lv Grand Rapids..... 7:00am
Ar Manistee..... 12:05pm
Lv Manistee..... 8:30am 4:10pm
Ar Grand Rapids..... 1:00pm 9:55pm

TRAVEL VIA F. & P. M. R. R.

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

You should always buy

PERRIGO'S FLAVORING EXTRACTS

because they are
the best.

Manufactured by
L. Perrigo Company
Allegan, Mich.

MERCANTILE ASSOCIATIONS

Michigan Business Men's Association
President, C. L. WHITNEY, Traverse City; Sec-
retary, 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, Easton Rapids.

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

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

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

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

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

Bay Cities Retail Grocers' Association
President, M. L. DEBATS; Sec'y, S. W. WATERS.

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

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

Alpena Business Men's Association
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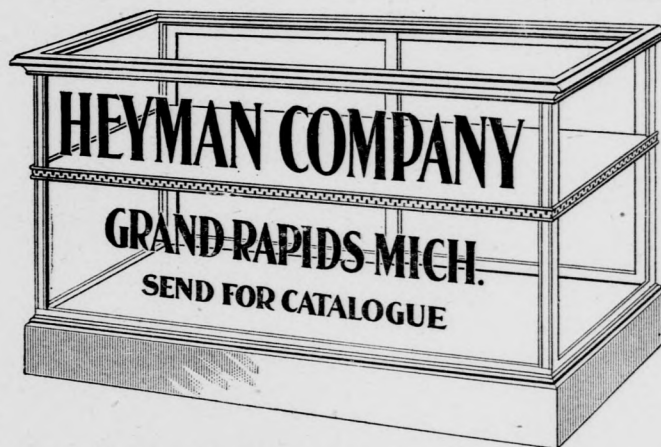
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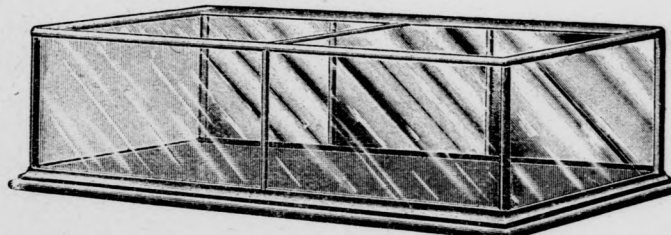
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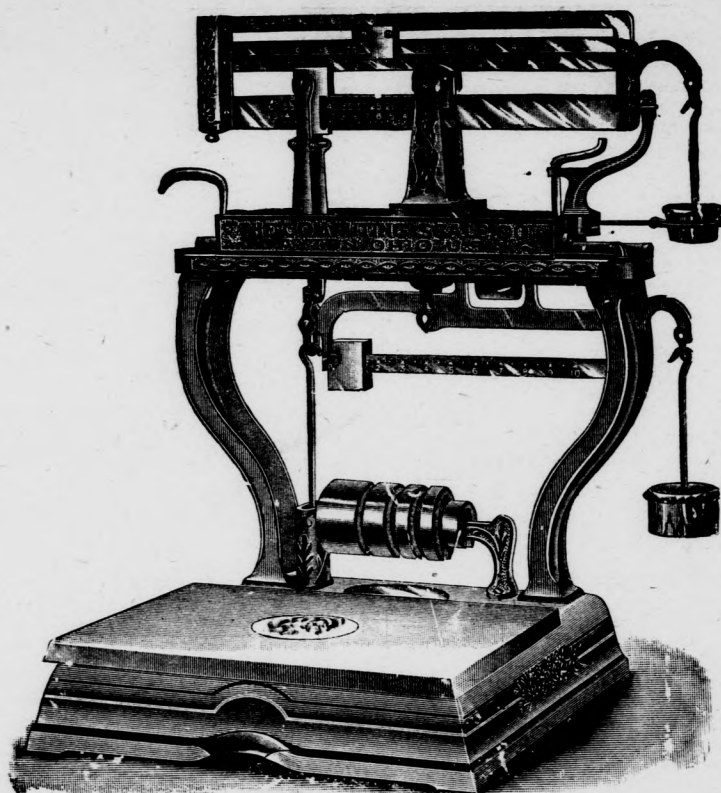
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