

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XVII.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 6, 1899.

Number 833

If You Want

Three Swell Lamps

buy our No. 900 Assortment, three styles in one package.



No. 830.

Complete with 9-inch Globe and No. 2 Royal Center Draft Burner.



No. 855.

Decorated with flowers on light cloud-tinted ground. Has 10-inch Globe and No. 2 Royal Center Draft Burner.

No. 900—Original Assorted Package of Fancy Parlor Lamps.

1 No. 830 Lamp, complete	\$ 2 75
1 No. 855 Lamp, complete	3 75
1 No. 865 Lamp, complete	4 50
	\$ 11 00
Less 10 per cent	1 10
	9 90

Package, no charge.

Remember we issue Catalogues in all of our departments:

Crockery
Glassware
Lamps
Fancy
Goods.

If you are interested, we would like your name on our mailing list.



No. 865.

In dark brown color effect decoration, with richly contrasting floral. Has 10-inch globe and No. 2 Royal Center Draft Burner.

We sell to
dealers only



42-44 Lake Street,
Chicago.

ON TOP OF THE HEAP

That's where we all want to be and that's where you will be, as far as your cigar trade is concerned, if you deal with us.

We have the largest and best line of cigars in the country—the kind it pays to sell—the kind that put you on top of the heap. They don't cost a cent more than the unknown, unpopular brands. Better send in a trial order.

PHELPS, BRACE & Co.,

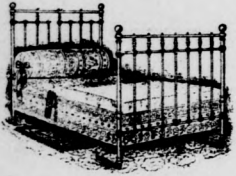
THE LARGEST CIGAR DEALERS IN THE MIDDLE WEST.
F. E. BUSHMAN, Manager.

Mr. Merchant:

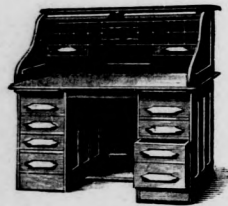
We have the best-selected sample line of Furniture in Grand Rapids—the best-selling lines from the big July Exposition. Spot cash bought these goods—makers were glad to sell them rather than repack and reship them. We are selling this

SAMPLE FURNITURE AT RETAIL

We pay the freight on every article we send out and return your money without question if the goods are not satisfactory in every way. Five specimen values here—they give a partial idea only of our scope—we handle everything in the line of furniture. Send for our catalogue—or better still—come in and see us. Our furniture is adorning many of the finest homes in Grand Rapids, Detroit and Chicago—why not yours?



This brass-trimmed bed, full size, bow foot. Actual value, \$10, our price, \$7.25, freight paid.



Large, roomy, Roll-Top Office Desk, only \$13.75; others \$8.75 up, freight paid.



LATANIA BORDONICA.

Perpetuated Palms, with four large leaves and centerpiece, in pots, natural as life, and an ornament to store or parlor, \$1.25 freight prepaid.



Dressers, \$6.95 to \$95.



Couches \$4.70 to \$60. Free samples of coverings on application.

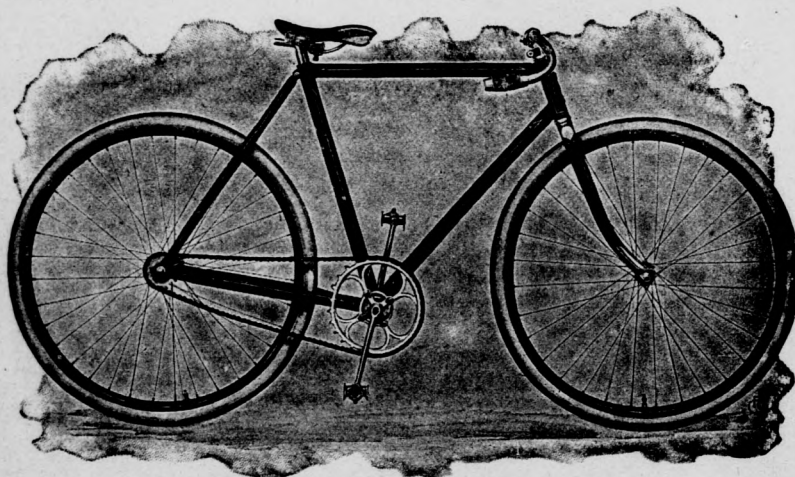
Grand Rapids Wholesale Furniture Co. Masonic Temple, Louis and Ottawa Sts., Grand Rapids, Mich.

A MOST WONDERFUL OFFER

Have you ever had any business dealings with us? If not, we want to bring you into the fold of our many well-satisfied customers through the medium of **the most popular medium-priced bicycle ever built**, the

1899 Wabash Bicycle

Within the next thirty days we will move into new and larger quarters in order to be better able to take care of our fast increasing trade. Before we move we wish to reduce our stock as much as possible, especially on our **WABASH** models. These are the **best selling** and **most popular** of all our models and it is admitted, by those of our customers who have handled them this season, that they are, by far, superior to any other **POPULAR-PRICED** bicycle built. **It will pay you to get on our list of customers. This is your opportunity.** Merchants have been offered all kinds of wheels at all kinds of prices, but never before have they been offered **thoroughly high-grade, fully guaranteed bicycles** at the price we now offer our **WABASH** models. It is **not likely that this offer** will appear again and, if you want to take advantage of the greatest bicycle value ever offered, you should send us your orders at once. We quote you, whether you order **one or one hundred**, the **stupendously low price of**



This Cut is an Exact Photographic Reproduction of Men's Model 80. Send for Complete Catalogue.

Kindly mention this Journal.

\$15.00

CASH WITH ORDER
C. O. D., \$15.50
Net 10 Days, \$16.00

\$15.00

For Either Men's Model 80 or Ladies' Model 81.

Our Wabash Models retail at \$30.00 to the riders and are worth every cent of it. Orders will be accepted with the distinct understanding that if the wheels are not entirely satisfactory and just as we represent them, they can be returned and the money will be refunded without a word.

In order to more fully appreciate the above offer, we ask you to note carefully the following specifications:

Large tubing, 1 1/4-inch throughout, in main frame. Flush joints thoroughly reinforced. Wabash two-piece drop forged cranks, 7-inch throw. D shaped tubing in rear forks. Large sprockets, drop forged, new and original design. Regular gear, 80-inch 26x9 on men's, 68-inch 22x9 on ladies'. Beautiful Schmeer handle bars. Miller (Brown shape) padded saddle. Thorsen pedals (positively no better pedals made). Beautiful mahogany finished rims. Tires, Wabash, single tube, corrugated tread. These tires we have used on 90 per cent. of our Wabash wheels this season, and so far have had scarcely a complaint. Guaranteed Indiana tires 75c extra. Morgan & Wright or Hartford tires \$2.00 extra. Finish, four coats finest enamel, each coat baked separately, hand polished in coach green (regular), black or maroon color, finished with a neat double hair line stripe of gold.

NOTE—The bearings (the most important item in a bicycle) in the Wabash wheels are turned from tool steel, oil tempered, ground and polished, and if kept in proper adjustment, they will wear as long and as well as the bearings of any bicycle built, regardless of cost.

Men's in 22 and 24-inch frames. Ladies 22 inch. Can furnish the latter in 20-inch frames if desired. The general specifications of the Ladies' Wabash, Model 81 are the same as Men's Model 80. It has a beautifully designed dropped ladies' frame and with a combination metal and wood chain guard. Its appearance and design can not be surpassed by any wheel built, at any price.

THE THORSEN CYCLE CO, Chicago.

MICHIGAN TRADESMAN

PUBLIC COMPANY
OCT 1905
72535
GIFT
RAILROADS

2 1327
8886
6

Volume XVII.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 6, 1899.

Number 833

The Preferred Bankers Life Assurance Company of Detroit, Mich.

Annual Statement, Dec. 31, 1898.
Commenced Business Sept. 1, 1893.

Insurance in Force.....	\$3,299,000 00
Ledger Assets.....	45,734 79
Ledger Liabilities.....	21 08
Losses Adjusted and Unpaid.....	None
Total Death Losses Paid to Date.....	51,061 00
Total Guarantee Deposits Paid to Beneficiaries.....	1,030 00
Death Losses Paid During the Year.....	11,000 00
Death Rate for the Year.....	3 64

FRANK E. ROBSON, President.

TRUMAN B. GOODSPEED, Secretary.



Investigate our system before placing your collections.

Take a Receipt for Everything

It may save you a thousand dollars, or a lawsuit, or a customer. We make City Package Receipts to order; also keep plain ones in stock. Send for samples.

BARLOW BROS.,
GRAND RAPIDS, MICHIGAN.

OLDEST
MOST RELIABLE
ALWAYS ONE PRICE

Wholesale Clothing Manufacturers in the city of ROCHESTER, N. Y. are KOLB & SON. Only house making strictly all wool Kersey Overcoats, guaranteed, at \$5. Mail orders will receive prompt attention. Write our Michigan representative, Wm. Connor, Box 346, Marshall, Mich., to call on you, or meet him at Sweet's Hotel, Grand Rapids, Sept. 5 to 15 inclusive. Customers' expenses allowed. Prices, quality and fit guaranteed



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.

Tradesman Coupons Save Trouble. Save Money. Save Time.

IMPORTANT FEATURES.

1. Page.
2. Getting the People.
4. Around the State.
5. Grand Rapids Gossip.
8. Editorial.
10. Michigan Fruit.
12. The Flour Trade.
15. Dry Goods.
16. Banking Interests.
18. Telephone Service.
20. Shingle Trade.
22. Hides and Wool.
24. Commercial Travelers.
26. Bicycle Trade.
28. Lime Trade.
29. The Daily Press.
30. Fire Insurance.
32. Furniture Trade.
34. Railway Development.
36. Drug Trade.
38. Woman's World.
40. Butter Trade.
41. Retail Grocery Trade.
42. Sanitary Plumbing.
43. Millinery Trade.
44. Credits and Collections.
46. Farm Produce.
48. Automobiles Used in Transportation.
49. Compressed Yeast.
50. Fruits and Produce.
51. Gotham Gossip.
52. Shoes and Leather.
53. Shoe Trade.
54. Hardware Trade.
56. Wholesale Grocery Trade.
57. Commercial Travelers.
58. Drugs and Chemicals.
59. Drug Price Current.
60. Grocery Price Current.
61. Grocery Price Current.
62. Excelsior.
64. Farm Implements.

Condition of the Hay Crop.

The condition of the hay crop this year is nearly the reverse of its condition a year ago. Then the crop was the largest ever reported, with a very dull market at low prices, the supply being greater than the demand, and it continued so for nearly the whole year, while the present outlook is for an active market at better prices and a good demand.

Nearly one-third of the receipts of hay in Boston are exported, showing that other countries may use part of our surplus.

Old Western hay of choice quality is selling at the unusual premium of \$1 per ton over new hay. Stocks are reported very light at the Eastern markets and Western farmers are not showing much anxiety to dispose of their holdings. These conditions are causing higher prices.

The Government report on this year's crop shows 3.4 per cent. decrease in acreage, with the condition of timothy on August 1, 86.7, which is 12.6 points below that of the corresponding date last year.

The condition of clover is in marked contrast with that of last year, showing a large percentage of decrease, the crop in New York and Pennsylvania being 71 and 76 per cent., respectively, as compared with 93 and 94 per cent., respectively, last year. Michigan and Indiana also show a reduction of a few points, Ohio showing the best prospects. It is noted that the quality of this year's crop of clover falls below last year, especially in New England. Timothy in Western Michigan is of good quality, while the clover is generally very poor.

We believe that the farmer who has secured a good crop of No. 1 Timothy hay will share in this year's unprecedented prosperity. O. E. Brown.

The ambition of some men appears to know no bounds. For a case in point, see Frank Hamilton, the Traverse City clothier. Not content with being the possessor of a successful clothing store and a beautiful home on the crest of Sunset Hill; with election to the office of Mayor by nearly a unanimous vote; with the acquisition of something more than local fame as the grower of red kidney beans, he now covets another kind of reputation—as a breeder of Angora cats. The people of Traverse City have always been very kind to Mr. Hamilton and the cheerful burghers of the Peninsula have put up with his eccentricities as an amateur farmer with quiet forbearance, but the attempt to replace the American tabby with the fox-tailed denizen of Asia Minor is causing a revolt which may result in his neighbors espousing a new occupation as breeders of bulldogs.

Although the apple crop this year is expected to be the largest that has been produced, the demand has increased so greatly during recent years that it is not thought the prices will fall. The largest yield of apples in the United States was 210,000,000 bushels, about three bushels for every man, woman and child. About one-third of the product is made into cider. The price of apples has been rising each year, and a demand for them has arisen in Europe, to which many are exported. The exports of dried apples for the last fiscal year were 19,305,749 pounds, valued at \$1,245,733, while of ripe apples there were exported 380,222 barrels, valued at \$1,210,450.

The secret service has discovered a new counterfeit \$2 treasury note of the series of 1891, check letter D; Bruce, register; Roberts, treasurer; portrait, McPherson. The seal is dark red instead of pink, and the parallel ruling is poor, as is most of the lathe work. It is a fairly deceptive photo-etched production, and the silk fiber distributed through the genuine paper has been closely imitated.

Marshall D. Elgin, Secretary of the Musselman Grocer Co., is spending a fortnight at Niagara Falls, Montreal and the St. Lawrence River country. He is accompanied by his wife.

Sometimes a man wants re-election to office as a vindication of his conduct, and sometimes he wants it because he has no other means of living.

The universal peace associations are keeping themselves together to be able to be happy when universal peace comes.

The invention of liquid air makes indulging in liquid refreshments still more difficult to avoid.

When a man acts without reason he must hunt for an excuse to justify himself.

Where there is a will a lawyer will find some other way.

The Hardware Market.

Conditions of trade remain quite similar to those reported in our last market. Retail dealers give encouraging reports of conditions existing in their local markets, but say the disposition of the consumer to buy in any great quantities is restricted quite a good deal by the recent advances in prices. This also has its effect upon the dealers, who, in the majority of cases are buying only as their wants appear from day to day. In the manufacturing line everything is reaching a higher level and so far as we are able to judge, many goods will be much higher and no lower prices on any line will take place during the coming year.

Wire Nails—Sept. 1 the manufacturers made an advance of 15c per cwt. on wire and nails of all kinds, and on painted barbed wire they made an advance of 50c per cwt., bringing it up to within 15c of galvanized barbed. There is no change on the advance which already exists of 50c per cwt. between plain and galvanized wire, as they have only made a change governing painted and galvanized barbed. Prices at the present time are as follows: No. 9 plain wire, \$2.95; No. 9 galvanized, \$3.45; painted barbed wire, \$3.55; galvanized barbed wire, \$3.70; wire nails, \$3.05. For shipment direct from mill, the price averages about 15c per cwt. less. If the advances in raw material continue, it is believed there will be higher prices on wire and nails before Oct. 1.

Miscellaneous—In bar iron great difficulty is being experienced in getting orders filled, as the mills claim to be from three to four months behind orders. While there has been no special change in the price for the last thirty days, owing to the scarcity existing and jobbers being obliged to pick up their iron from whatever source they are able to find it, prices have generally advanced, and a 3c rate on bar iron is now quite generally asked. Tacks and clout nails of all kinds have advanced 15 per cent. in the last two weeks. On strap and T. hinges, as well as wrought butts, at a recent meeting of the manufacturers, an advance of 25 per cent. was made. This was necessitated by the increased cost of the material going into their manufacture. While there has been no change on Manila rope for the past week, sisal has advanced 1/2c per lb., making the price at present from jobbers' hands 11 1/2c. While it is not good weather for skating, prices on skates have been established for the coming season at an average of about 5c a pair higher than last year. Manufacturers of files of all kinds, including Nicholson and Black Diamond, have advanced their price 10 per cent. in the last week, and jobbers are now asking 70 per cent. off list for standard brands. In clothes wringers a new list has been adopted, covering the entire line, from which jobbers give a discount of from 20 to 25 per cent. Edge tools and hammers of all kinds have advanced 15 per cent. in the last ten days.

Wm. T. Barnard succeeds Jas. Baker in the grocery business at 1066 Madison avenue.

Getting the People

The Local Retailer and the Catalogue Houses.

The one element that has arisen in the past few years to the disquietude of the local retailer is the catalogue houses, so-called—the firms who issue immense catalogues of every conceivable kind of goods at apparently tempting prices and distribute these catalogues among the retailer's customers. That these houses are making heavy inroads into the retailer's trade is undeniable, and the evil is not yet at an end and will not be until the retailer looks at the matter from a perfectly practical standpoint. The cause and the remedy are plainly apparent to anyone who will take the time to do this.

The catalogue houses issue catalogues in which every article is illustrated, fully described and priced. The greatest care is taken to make the descriptions as complete as possible and to word them in the most alluring manner. The local retailer puts an advertisement in the paper reading "John Smith, Dry Goods, Boots and Shoes," or something equally lucid. Only in rare instances does he attempt to describe and price his goods in his advertisements. People will always buy where the prices are lowest, other things being equal. If they did not think that they were getting bargains from the catalogue houses they would not buy from them. If the local retailer would come out in the newspaper with a reproduction of a page from one of the catalogues and offer to duplicate the prices named there, or, if necessary, to go below them; if he would tell his customers the advantages of seeing an article before buying it; if he would advertise his own goods in the same manner as the catalogue houses do—even going to the point of issuing a catalogue of his own, if necessary—he would rapidly make good his lost trade. The catalogue houses are succeeding through good advertising—the local retailer must fight them with advertising. He has everything in his favor. He is on the ground. He knows his customers. All that he has to do is to demonstrate to them, in the most forcible way, that they can save money by buying of him, and his case is won.

A correspondent who desires his name withheld sends me four advertisements, three of which are decidedly good, and the fourth not quite so good. It runs as follows:

SEEDS

Look alike, but they may be different. Are they fresh, pure, true to name, strong, and selected from the best specimens? How can you tell as to these points? Have you anything, other than your dealer's honesty, to rely upon? Do you know about the reliability of the New York, Chicago and other large-city seedsmen? If they beat you, what can you do? If your home dealer beats you, you know where to find him, don't you? Then why not patronize me, and if goods are not right, here I am, and I'll make them right. Think about this, and get my prices.

BLANK, Blankville.

My correspondent started out right, but when he came to the fork in the road, he took the wrong turning. From the words, "Do you know about the reliability, etc.?" the advertisement is wrong. It never pays to run down a competitor. The public always sympa-

thizes with the under dog. If a man abuses his competitor or casts doubt upon his honesty, the public feeling is apt to swerve in favor of the competitor, and the attempt defeats its own end. Besides this, there is no logical reason why the large city seedsmen should not be reliable. They have been in business a number of years, and have grown steadily each year—certainly facts opposed to the idea of unfair dealings. A seedsman who dealt unfairly with his customers would have to hunt for a new set every year, and his business would not grow—more than likely it would lessen.

Evidently, then, the proper way for my correspondent to have followed up his opening remarks would have been something like this:

I've been in business here among you for — years.
You know me.
Every customer I ever had is a living advertisement of the goodness of the seeds I sell.
There's not a man who can say that the seeds I sold him were not right.
Satisfaction—or your money back without question—that's what I offer you.
The seeds you want, at the time you want them—that's what you get when you buy here—no delays in delivery and no express charges to pay.
My prices are worth getting.

BLANK, Blankville.

I am glad to see that D. S. Seaman, of Greenville, has at last discontinued that nerve-racking Coffee, Ginger Snaps and Grated Pineapple advertisement which I criticised about two months ago, and has substituted for it one that is really good. I reproduce it as an excellent specimen of good grocery advertising. It always pays to speak of the cleanliness of a grocery or butcher's store, and if the store bears out the statement made in the advertising, it makes a winning combination. A clean store, with well-dusted counters and

The Art of Living

and living well, is in judicious marketing. Where you buy is of as much importance as what you buy and what you pay for it, when it comes to food. You want to know the surroundings of the things you are going to eat. Notice the cleanliness of the store. Everything is fresh and appetizing and attractive. The prices are always right. Our special this week is Heinz's Pickling Vinegar at 35c a gallon.

D. S. SEAMAN

shelving and a neatly-arranged window display, together with courteous people back of the counter, will always sell more goods and get more money for them than an untidy place, with dirty shelves and windows and frowzy clerks. The best advertising in the world won't do this latter store any good. Advertising can only bring people as far as the door of your store—after that, the store and the salespeople must do the rest. It pays to cater to particular people—people who are known to be a bit cranky, even. They are the best advertisement a store can have. People say, "There's Mrs. Jones. She's the most particular woman in town. She deals at Blank's," and the natural inference is that if Blank can suit her, he must be good enough for ordinary mortals to deal with. And Mrs. Jones, the particular, will advertise you, too. And she'll tell her neighbors that she doesn't deal with Brown,

your competitor, because she saw him wipe his hands on a towel that looked as if it had not been washed for a month, before he cut her a slice of meat.

All the advertising isn't printed in the newspapers, and sometimes the kind that isn't printed is just as important as the kind that is.

* * *

Whenever you feel like writing poetical advertising think of Mr. Punch's advice to those about to be married—"Don't." Here is a specimen; and as there are some things that simply can not be treated of in cold blood, I reproduce it without criticism:

A fly in the spring
To the air spread his wing
For warmer has grown the weather.
While roaming about
Another thaws out.
They met and flew off together.
To a kitchen they go
On storage intent
Over the pies and the cakes they caper
When one fly to the other laughingly said,
"Let's get onto the sticky fly paper."

W. S. Hamburger.

Fall and Winter Styles in Millinery.

Although quite unusual to disclose the closely-guarded secrets of the fashion designers before the formal openings, we can not resist the temptation to give the Tradesman's lady readers a peep into a few of the hidden bandboxes and prepare them for the marvelous constructions soon to be revealed at Corl, Knott & Co.'s. The following descriptions are noted from a host of models of the Parisian modistes awaiting the opening days:

Hat designed by Faulkner: Picture hat of grey velvet, brim covered with rolls of grey satin, crown made of folds of satin and velvet, trimmed with grey plumes, bow of grey satin ribbon in front, rhinestone and steel buckle, ends extending to back crossed, forming tie strings.

By Poyanne: Turban, seal brown velvet, trimmed with turquoise velvet at right, draped fan effect, pheasant at left, rhinestone and steel ornament.

By Virot: Wire turban frame, small crown covered with velvet and narrow bands of sequins, brim of Maline with sequin trimming, black and white butterfly studded with jet and rhinestone, finished with steel and rhinestone ornament, crystal pin through crown.

By Lewis: Model of grey and violet velvet, brim of violet and grey velvet draped, trimmed with mink, knot of grey velvet in front, white paradise.

By Maison Garlier: Model of Castor miroir velvet, walking hat effect, entire hat of velvet draped in soft folds, strass and turquoise ornament in front, trimmed with eagle wings.

By Marchand: Draped turquoise of Zaire velvet, with rows of horsehair braid, trimmed with seagull of same color, crystal pins, steel rhinestone buckle at back.

Millinery trimmings for fall and winter point largely to the generous use of birds, parrots, breasts, pasted effects in quills, wings and other fancy feathers of this character.

It Is No Uncertain.

Advertising is no more uncertain than any other business venture. It is subject to the same rules and conditions. It offers the same chance of success. No man can tell in undertaking any line of business just what it will pay. He believes that it will pay and tries to make it pay, and that is all he can do. It is the same in advertising. You can advertise and spend your money in the most intelligent way and wait for results.—Charles Austin Bates.

Growing Old Gracefully.

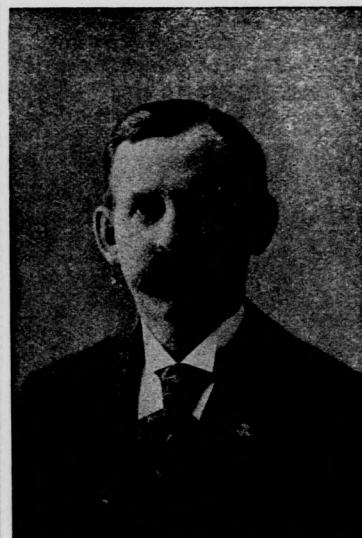
From the Owosso Times.

Mr. W. S. H. Welton made the Times one of his pleasant calls Tuesday and varied the usual course of his calls by announcing that he was ready to receive congratulations on the passing of his 82nd birthday. Although 82 years old Tuesday, Mr. Welton asserted that before the day would be over he would have put in fully ten hours of work in the sun, and that with no more discomfort than any other man would experience. He is still strong and hearty, works every day on his farm, northeast of the city, keeps thoroughly posted on all passing events in the world's history and frequently furnishes articles on special subjects to various periodicals, notably the Michigan Tradesman. Mr. Welton attributes his continued splendid health as much to his habit of keeping in touch with passing events as to out of door exercise. He is certainly one of the finest of living examples of growing old gracefully before Shiawassee county to-day, and the Times joins with other friends in hoping that the community may have the example of his life before it for years yet and that the succeeding twenty-ninths of many future Augusts may see him a caller on city friends.

Early Closing.

Arguments may be added in support of any theory, but it is somewhat too far-fetched to urge in support of the early closing of shoe stores that the long hours of work in those establishments is in a marked degree responsible for many of the failures that take place. Such a contention is foolish and might with much more propriety be used on the opposite side; but it is nevertheless a fact that the long hours in which the employes of retail shoe stores are compelled to work dissipate their energies and make them listless and inattentive. It is reasonably urged that more and better work might be got out of them with shorter hours as "all work and no play makes Jack a dull boy" is quite as true now as when it was first written.

J. G. Miller & Co., Clothing Manufacturers, Chicago, Ill.



I am now at my desk in Chicago, to remain until State Fair week, held in Grand Rapids, Sept. 25-29, at which time I shall be at Sweet's Hotel with all my fall and winter samples. Will take good care of customers who can meet me in Chicago between now and Sept. 15, and allow all expenses to trade who will give me all or part of their fall purchases while in Chicago. Any who cannot leave home kindly let me know and I will send full line of samples or visit them personally. It will be a great pleasure to meet your demands, and rest assured all favors will be appreciated.

Respectfully,

S. T. Bowen,
276 Franklin Street.

IF
YOU SELL GROCERIES
IN WESTERN MICHIGAN

AND
PROMPT
IN YOUR PAYMENTS,

We guarantee our Goods
We guarantee our Prices
We guarantee our Trade
that they will get
Honest Goods at Honest Prices.

MUSSELMAN GROCER CO.

21 AND 23 SOUTH IONIA ST.

GRAND RAPIDS, MICHIGAN.

Our Motto

Once our customer :
Always our customer.

Our Leading Brands
are Arab and Wonder.
Goods under these Brands
are Right.

YOU ARE LOSING MONEY
WITHOUT A CONNECTION
WITH THIS
COMPANY.

OUR WATCHWORDS:
LARGE SALES,
MODERATE PROFITS,
QUICK COLLECTIONS

Around the State

Movements of Merchants.

Cadillac—Stone & Nilsen have embarked in the dry goods business.

Albion—Mrs. D. C. Reynolds has sold her drug stock to H. C. Keck.

Hancock—August Tangen has purchased the grocery stock of Charles S. Mason.

Detroit—J. S. Conley, dealer in tobacco and cigars, has sold out to John H. Cox.

Pentwater—Miss Grace Barker, of Hart, has opened a millinery store at this place.

Marlette—Jas. D. Hunter has purchased the stock of the Marlette Mercantile Co.

Albion—Manheimer Bros., of Hillsdale, have embarked in the clothing business here.

Olivet—A. C. Shaliar has purchased a store building and engaged in the meat business.

Detroit—Nelson J. Malott has purchased the grocery stock and meat business of John Lahey.

Port Huron—Edward McGill has embarked in the grocery and confectionery business at this place.

East Thetford—E. F. Johnson has sold his grocery stock to Weingierl Bros., of Layton Corners.

Coldwater—Alex. Friedman, of Springfield, Ohio, has embarked in the dry goods business at this place.

Allegan—F. L. Kent has sold his feed store business and stock to Roscoe Ellis, who will continue the business at the same location.

East Jordan—D. C. Loveday & Co. have decided to close out their stock of groceries and devote the space to their hardware stock.

Adrian—Dr. Leroy Treat has purchased the drug stock of A. B. Treat. Geo. Treat will probably have charge of the business.

Chelsea—Miss Mary Haab, formerly with Miss Mary Bell, of Ann Arbor, will shortly embark in the millinery business at this place.

Olivet—Giles Barrus will shortly erect a brick building, 50x70 feet in dimensions, which he will occupy with a stock of agricultural implements.

Red Jacket—The Copper City Confectionery Co. is the name of a new enterprise established at this place by Peter Pera and Peter Banditinni.

Maple Rapids—A. N. Howe & Co. have sold their general stock to C. Redfern & Co., who will continue the business at the same location.

Jackson—L. H. Harris, of Minonk, Ill., and Fred Kurtz, of this city, have formed a copartnership and engaged in the drug business at this place.

Hillsdale—The grocery stock of H. L. Lawrence & Co., successors to Oscar Hancock, has been purchased by Frank M. Johnson and Charles S. Hayes.

Saginaw—H. G. Watz, who purchased the drug stock of the late William Grossman at 1218 and 1220 Court street, has consolidated it with his own stock.

Battle Creek—F. J. Chamberlain & Bro. have sold their drug stock to J. W. Amstutz, formerly from Smithville, Ohio, who will continue the business at the same location.

Charlotte—E. V. Abell has purchased the department store stock and business of the late George W. Foote. The sale does not include the drug and book department. Mr. Abell was formerly in the boot and shoe business here.

Ionia—C. E. Jennings, of this place, has leased the Berlin Center Grange Hall and will put in a stock of groceries. He will make an effort to have a post-office established there.

Holland—Miss Susie A. Martin has purchased the interest of Geo. Huizinga in the drug stock of Martin & Huizinga and will continue the business at the same location in her own name.

Lansing—Jas. O'Connor, formerly head salesman in the clothing store of Geo. H. Sheets, at Grand Ledge, has engaged in the clothing and men's furnishing goods business at 106 Washington avenue.

Petoskey—Frank Sherman and Lyle Bryam, formerly connected with the clothing house of Rosenthal & Son, have formed a copartnership and will open a dry goods and ladies' furnishing goods store in the near future.

Albion—Rosseau & Riker will occupy the remaining store in the Loomis block. Mr. Rosseau will enlarge his stock of harness supplies and Mr. Riker will carry a line of boots and shoes and continue his repairing work.

Charlotte—Edward L. Coy, of Cadillac, formerly of this city, and George H. Tubbs, for the past seven years head clerk at Lamb & Spencer's grocery, have purchased the grocery stock of J. A. Mikesell and will continue the business.

Benton Harbor—Geo. Avery, formerly traveling representative for the Ideal Clothing Co. (Grand Rapids), has purchased the interest formerly owned by Jesse Puterbaugh in the clothing firm of Hipp, Enders & Puterbaugh. The new firm will be known as Hipp, Ender & Avery.

Ishpeming—The big store in the addition built by F. Braastad to his Cleveland avenue block last spring is being finished and prepared for occupancy. It is his intention to use the room for the accommodation of his crockery stock, as an adjunct to the grocery department. A stock of bazaar goods will also occupy part of the space.

Manufacturing Matters.

Mansfield—The Mansfield Mill Co. succeeds B. F. Davenport in the shingle business.

Detroit—The Peninsular Sugar Refining Co. has increased its capital stock from \$300,000 to \$500,000.

Detroit—The Wayne Soap Co. has filed articles of incorporation. The capital stock is \$5,000, one-tenth of which is paid in. The incorporators are Otto C. and Gustav F. Behr and James C. Ross, all of Detroit.

Mendon—W. H. Reinhart has sold the Mendon Cider and Vinegar Works to Ezra Baker, of Kalamazoo, for \$6,000. Mr. Baker will continue to reside at Kalamazoo, having contracted to sell his output to the Sweet Valley Wine Co., of Sandusky, Ohio.

Detroit—Walter L. Abate, Benjamin W. Marvin and Justice R. Pearson, all of Detroit, have incorporated themselves as the W. L. Abate Brass Works, for the purpose of manufacturing and selling brass goods of all kinds. The capital stock is \$10,000, 25 per cent. of which is paid in.

Charlotte—M. E. Miller has sold his interest in the Webster, Cobb & Co. lumber concern and with Fred Z. Hamilton will conduct a lumber yard here under the firm name of Miller & Hamilton. The latter has held the position of Engrossing Clerk in the Legislature for the past two years.

For Gillies' N. Y. tea, all kinds, grades and prices, phone Visner, 800.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at the office of the Michigan Tradesman Tuesday evening, Sept. 5, President Dyk presided.

Thomas Whalen, grocer at the corner of Straight street and Butterworth avenue, applied for membership in the Association and was accepted.

The Executive Committee reported that it could secure Danish Hall, on North Market street, two nights a month for \$30 per annum, and recommended that the proposition be accepted. The report was accepted and the Committee was instructed to execute a lease for the hall, in case it could be secured on the terms stated.

The Secretary read a letter from D. A. Boelkins, Secretary of the Retail Grocers' Association of Muskegon, thanking the Grand Rapids grocers for the kind reception and generous entertainment received on the occasion of the thirteenth annual picnic. On motion of Mr. Lehman, the communication was accepted and placed on file.

A belated communication was also read from Charles Hyman, Secretary of the Kalamazoo Retail Grocers' Association, inviting the members of the Association to participate in the first annual picnic of the retail grocers of Kalamazoo.

The Committee on Picnic reported that all the bills had been paid, but that not quite all of the collections had been effected, so that it would be necessary to defer the final report until the next meeting. Accepted.

The Secretary reported that \$123 was collected for the use of the gentlemen who undertook to secure a change in the present exemption laws and that \$124 had been remitted. Inasmuch as the collections were made by the Commercial Credit Co., Mr. Lehman moved that a check for \$10 be sent the company for its services, which was adopted.

Mr. Lehman called attention to the fact that it had been a long time since the millers had issued a flour card and suggested that the Committee on Trade Interests bring the matter to the attention of the local millers at once. Mr. Harris, chairman of the Committee, reported that he had already brought the matter to the attention of the millers.

A member called attention to the fact that several of the grocery stores in his vicinity were kept open on Sunday and asked what could be done to compel an observance of the law. He was informed that the State law was ample to meet the situation, providing some one has nerve enough to make the requisite complaint.

Mr. Brink stated that the same abuse existed in his vicinity, but he would not make complaint because it would cause trouble and the agitation which would ensue would naturally result in the loss of trade.

Mr. Connelly thought the best way would be for the Secretary to notify each violator by card, calling his attention to the law and warning him that he must desist keeping open on Sunday or the law would be enforced.

The Secretary opposed this plan, calling attention to the fact that letters from the Prosecuting Attorney, warning merchants to cease violating the law, had little effect.

Mr. Lehman considered the question alien to the objects of the Association, holding that the prosecution of the offenders should properly be made by neighboring merchants and by the clerks who suffered by reason of the violation.

Election of officers then being in order the chairman appointed Messrs. Gray and Connelly as tellers. The election resulted as follows:

President—F. J. Dyk.
First Vice-President—J. J. Wagner.
Second Vice-President—E. D. Winchester.

Third Vice-President—Chas. W. Payne.

Fourth Vice-President—Peter Braun.
Fifth Vice-President—Fred W. Fuller.
Secretary—Homer Klap.

Treasurer—J. Geo. Lehman.
The election was in each case by unanimous vote, and those present acknowledged the election in pleasant

speeches, thanking the Association for the honor and promising to serve the organization to the best of their abilities.

Mr. Klap moved that an order be drawn on the Treasurer for \$1 for the Treasurer's salary for the past year, which was adopted.

Treasurer Lehman reported a balance on hand of \$373.58. He urged that the Executive Committee audit the books and accounts of the Secretary and Treasurer before the next meeting.

There being no further business, the meeting adjourned.

The Boys Behind the Counter.

Adrian—The Retail Clerks' Association has secured the consent of thirteen of the leading merchants to close their stores at 6 o'clock, except Wednesday and Saturday evenings.

East Jordan—Garfield Myers, of Charlevoix, is now head clerk at Bridge & Nicholls' hardware store. He was with Schley on the flag ship Brooklyn and participated in the destruction of Cervera's fleet off Santiago. He was discharged from the service for injuries received shortly after the battle.

Ironwood—Louis J. Shafer, a registered pharmacist from Grand Rapids, has taken a situation with the Ironwood Pharmacy. Mr. Shafer is also an expert optician, being a graduate of the Detroit Optical College.

Homer—A new clerk is employed in Andrews, Wells & Co.'s grocery store; a lady clerk; a pasteboard lady clerk. She is one of the advertisements sent out by a soap manufacturing firm, but she stands behind the counter in the store and the washtub is concealed. One of our citizens walked into the store the other day when all the clerks were busy—all except the lady clerk. So the man sauntered up to the counter where she stood, and said, "Say, can you change a dollar for me?"

Mt. Pleasant—Wm. Short, formerly with Chatterton & Son, is now in the grocery department of Butcher & Co.

Adrian—Alf. B. Thompson has taken the position of prescription clerk in the Treat drug store.

Petoskey—S. Rosenthal & Son have a new clerk in their house furnishing goods department in the person of Charles Holliday, formerly clerk in the dry goods department of the Alderton Mercantile Co., at St. Johns.

Houghton—After a continuous service of twenty-nine years, Richard B. Lang has severed his connection with the Pope mercantile establishment to embark in the dry goods business for himself, having secured commodious quarters in the new Shelden-Calverley block on Shelden street. He left Saturday for Chicago on a purchasing trip and will visit New York and other Eastern market centers before returning.

Kalamazoo—Gilmore Bros. have a new clerk in their dry goods store in the person of R. E. Anderson, of Tecumseh.

Homer—Ray Henshaw, who has recently been in the employ of Buck & Scott at Hicksville, Ohio, has returned to Homer and taken a position as clerk in Geo. W. Feighner's shoe store.

Montrose—William Schlachter now has charge of the Burrows & Greenbaum store.

Springport—Arthur Swift is clerking in E. Comstock's grocery.

WANTED

A manufacturing establishment to locate in the village of Newberry, a flouring mill preferred, for which liberal inducements will be offered. For further particulars apply to the undersigned.

FRANK SEYMOUR,
Village Clerk, Newberry, Mich.

Grand Rapids Gossip

The Grocery Market.

Sugars—The raw sugar market remains unchanged, with quotations still on the basis of $4\frac{1}{2}c$ for 96 deg. test centrifugals, and 4 15-16c for 89 deg. test muscovadoes. Offerings, however, are light and few sales are made. The receipts of raw sugars for the near future must come mainly from Java, as no other countries can send sugars until the new crops mature. Last month the cane crop of Hawaii for 1898-99 was about all harvested and the sugar shipped to its destination in California or New York. The crop will exceed that of last year by twenty-five or thirty thousand tons. No very large business is being done in refined and, as the season of greatest demand is about over, only a fair business is expected for some time to come. The sugar war is on in earnest and considerable cutting is being done by the independent refiners. Hards are unchanged, but softs are still being shaded 1-16@ $\frac{1}{8}c$. The total stock of sugar in the United States is 184,643 tons, against 251,528 tons at this time last year.

Canned Goods—Seldom has the news from packing centers been so contradictory and seldom at this season has the actual output of some of the principal varieties been so uncertain. Scarcely a packer can tell yet what his output of corn and tomatoes is likely to be. It is sure to be short, but that is the only certainty about it. If the strong buying continues thirty days longer there will be scarcely any canned goods to sell. Peas are scarce and high and the output of the corn and tomato crop very uncertain and the high price of cans is quite an important thing. The markets in the United States on canned goods are barer to-day than they have been for ten years, and canned goods bought at today's prices will undoubtedly prove good purchases in a short time. Corn continues firm at about previous prices. Quotations have not advanced any, but prices are firmly maintained. The New York pack will not be one-half the average, and there is much apprehension regarding the quality. Very little old stock is left, and what there is to be had is closely controlled, and buyers find difficulty in securing what is required to fill the orders for immediate consumption. The consumption of corn in this country last year was far in excess of the amount anticipated, and already large contracts have been made for new corn, which will reduce the holdings of the packers at the end of the season. Succotash is very scarce. It is too early yet to say what the pack will be, but canners are making preparations for more than an average pack. Regarding tomatoes there is no agreement in the statements concerning them. Some packers say they will have no difficulty in filling their orders, while others say they will be unable to fill one-half their contracts. It appears from this that the crop is very uneven and that it will be difficult to say what the output will be until the canning season is over. Dry weather has injured the crop in some sections, while in others the damage has been due to too much rain. California canned goods are high, but no advance has as yet taken place. Sardines are in moderate demand, with a reduction of from $2\frac{1}{2}@5c$ per case on the different grades. Indications point to a better run of fish for canning on some parts of the Maine coast. The situation on canned lobsters is unchanged. The pack-

ing of clams on the Maine coast will begin about Sept. 15. The entire pack of Sockeye salmon has been sold, with the exception of a few thousand cases, which the packer is holding at 5c advance over former quotations. The pack of this grade of salmon was larger than anticipated, owing to a larger run of fish the last few days of the season. Preparations are now being made for the fall pack of Columbia River salmon also. Owing to the late run of spring pack, fall pack will probably be larger than was at first expected. The pack of Alaska salmon will be large this year and packers will be able to fill their contracts in full.

Dried Fruits—There is nothing of importance to say regarding the dried fruit business. The demand in some lines is good and quotations are firmly maintained on everything except peaches and apples. Owing to the cool weather, the grapes are ripening very slowly and shipments of raisins this year will be almost three weeks behind last season. We strongly advise buying old raisins, as the difference in price between new and old goods will be very marked. Opening prices are expected daily and many sales have been made subject to opening prices. An advance of $\frac{1}{8}c$ is reported on seeded raisins. Last Saturday Porter Bros. and the Fresno Home Packing Co. purchased at Fresno 125 carloads of 3 crown L. M. raisins. This practically cleans up the raisin pack of 1898. These goods are to be seeded, and as new seeded will not be in the market before the latter part of October, these goods will all go into consumption before then. Peaches are declining on the coast. The scarcity of cans has thrown back large quantities on growers' hands, which are being dried, largely increasing the output and depressing prices. The quality is better than the average. The total output will exceed 1,500 cars, according to late estimates. Apricots are unchanged from previous reports and the outlook favors high prices during the season. The output will be small. The crop is about sold out, comparatively few remaining in first hands. Comparatively little business is being done, owing to the difference between buyers and sellers regarding prices; everything is held firmly up to quotations. The first arrivals of Persian dates will be in about Nov. 20. The first shipment of Smyrna figs is expected in this country in about thirty days. The quantity is said to be small and the quality uncertain. Receipts of evaporated apples are heavy and prices are declining.

Fish—The continued small supply of mackerel keeps prices up and limits demand. The prices now ruling are the highest for several years. There is an active consuming demand for codfish and stocks are probably ample for all requirements.

Green Fruits—The light receipts of lemons, together with the small quantity now in sight, have caused a marked firmness in the lemon trade and some advances have taken place. Buyers anticipate a higher range of values during the remainder of the season. Very few are coming forward now, as the season is about ended. Bananas are about the same as to price and demand.

Rice—The market for domestic rice is a little stronger. Heavy rains have damaged the crop somewhat and also prevent the planters from shipping, consequently the light receipts and increased demand have strengthened the market.

Tea—The market is firm, with prospects of an increased business this month.

Rolled Oats—The rolled oats market is very strong and an advance is expected. Millers are still heavily oversold.

Molasses—There is a slightly better demand for molasses at full prices.

The Produce Market.

Apples—None Such Pippin, Wagner and Cayuga Red Streak are strong at $2\frac{1}{2}c$ per bbl. Cooking stock commands $\$1.50$ per bbl.

Beets— $25@30c$ per bu.
Butter—Factory creamery is held at $21c$ and is in strong demand. Dairy grades command $12@18c$, according to quality. The receipts of choice stock are very meager, in consequence of which the local trade is compelled to rely on creamery and such new dairy as is being withdrawn from cold storage.

Cabbage— $40c$ per doz.
Carrots— $30@35c$ per bu.
Cauliflower— $\$1@1.25$ per doz.
Celery— $12@15c$ per doz. bunches.
Crab Apples—Siberian and Transcendent are in ample supply at $50@60c$ per bu.

Cranberries— $\$2@2.25$ per bu.
Cucumbers—Greenhouse stock is exhausted. Outdoor grown is so yellow and unsightly as to be scarcely marketable.

Eggs—Local dealers pay $12\frac{1}{2}c$, case count, holding caddled at $13\frac{1}{2}@14c$. The loss averages about a dozen to the case. Considering the warm weather which has prevailed for several days, receipts are in good condition.

Grapes—Wordens and Concord commands $8@9c$ for 4 lb. baskets and $10@12c$ for 8 lb. baskets.
Honey—Receipts of white clover are increasing, in consequence of which the price has receded to $14c$. Dark amber fetches $9c$.

Live Poultry—The market is in good shape and is rapidly recovering from the lethargy incident to the warm weather. Broilers are in good demand at $10c$. Fat hens are in fair demand at $7c$, while medium hens are in strong demand at $8c$. Spring ducks are in fair demand at $6c$, while old ducks are taken in a limited way at $5c$. Hen turkeys find ready sale at $9c$. Large turkeys are in good demand at $8c$. Spring turkeys meet with ready sale at $10c$. Squabs are in active demand at $\$1.25$ per doz. Pigeons are in fair demand at $50c$ per doz.

Muskmelons—Osage and cantaloups fetch 60 per doz. Rockyfords command $60@70c$ per bu. crate. The rains have come too late to prolong the crop much longer.

Onions— $50@55c$ per bu. for home grown.

Pears—Very scarce. All choice varieties readily command $\$1.25@150c$ per bu. Small pears easily fetch $\$1$.

Peaches—Are coming into market in larger quantities than last week, but the offerings are still distressingly small, compared with the past twenty years. Barnards and Early Crawfords command $\$2@2.50$.

Peppers— $60c$ per bu.
Plums—Receipts are gradually diminishing and the end is not far off. Green gages and Lombards command $\$1.20$, while Purple are in strong demand at $\$1.50$.

Potatoes— $35@40c$ per bu. The recent rains have come too late to help early varieties, which are getting scarce, but it is thought that late potatoes will be helped very materially.

Squash—Home grown command $1\frac{1}{2}c$ per lb.

Sweet Corn— $70c$ per doz. for Evergreen.

Sweet Potatoes— $\$2.50$ per bbl. for Baltimore Jerseys and $\$2$ for Virginia.

Tomatoes— $40@45c$ per bu. The recent rains are causing the tomatoes to crack badly, which tends to injure their appearance and render them unfit for shipping.

Turnips— $40@50c$ per bu.
Watermelons—Indiana Sweethearts command $12\frac{1}{2}@15c$. Home grown are coming in freely, fetching $8@10c$.

The Grain Market.

Wheat has been depressed during the whole week, although the news was generally stronger, for the winter wheat shortage is becoming more pronounced daily. The visible only showed a decrease of 78,000 bushels against an increase of 1,220,000 bushels for the corresponding week last year, while receipts are not of such large size as was anticipated in the Northwest. Prices remained about the same. The variation was not $\frac{1}{2}c$ during the week and we have no doubt that this scarcity of wheat will soon make itself felt in all the markets.

Corn has been very steady, as the continued hot weather has been very unfavorable for a good crop.

Oats have not changed any. If anything, a stronger tone has prevailed, owing to the poor quality of late threshing. The quality is not near up to what it ought to be. Damage by wet weather is the cause.

Rye keeps up its strength and, as the outlook now is, will remain strong.

Flour trade, both local and domestic, is fair and prices are very steady, but the tendency is upward. Mill feed, owing to the drouth, is also in good demand and prices are well sustained.

Receipts by rail have been very limited and show small movement of wheat, being only 35 cars (where double that amount was expected), 10 cars of corn, 3 cars of oats, 5 cars of rye and only 1 car of hay.

The mills are paying $64c$ for new and $66c$ for old wheat. C. G. A. Voigt.

W. L. Lindhout has the sympathy of the trade in the death of his wife, which occurred Sunday, Aug. 27, as the result of an abdominal cancer. The funeral was held at the family residence, 286 Jefferson avenue, Aug. 30, being conducted by Rev. L. W. Sprague. The interment was in the Valley City cemetery. Deceased had been married to Mr. Lindhout ten years and was 62 years of age at the time of her death.

Pickles—Owing to the damage to the growing crop by drought, manufacturers of pickles have advanced their prices to $\$4$ f. o. b. factory basis, establishing an advance of $\$1$ per bbl. A further advance was contemplated, but the recent rains will probably help out the crop so that no higher prices may be expected.

W. R. Brice & Co. have again opened their branch house in the city, locating at 9 North Ionia street. The business is in charge of W. J. Kane, who has been identified with the house for several years and has been in charge of the Grand Rapids branch for several seasons.

C. L. Scoutten, of Pinconning, whose drug stock was partially destroyed by fire last Sunday, is again in business, having procured new quarters and purchased a new stock from the Hazeltine & Perkins Drug Co.

Edwin J. Gillies is expected to arrive in the city next Tuesday and spend the week with the local representative of the house, J. P. Visner. This is the first time Mr. Gillies has ever visited Grand Rapids.

Lee M. Hutchins, Secretary and Treasurer of the Hazeltine & Perkins Drug Co., is spending a couple of weeks with his family at Bay View.

Geo. F. Owen & Co. have removed from the corner of Louis and Campau streets to 40 South Division street.

VOIGT MILLING CO.

Proprietor

Star and Crescent Mills

Makers of

High Grade Flour



Our Leaders

Royal Patent Gilt Edge Crescent
 Calla Lily White Rose Star



We are sole manufacturers of **Flouroigt**, an improved **Whole Wheat Flour**, with the bran and all impurities eliminated

We are large handlers of Bran, Middlings, Screenings and Corn and Oats Feed, which we sell on close margins.

We gladly embrace this opportunity to thank our customers for past patronage and to assure them that we shall undertake to merit a continuance of their confidence and esteem.

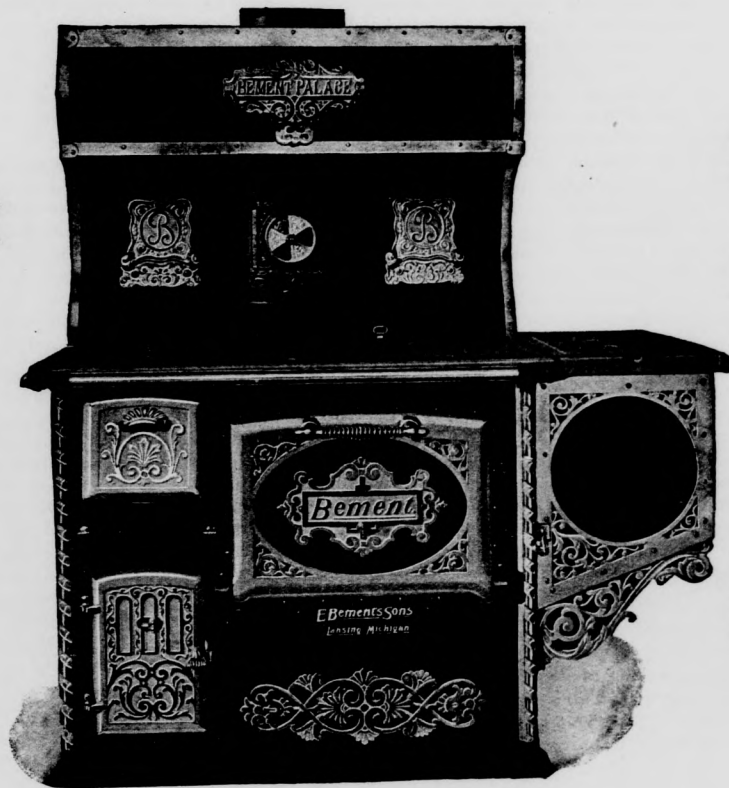
VOIGT MILLING CO.,

GRAND RAPIDS, MICH.

E. Bement's Sons Lansing Michigan. E. Bement's Sons Lansing Michigan. E. Bement's Sons Lansing Michigan. E. Bement's Sons Lansing Michigan. E. Bement's Sons Lansing Michigan.

E. Bement's Sons Lansing Michigan.

Bement
Palace
Steel
Range



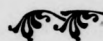
Stoves
Imple-
ments
Bob
Sleds

Would You Like to Receive Our _____

Stove Catalogue, Implement Catalogue, Bob Sled Catalogue?



The output of our factory is higher in quality, greater in quantity and variety than that of any other plant in Michigan. Our goods are now handled by 1,100 retail dealers in Michigan, but we would like to increase this list with your name.



E. Bement's Sons Lansing Michigan.

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Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - SEPTEMBER 6, 1899.

This Paper has a Larger Paid Circulation than that of any other paper of its class in the United States. Its value as an Advertising Medium is therefore apparent.

SIXTEEN YEARS OLD.

With the issue of last week the Tradesman completed its sixteenth year of publication. This week's issue, therefore, marks the beginning of the seventeenth year.

Sixteen years appear like a long time, measured by years, but considered in connection with the career of the Tradesman, it seems but yesterday that the initial issue was sent out from the little room on the third floor of the Eagle building—not with fear and trembling, but in the confident belief that the venture would meet with the recognition and approval of the merchants it aimed to serve. The Tradesman did not owe its existence to a suddenly-conceived idea, born of the necessity of its promoter, but was ushered into existence after years of painstaking investigation and consideration, undertaken while the editor was identified with the daily press of Grand Rapids in reportorial and managerial capacities. Constant contact and association with the trade during this time enabled the writer to carefully study the situation, with a view to acquiring such a knowledge of the needs and necessities of the retail merchant and the requirements of the different sections of the State that the mistakes usually made by beginners might be minimized as much as possible. Mistakes were probably made, but they were not so many but that they were charitably overlooked by a generous constituency. The Tradesman was a success from the start—not because the field was large or the local support was lavish, but because the publication possessed genuine merit and succeeded in making a place for itself in the hearts and homes of the men and women it aimed to serve, from which place it has never been dislodged by the numerous rivals which have been launched at this and other markets. Ten papers have been started with the avowed object of supplanting the Tradesman in the Michigan field, but only two lusty youths are now in existence, and neither has yet reached the age of two years.

In point of paid circulation the Tradesman has always been particularly strong. Actuated by the theory that one paper to a paid subscriber is worth

more to an advertiser than ten papers sent out for nothing—and valued accordingly—the Tradesman has always pursued an aggressive campaign along these lines, in consequence of which its actual paid subscription list exceeds in number that of any other trade journal of its class in the United States. This result has been accomplished without the subterfuge of cheap trial subscriptions or the offering of premiums purporting to be worth more than the price of the paper. In all cases the publication has been placed on its merits, and on this basis it has made thousands of firm friends and staunch supporters, most of whom appear to act on the principle, "Once a subscriber, always a subscriber."

The Tradesman greets its readers this week with a new dress of type throughout, and has several other improvements in contemplation, which will be brought to the attention of its patrons from time to time. It has never been the custom of the Tradesman to announce its intentions beforehand. Every innovation is carefully considered before it is adopted. "Promise little, do much," is a motto which is as applicable to the publishing as to the mercantile business.

The Tradesman gladly avails itself of this opportunity to thank its patrons—both subscription and advertising—for the generous manner in which they have supported the publication; its contributors for the effective way in which they have presented their best thoughts; its employes for the loyal service they have rendered the publication at all times and under all circumstances. It especially wishes to thank those voluntary contributors who have undertaken to make this issue of the Tradesman the most interesting and valuable ever put out by a Michigan publication.

Mrs. M. R. Bissell, President of the Bissell Carpet Sweeper Co., commands the largest salary and probably enjoys the largest income of any woman in Michigan. She is a lady of excellent judgment in business matters and has well-defined ideas along charitable lines which she puts into practical execution in her own way. The most notable instance of her generosity is the establishment of the Bissell House, a noble institution which was created by her for the purpose of counteracting the effects of ignorance and intemperance on the rising generation in that section of the city in which it is located. In order that the objects of the institution might be understood by the cohorts of the strike and boycott, Mrs. Bissell accepted an invitation to contribute a page to the labor day programme, including an engraving of the building and a portrait of herself. Her friends can imagine her feelings when she saw a copy of the programme and noted that the committee in charge had deliberately undertaken to insult her by placing her article, her portrait and the engraving of her building directly opposite the announcements of two breweries, apparently for the sole purpose of humiliating her as much as possible and giving her and her co-workers to understand that, no matter how much they may seek to alienate the children of union men from the curse of ignorance and intemperance, the leaders of unionism will checkmate their efforts in all possible ways and undertake to bring them and their work into ridicule and disrepute on every possible occasion.

The upper leather trust appears to be on top; but it has no sole in it.

AN EXPENSIVE HOLIDAY.

There is probably no line of trade subject to so serious demoralization on account of interruption as that of the dealer in perishable fruits. In most of the other lines of supply and demand there may be idle intervals without serious damage, as the products do not reach a stage at which they must be utilized promptly or lost as, in the case of fruits and similar products. Long habit enables the weekly occurrence of Sunday to be prepared for and managed without seriously interfering with the business routine, although its influence in arranging shipments and in timing the markets extends nearly through the week. The introduction of another holiday during the week is always a source of greater disturbance and loss, as it complicates the week's routine usually timed to meet the requirements of Sunday. To make the damage and interruption the most serious it is only necessary to make the holiday follow Sunday, with the partial holiday of Saturday to precede it. Thus the selection of labor day makes one of these triple interruptions, and it so happens that it is placed at the height of the fruit season, as though it was designed to make all the trouble and damage possible. Midwinter and midsummer holidays taking their turns through the days of the week, are well enough, but the Tradesman deprecates so unnecessary and senseless an interruption as this, introduced at a time and in a manner to work the greatest possible inconvenience and injury.

More demoralization has been occasioned in the market this week by this holiday than is likely to occur from any other cause during the season. Knowing that the stores would be closed during the afternoon, and that the average consumer would require very meager supplies, because the hired girls have come to consider labor day one of their holidays on which they are not expected to wash or can fruit or perform any duties out of the usual order, very little fruit or vegetables were offered at the Monday market. Tuesday there was a rush of over-ripe plums and other fruits and the market was so demoralized that it will take several days to recover from the glut and havoc caused by three days of comparative inactivity. The loss to producers by an interruption of this kind is without any redeeming features. It is a case of missed opportunity which can not be retrieved, and the loss to the dealers in less marketable stuff and broken prices is still more serious. A healthy trade for both dealer and producer is one maintaining the greatest steadiness of prices.

DONE IN SIX DAYS.

It has been usual with the Tradesman, as with all similar publications, in issuing an extra large edition, to begin the task of preparation and printing a fortnight or more before the week of publication, on account of the great amount of labor involved in getting out such a paper. Thus a portion of the large edition is usually printed before the preceding regular issue in order to bring the work of the week within the facilities of the office.

In the current issue of the Tradesman, however, circumstances led to a departure from this mode of procedure. It was the intention of the publishers that this anniversary issue should be only moderately large, and about forty pages was considered as likely to meet the requirements, so the work of execution

was left to be done during the week of publication. On account of the hearty and unexpectedly liberal response of both contributors and advertisers, however, it soon became apparent that the edition must be made equal in size to the largest ever issued.

Only the most loyal assistance and hearty co-operation of a large force of trained employes and the most complete and perfect machinery in every department could make such a task possible. A few years ago, when type was set by hand, enough printers for the emergency could not have been obtained. Then, also, the correspondingly small facilities in the press and bindery departments would have been insufficient.

On Thursday morning, after last Wednesday's issue had been mailed, the work of composition was begun and soon one, and then another, and finally a third, of the four fast cylinder presses constituting the equipment of the Tradesman office were put at the work. As soon as a section of sixteen pages was printed on both sides, requiring two runs through the press, the work of the folding machine began. Four of these sections had to be folded separately and then the cover had to be folded by hand, to complete each copy of the paper. Not until all the printing and folding were completed could the work of gathering and binding begin, requiring a large force in that department. To be sure, it has been necessary to run evenings until a somewhat late hour, but, with this exception, the work has been completed within six working days.

Not only was the entire work of printing, which also included the "breaking in" of a new dress of type, done in the limited time stated, but the work of illustration, including nearly all the portraits, several of the large engravings in the advertisements and many of the smaller ones, was also done by the Tradesman's engraving department during the same time, and that without seriously interfering with its regular work.

The Tradesman is not usually given to sounding its own praises, but can scarcely refrain from calling attention to the magnitude of the undertaking, and may be pardoned if it ventures the assertion that there is no other printing, engraving and bindery establishment in the State which can duplicate this achievement.

The Tradesman has received frequent enquiries of late relative to the Bristol Mercantile Agency, of Milwaukee, which has an agent among Michigan merchants and shippers, soliciting memberships on the basis of \$30 per-year. The Tradesman has been unable to obtain any very definite information concerning the agency, but all the reports thus far received are of an unfavorable character, based on the indifference with which the "members" are treated as soon as the \$30 membership fee is paid over to the agent of the institution. The Tradesman will continue its investigation of the subject, with a view to acquainting its readers with the exact character of the organization. On general principles it is well for merchants to use due caution in dealing with strangers, whether they represent collection agencies or any institutions whose responsibility can not be ascertained through the mercantile agencies.

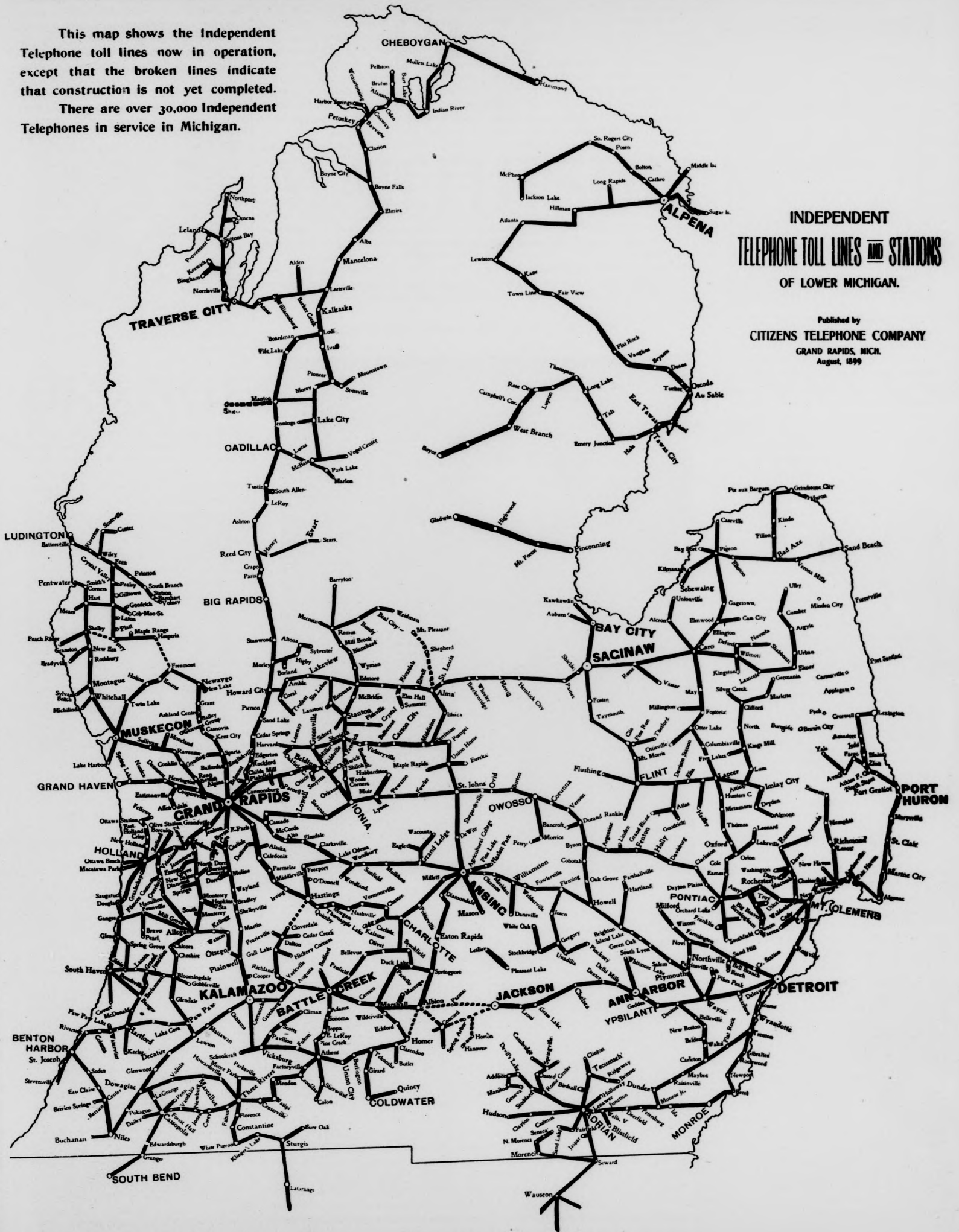
There is no knowing how much principle an officeholder may sacrifice in order to keep his job. The man who has no principle in politics gets along most comfortably.

This map shows the Independent Telephone toll lines now in operation, except that the broken lines indicate that construction is not yet completed.

There are over 30,000 Independent Telephones in service in Michigan.

INDEPENDENT TELEPHONE TOLL LINES AND STATIONS OF LOWER MICHIGAN.

Published by CITIZENS TELEPHONE COMPANY GRAND RAPIDS, MICH. August, 1899



LUDINGTON

TRAVERSE CITY

CHEBOYGAN

ALPENA

BIG RAPIDS

BAY CITY SACINAW

MUSKEGON

FLINT

GRAND HAVEN

GRAND RAPIDS

IONIA

OWOSSO

PORT HURON

HOLLAND

ANSING

PONTIAC

ST. CLEMENS

KALAMAZOO

BATTLE CREEK

JACKSON

ANN ARBOR

DETROIT

BENTON HARBOR

COLDWATER

YPSILANTI

SOUTH BEND

MONROE

MICHIGAN FRUIT.

Why It Has Outstripped the Output of Sister States.

Michigan has peculiar advantages as a horticultural State. She occupies an unique position with reference to markets. We can not acknowledge that any one fruit has precedence over others in importance, but we do know that our climate and conditions are such as to allow us to grow a very wide range of fruits for our own use and for market. Long ago our climatic advantages became known to the most progressive people in our State, and the early success of the few who grew fruits for the West and Northwest that could not be profitably grown elsewhere in our latitude was made known to the general planter in Michigan through the efforts of societies organized and maintained for education along horticultural lines. Our development as a fruit growing State has been largely due to organization. We have outstripped our sisters in many things because the elements of success have not been confined to the few, but have been disseminated freely and liberally to the many.

Sixteen years ago no state in the Union was so well organized horticulturally as the State of Michigan. The State Society was at the head of its class and auxiliaries had been organized all over the Southern Peninsula. The State was liberal in furnishing free publications upon horticultural subjects so that the experience of the very best growers, as given to the meetings of the State Horticultural Society, was disseminated freely and widely over the whole State. The immediate result of this was the development of experts in fruit growing in all of the leading localities suited to the culture of different varieties of fruits. The generosity of the State and the open-handed methods of the societies awakened the same generous spirit among the growers everywhere and there were no secrets in horticulture that were kept from the masses. To this fact is due the success of our State in coming to the front as a fruit-growing commonwealth.

Perhaps during the last sixteen years the most rapid progress in horticulture has been along the line of the marketing of fruits. We have learned the importance of strong, attractive packages. The growers have become successful not only in developing the best fruits for market, but they have become good business men, improving their methods and increasing their margins. Grand Rapids for some years has enjoyed the enviable notoriety of being, for the grower, the best peach market in America. This result was brought about by systematic advertising of the fact that we had the best fruits in sufficient quantity to attract buyers; and we were independent enough to say to the handlers of fruits, "If you want our product, come to us." This has simplified the whole marketing process. The growers bring their fruit to the market, sell to the buyers, get their checks and go home with a finished transaction. This method which has become so successful at Grand Rapids has spread to a considerable portion of Western Michigan and the habit is growing among the producers of selling their products at their doors. In this manner the producers are enabled to give their best thought to the production of the fruit which best meets the demands of the market, and do not trouble themselves over the matter of dealing with the commission men of a

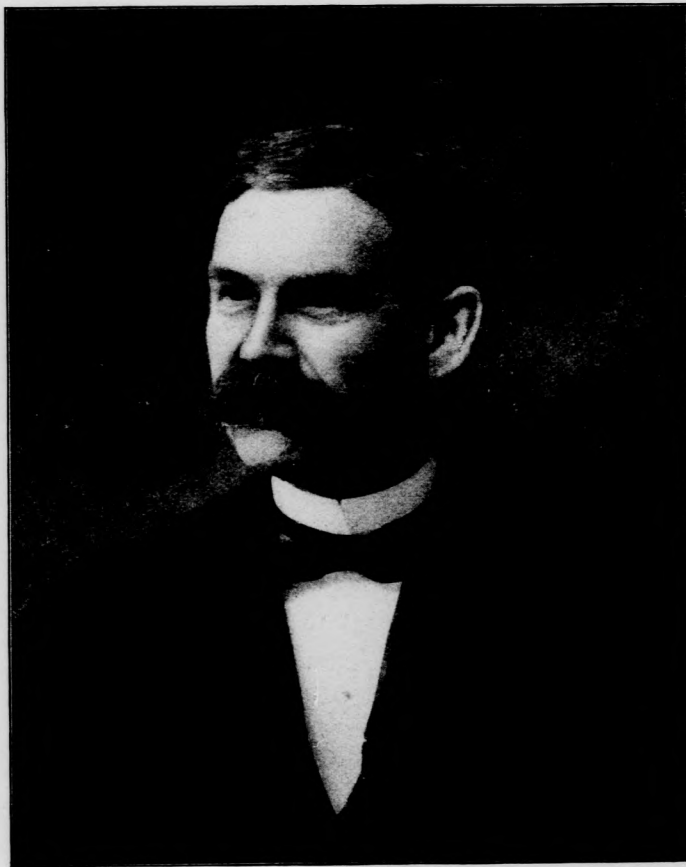
dozen markets and have no anxiety concerning returns.

Another point in which we have made very rapid progress, recently, is the one of growing a better quality of fruits. In every fruit growers' meeting the question of quality has assumed more importance in these later years and we are coming to require the growing of varieties that meet the demands of a cultivated taste. We are not satisfied to plant simply the most productive variety, but it must be good to eat. We have so perfected our methods of shipping that varieties which a few years ago were scarcely grown because of tenderness in shipment are now handled successfully and reach the homes of the consumers without blemish.

In no one direction has greater progress been made than in the careful cultivation of fruit plantations. The old plan

rank. This general recognition of the importance of science in practically helping the fruit grower to larger success has been awakened and maintained by the organizations devoted to horticulture. This fact has become so widely known that the visitor desirous of learning the facts of Michigan fruit growing, upon finding a locality in which there has been special success, always enquires, "What society have you here devoted to fruit interests?" The press has long recognized the importance of giving technical information to its patrons in fruit growing districts, and everywhere in our State local papers devote considerable space to reading matter relating to the horticultural development of their region.

The most important development along horticultural lines in our State in the last sixteen years, however, has been



of planting the trees and vines and letting Nature do the rest has gone out of practice. The men who followed it have been compelled to seek other occupations. It is only the good cultivator, the man who recognizes the rights of orchards to be as well taken care of as fields of corn or potatoes, who succeeds and stays in the business. We have developed wide areas in which the soil is given up almost entirely to the culture of fruits and for miles and miles the orchards and vineyards are taken care of after the manner of the best gardeners. Fruit growers have succeeded because of their recognition of scientific principles, and in the diffusion of valuable information that has been utilized by the successful the Agricultural College and Experiment Station have taken a leading part. The fruit grower who has not upon his table the bulletins of the State Experiment Station is not in the front

of utilizing horticultural information by the average householder. I mean by this that in the development of homes the peculiar adaptability of our climate to the growing of a wide range of attractive things for the table and for the embellishment of the homes has been taken advantage of by the people everywhere, and we find in the gardens of the citizens who have only small lots, as well as in the orchards and gardens of suburban residents and general farmers, examples of the broad range of products that can be grown. This shows itself as truly in roses and tender ornamental plants as in fruits, and the richest results from the development of horticulture in our State accrue to the families who are engaged in building attractive homes, bringing to them a diversity of fruits and adorning the premises with attractive shrubs and annual and herbaceous plants that administer to

the pleasure of living, thus developing a higher civilization, and a keen appreciation of the gifts of the creator.

Rural life in Michigan, with its great climatic privileges and the many things that may be brought to contribute to a charming country home, contains within itself profits that can not be indicated by the dollar sign, and it is my conviction that upon this basis of a broad and highly developed horticulture we are building the most enlightened rural communities, which add to the strength of the commonwealth and its influence in the Nation. Charles W. Garfield.

Mark Twain on the Jews.

The Jew is not a disturber of the peace of any country. Even his enemies will concede that. He is not a loafer, he is not a sot, he is not noisy, he is not a brawler nor a rioter, he is not quarrelsome. In the statistics of crime his presence is conspicuously rare—in all countries. With murder and other crimes of violence he has but little to do; he is a stranger to the hangman. In the police court's daily long roll of "assaults" and "drunk and disorderlies" his name seldom appears. That the Jewish home is a home in the truest sense is a fact which no one will dispute. The family is knitted together by the strongest affections; its members show each other every due respect; and reverence for elders is an inviolate law of the house. The Jew is not a burden on the charities of the state nor of the city; these could cease from their functions without affecting him. When he is well enough, he works; when he is incapacitated, his own people take care of him. And not in a poor and stingy way, but with a fine and large benevolence. His race is entitled to be called the most benevolent of all the races of men. A Jewish beggar is not impossible, perhaps; such a thing may exist, but there are few men that can say they have seen that spectacle. The Jew has been staged in many uncomplimentary forms, but, so far as I know, no dramatist has done him the injustice to stage him as a beggar. Whenever a Jew has real need to beg, his people save him from the necessity of doing it. The charitable institutions of the Jews are supported by Jewish money, and amply. The Jews make no noise about it; it is done quietly; they do not nag and pester and harass us for contributions; they give us peace, and set us an example—an example which we have not found ourselves able to follow.

Bank Burdened with Silver Quarters.
From the Chicago Chronicle.

"I wish some one would tell me how I could get rid of this silver," said the paying teller in one of the Chicago banks the other day. "I have in the vault \$13,000 in quarters, and I can't get anybody to accept them."

"Most of them come from the street-car companies," he continued, "and they have piled up in the vault from month to month. I have fixed them up in nice little packages, tied them with blue and pink ribbon, done everything to make them attractive, but all to no purpose. People don't want them and won't take them. If it wasn't for throwing the bank's book out of plumb I might plant a few of the shiners where they would do the most good, but I can see no immediate hope for putting that solution into effect, not right away."

And he turned to give a customer a handful of paper money worth a few cents as it was turned out of the factory, but worth several hundred dollars to the man who accepted it. No demand for bushels of silver quarters, but active demand for all the paper money there is. Queer country, this United States.



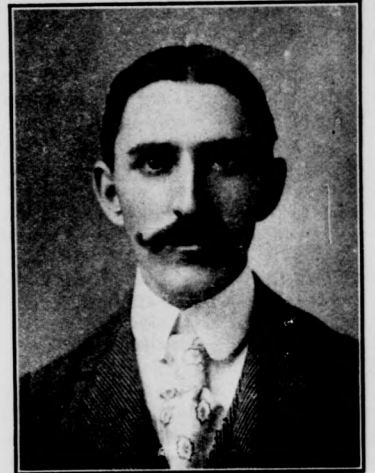
JAS. H. RICE, Formerly President of the Fuller & Rice Lumber & Mfg. Co.

RICE AND MATHESON

SUCCESSORS TO

LAWRENCE & MATHESON

COMMISSION MERCHANTS AND
WHOLESALE DEALERS IN



WM. B. S. MATHESON,
Manager.

ORANGES, LEMONS and BANANAS

DATES, NUTS, FIGS, ETC. PRODUCE IN SEASON.

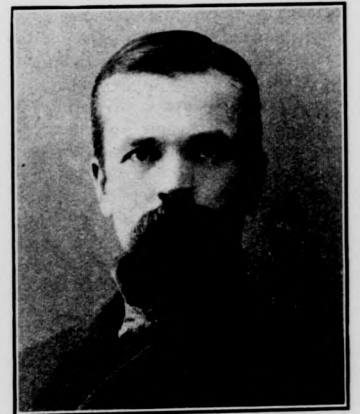
OUR REPRESENTATIVES



CLIFF C. HERRICK, Traveling Salesman.



O. W. HAGGSTROM, City Salesman.



C. C. BUNTING, Mgr. Petoskey Branch.

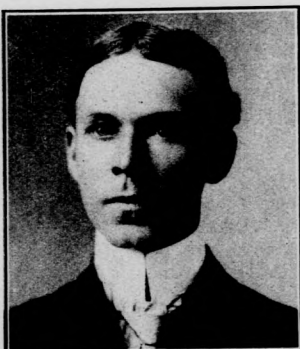
PACKERS OF THE CELEBRATED BRAND OF

P. & B. OYSTERS

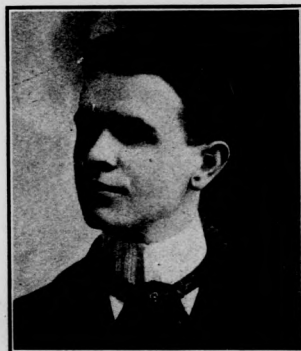
20 & 22 OTTAWA ST.

GRAND RAPIDS, MICH.

OUR OFFICE FORCE



B. C. PAQUETTE, Ass't Manager.



W. E. VOGELANG, Head Book-Keeper.



MISS I. CRONKHITE, Head Stenographer.



W. H. BUCKLEY, Shipping Clerk.

THE FLOUR TRADE.

Marvelous Changes of the Past Twenty Years.

The writer has been actively engaged in flour milling for the past twenty years, during which time there have been many changes, not only in the construction of mill building, arrangement and kinds of machinery, but also in the plans and methods of operation. Perhaps in no other kind of manufacture have the changes in all departments been so sweeping and so radical.

Until the winter of 1878-9 millstones had been used exclusively in this country for grinding wheat and reducing it to flour. It so happened that during the very first year in which the writer became actively interested in milling in this city the first roller mill in this country was built in one end of the Washburn Co. mill building in Minneapolis. It was an experimental mill of 100 barrels' capacity and was regarded as rather a wild departure. Its operation and products awakened the keenest interest among wide awake millers, to whom it soon became evident that rolls would eventually displace the time-honored millstone.

For the first few years, however, the change was very gradual, not only on account of the loss of time and expense to be incurred, but because many millers were skeptical regarding yields and profits to be obtained. Then, again, a great many millers who did put them in used them only for breaks and clung to millstones for the final reduction of middlings. As a consequence, we had for several years in this country a great many conglomerate mills which were neither one thing nor the other, so that the working out and away from millstones and gradually changing the mills over to conform to the roller system not only took several years of time, but also cost the millers of this country millions of dollars. To-day the use of rolls for the manufacture of flour is well-nigh universal.

About twelve years before the introduction of rolls American millers began to give more careful attention to purification, which is really the central idea of milling. Work began along this line by experimenting with middlings, a product which the miller in those days made as small a quantity of as possible, and, having made them, they were considered worthless for anything but the feed pile.

Various methods and devices were used to eliminate impurities, some by gravity and others by blasts of air, until finally in the year 1870-1 a machine styled a middlings purifier was made by E. N. LaCroix for Geo. H. Christian, manager of the Washburn Mill at Minneapolis, which was patterned after a machine Mr. LaCroix had seen in operation in France. The success and value of the principle of this machine, as applied to milling, has been phenomenal. Soon after the installation of the first machine Mr. Christian ordered another and near the close of 1871 a Mr. Archibald, of Dundas, secured a LaCroix purifier and began to experiment by saving the purified middlings and carefully reducing them to flour. About 100 barrels of this refined flour was consigned to Plummer & Co., of New York, a part of which was sold in New York and a part in Boston. This flour met with so much favor that within a short time the price of spring wheat patents had advanced \$3 per barrel over their regular grades. Before the close of the year 1872 patent flour was selling in

New York at \$14 per barrel and wheat was ranging in price during this period at from 60 cents to \$1 per bushel.

This incident is a matter of well-known milling history and is simply mentioned here to bring out more clearly the origin and first marketing of patent flour in this country and its effect upon the milling business. The great success won by the use of the middlings purifier was rapidly heralded over the country and winter wheat millers very soon began to use it until now it is considered as indispensable for cleaning and purifying middlings as rolls are for grinding.

Prior to the introduction of purifiers middlings were being rebolted and ground to some extent, but only a medium grade of flour was produced. The result of the purifier, therefore, has been to completely revolutionize the method

of the roll, as applied to milling, was opportune and has proven to be very efficient, not only in making more middlings, but also making them in such a way as to gradually remove some of the impurities while they were being made and which were ground so fine when stones were used that it was impossible afterwards to eliminate them. Hence the roller process has been styled "gradual reduction milling" and the result has been a purer and whiter flour.

As purification is the thought always to be kept in mind by the flour manufacturer, the work should begin very naturally with the wheat berry itself and every successful miller very carefully selects the best line of wheat cleaning machinery he can find.

During the past twenty years many improvements have been made along this line until now a kernel of wheat in a

sizes and styles, many of which are still in use and very favorably regarded.

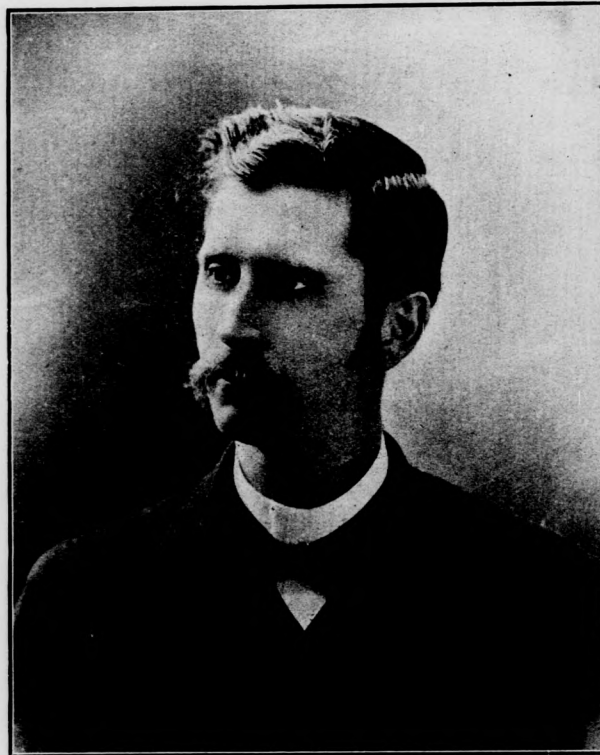
Along with this change another principle—that of the rotary sieve—has been successfully used for bolting and, as a result, we have the plan-sifter, the swing sifter, gyator, hammock swing sieve bolter, the Columbus bolter, the Richmond sifter, the Universal bolter and numerous others; in fact, such is the variety of bolting devices of various kinds that millers are somewhat at sea in trying to choose between them, for while one miller is putting in machines applying the rotary sieve principle, another may be taking them out and putting in round reels or a modification of them. The bolting system, therefore, is undergoing experimental changes and, as both the round reel and the rotary sieve have strong advocates, we must wait for the survival of the fittest, unless a different principle or plan for separating flour is found which shall supersede them both.

Various small devices helpful to the miller have been invented during this period, but those which have wrought the great changes have already been mentioned.

Along with this complete change in mechanical devices for milling has come a more definite and complete arrangement of machinery, for which the enterprising mill furnishers and mill builders of this country are entitled to much credit.

The old-fashioned mill was a conglomeration of machinery, elevators, spouts and bins, through some parts of which a man could scarcely crawl. It was dirty and dusty and a regular fire-trap. The modern mill is as nearly automatic as possible and is arranged on a systematic and definite plan; it is kept clean, the elevators and machinery are in parallel lines and the building is so constructed as to reduce the fire hazard to a minimum. Changes in the commercial department have been quite as radical as in the mechanical and structural. Twenty years ago the average miller of the country was doing chiefly a local business and whatever surplus was manufactured beyond the needs of his local trade was consigned to a factor or broker in one of the large Eastern cities and sold on the market for the miller's account, under some letter or brand designated by the commission man so that the miller rarely ever knew who the consumers of his product were or what they actually paid for it.

The radical changes in flour mill machinery came simultaneously with the gradual opening up and development of the vast area of wheat lands in the Northwest. The margin of profit in those days was large, the supply of wheat seemed inexhaustible and, with a growing domestic and foreign demand, it is no wonder that large sums of money were invested within a few years in constructing mammoth merchant mills in different parts of the country where wheat could be advantageously obtained, until at last mill building seems to have been overdone and the business in some localities became unprofitable. This vast increase in output within a short time brought about the fiercest of competition and has led each individual mill owner to try to come into closer touch with the consumers of his product. The leading merchant millers of the country to-day are represented by salaried salesmen in the field and sell by far the largest part of their flour under their own mill brands, thus building up a permanent business and securing



of grinding, for the miller now, instead of making as small a quantity of middlings as possible, is constantly striving to see how many good middlings he can make.

This came about even before rolls were introduced, but not with so great a degree of success. However, such was the demand for high grade patent flour made from purified middlings that many mills changed from low to high grinding on millstones in order to produce more middlings. In other words, where millers had been crowding through from twenty to thirty bushels of wheat per hour, the quantity was reduced in some cases to from seven to twelve bushels per hour, in order that by careful and more gradual reduction a larger quantity of middlings could be produced.

As gradual and careful reduction seemed to be absolutely necessary in the production of middlings, the advent of

first-class mill has the appearance of being planed and polished before it is first broken by the rolls, and yet there still cling to it and in the crease of the berry impurities which are taken out on the first break roll, so that in many mills the work done by the first break is simply considered a continuation of the wheat cleaning process, for whatever flour is made on this break has a sort of bluish cast and is sent to the low grade reels.

To further perfect the system of purification so well begun by wheat cleaners, middlings purifiers and rolls, the milling fraternity, and particularly the active mill builders and furnishers, have for the past few years been directing their attention mainly to the bolting system. The old-fashioned long hexagon reels have been for the most part replaced by shorter round reels, centrifugals or inter-elevator bolts of various

WE GUARANTEE

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

ONE HUNDRED DOLLARS

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

Robinson Cider and Vinegar Co., Benton Harbor, Mich.
J ROBINSON, Manager.

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

ON THE RAGGED EDGE OF THE LAW?



No, the law does not trouble us; neither will it trouble you, Mr. Grocer, if you buy Silver Brand Cider Vinegar. There are no better goods made than these.

Sweet cider, prepared to keep sweet, furnished October to March inclusive. A strictly first-class article; no trouble from fermentation, bursting of barrels or loss by becoming sour.

GENESEE FRUIT CO.
LANSING, MICH.

Date Stamp like this sent by mail anywhere for 20c.



Sample of type.

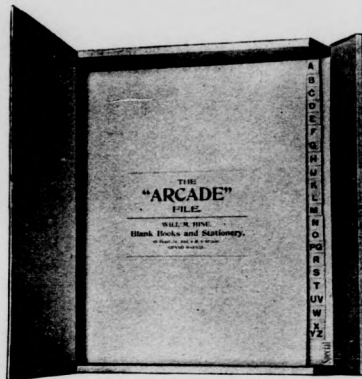
EPT. 1st, 1899

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A good full leather bound Ledger or Journal, 600 pages, for \$1.50. Other books from 5c to \$10.00.

Office Knickknacks, everything the office man need, excepting money, Letter Files, Bill Files, Document Files, Letter Presses, Copying Books, Typewriter supplies, Note Books, Paper and Ribbons.

THIS FILE 20c.



Made Secure and Reinforced with Linen.

A good Fountain Pen

for \$1.00

and other good ones for \$1.50 to \$4.00

All Blank Forms, Notes, Drafts, &c., dated with 189— at **Half Price.**

WILL M. HINE,

Cor. Arcade & Pearl-St.

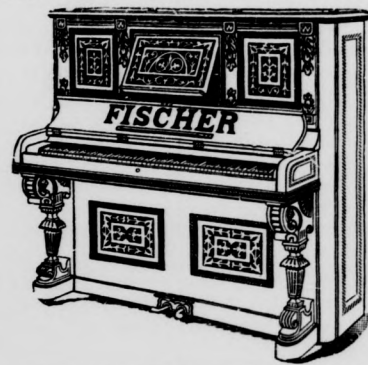
GRAND RAPIDS,

MICHIGAN.

The Leading Music House in Western Michigan.

Julius A. J. Friedrich

**30 and 32 Canal Street,
 Grand Rapids, Mich.**



DEALER IN

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

PIANOS

A. B. Chase and Ann Arbor Organs

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

BOUR'S COFFEES MAKE BUSINESS

Bour's Blended Coffees

Beat the world in the two greatest essentials to the retailer—QUALITY and PROFIT. Grocers who use them say that with our brands it's once bought—always used. And we can sell them to pay you a handsome profit. It will pay you to get our samples and prices—that is, if you are in the business to make money. Some exceptional bargains in Teas just now. Write or ask salesman when he calls.

THE J.M. BOUR CO., 129 Jefferson Avenue, Detroit, Mich.
 113-115-117 Ontario St., Toledo, Ohio.

a uniform steady demand for their products.

Margins of profit have been reduced to a minimum, and the miller who succeeds now must know how to economize and cut the corners; in other words, he must have his business well in hand. It will not do to follow the old plan of making an occasional yield and then run along in a haphazard sort of style, but he should so arrange to pack out and weigh his products as to know exactly how much wheat he is using to make a barrel of flour each day. Then, again, nothing must be allowed to go to waste, for it is the small leaks, particularly in a flour mill, which eat up the profits.

It may be said, without fear of successful contradiction, that the people of this and every other country where flour is used have been greatly benefited by the radical changes made in the manufacture of flour and in the development of the milling business during the past twenty years. The result has been not only to produce purer but also cheaper bread, and while many small millers who could not afford to keep up with the procession have suffered in consequence, the masses have been greatly benefited.

What the next twenty years shall bring forth the writer will not venture to predict. In almost every line of business consolidation seems to be the theme of the hour and the milling business has not escaped. In different localities millers have joined forces, but for the most part only those in the same immediate vicinity have united their interests.

Recently, however, the United States Milling Co. has been incorporated, taking in the mills of New York City, Syracuse, Buffalo, Milwaukee, Duluth and a part of those in Minneapolis. The mills of this new company have a daily capacity of about 50,000 barrels of flour and, by its organization, a certain amount of competition between large mills has been eliminated and a large saving can, no doubt, be effected in the manufacture and sale of the output. The chief question after all, however, is who will be benefited and what will be the final result of a consolidation of the flour milling interests?

For various reasons the writer has been skeptical about its being a successful business venture, but a beginning has been made and the question is before us for consideration. It has been said that he who makes two blades of grass grow where one grew before is a benefactor of his race, but it occurs to the writer that if the producer controls the grass and should ask everybody to keep off, the situation would be somewhat reversed.

In vast combinations of capital and energy there are great possibilities for good as well as evil and doubtless much of the suspicion of evil aroused by agitators against corporations has been unwarranted, and yet human nature is the same the world over—always selfish and grasping. Would it not be wise, therefore, for our statesmen to frame and enact restrictive laws limiting the powers of corporations wherever they are likely to become a menace to the public welfare?

The manufacture of flour is, perhaps, the most important business of a world-wide nature, and if consolidation of milling interests is inevitable, let us hope that such legislation shall be enacted as will give to the people their just share of the saving to be effected.

William N. Rowe.

There's one trade combination that is sure to be sat upon—the chair trust.

COAL TRADE.

How It Has Developed in Thirty Years.

S. P. Bennett, the pioneer coal dealer, brought the first coal to Grand Rapids in a commercial way in 1869. This coal was shipped by boat from Buffalo to Grand Haven, thence by river to Grand Rapids. By the time it was delivered in the bins of the consumers it was a luxury indeed, costing about \$15 per ton.

In 1883 there were but three coal and wood yards in Grand Rapids. The total amount of coal of all kinds sold during that year perhaps did not exceed twenty thousand tons; in fact, this would be a very liberal estimate. There were ten or twelve wood yards at this time; in other words, perhaps a dozen places where wood could be purchased. However, nobody ever thought of patronizing a wood yard unless it was impossible to obtain it at the public market. The wood dealers of 1883 eked out a precarious livelihood, their sales being confined to small lots on stormy days. It is impossible to furnish any authentic wood statistics, for the reason that nearly all of the wood used in Grand Rapids sixteen years ago was cut by farmers in the immediate vicinity of Grand Rapids and hauled in by team, largely during the winter months. Many old residents will recall the time when hundreds of loads of wood, coming from all directions, were lined up on the old Waterloo street market and later on at the Comstock market. Today a load of wood on the market is almost a novelty. There are probably now two hundred places in Grand Rapids where wood can be bought and there are at least fifty concerns making a specialty of wood. There are perhaps a dozen companies in Grand Rapids which sell five thousand cords or more per annum each. Notwithstanding this wonderful evolution in the wood business in sixteen years, it is of little importance compared with the growth of the coal trade, which has reached such gigantic proportions that few people have any conception of its magnitude. There are now in Grand Rapids twenty-five legitimate fuel dealers, handling a total of not less than two hundred thousand tons of coal and one hundred thousand cords of wood per annum. That the casual reader may form a clear conception of what these figures represent let us analyze them: This amount of fuel represents in dollars and cents nearly a million dollars to the manufacturing industries and householders of Grand Rapids per annum—in round numbers twenty-five hundred dollars a day. If this vast amount of fuel were to be placed in cars at one time it would make 785 trainloads of thirty-five cars each. To be more graphic, it would require one hundred and forty-five thousand wagons to load all this fuel at one time, which, if drawn up in line, would form a procession reaching from Lake Michigan to the Atlantic Ocean. It is not our intention at this time to estimate the number of men gaining a livelihood from this industry. Suffice to say, if we include the wood choppers, miners, railroad employes and teamsters, together with other employes directly and indirectly, the coal industry of Grand Rapids to-day is not to be overlooked; in fact, it is one of the chief mercantile pursuits of Western Michigan and the Valley City and is constantly growing in importance.

Arthur S. Ainsworth.

Bananas Lemons Oysters

Are specialties which I desire to secure your orders for and will make close prices to prompt payers. I will give good values in every instance.

Frank T. Lawrence

5 North Ionia Street, Grand Rapids, Mich.



Wholesale
Manufacturers
of

Pants, Overalls, Shirts, Duck Coats

And Jobbers of

Cotton and Woolen Fabrics

61 and 63 Market Street, 30 to 36 Louis Street,
Grand Rapids, Mich.

Dry Goods

The Dry Goods Market.

Staple Cottons—The staple cotton situation is but little changed and continues firm. On some lines prices have advanced. The immediate supply is unusually small, and there are more lines in which there is absolutely not a piece on the market than there have been in years past. This last is especially true of heavy brown sheetings and drills. Of late there is a decided scarcity in four-yard sheetings, which are very much oversold. In other heavy sheetings the market is strong, and the light weights are improving. Duck is firm, with an occasional advance, and is meeting with good sales. The bleached goods situation is unchanged, with the demand steady and an occasional advance. Shirtings and cambrics are the leaders. Ticks and denims are scarce, and are both very firm.

Prints and Ginghams—Fancy calicoes have met with a very fair demand during the past week and, although the buying has been distributed, and some of the agents have had little business in this line, the rule is that all are very well satisfied. The agents who are dissatisfied with the amount of business during the past week are talking of a drop in the price. In fact, already some dealers have made discounts. But as this is not the general rule, we do not believe that the present firmness of the market will be shaken to any considerable extent. No fear has been expressed by the agents who are sticking to their price, for they say that they are in a better situation in regard to their fancy calicoes to-day than they have been at the same date for years past. Their sales have been so large and in such a goodly number as to make them very well pleased with the situation, and hope that all seasons will be as good as the present one.

Dress Goods—The bulk of the activity and interest in the dress goods market to-day is centered in the jobbing departments. There is no denying the fact that jobbers are hungry for goods, and that they are doing their best to satisfy their appetite. They are buying as they have not bought for years, eclipsing in some respects their operations of a year ago. They are not wasting their time in doing a lot of unnecessary shopping, but are buying wherever they feel prices and goods are right. Manufacturers are generally very well engaged, and not a few are operating nights in an endeavor to catch up with deliveries, some of them being weeks behind in that respect. Everybody is buying fancy backs, the business thereon being unprecedented. Crepons and homespuns are likewise good sellers, while rough-faced effects, such as chevions, are well taken care of. Camel's hair goods are also doing well, and the same may be said of venetians.

Hosiery—Buyers are plenty in the hosiery market and the importers in particular are having their hands full. Buyers are placing orders with more freedom, yet they are conservative in their selections. It is not difficult to secure fair prices for well-finished goods or for fancy hosiery that is in good taste, but other lines are lagging. Seamless hosiery is moving in an interesting fashion, and the demand for high and low grades continues to be ahead of the supply. Prices are firm in all directions, and in no line of hosiery is weakness to be found.

Carpets—The uncertainty regarding future conditions no longer affects the carpet manufacturers, and they have in general on nearly all lines of carpets advanced prices recently, and while it is not expected to materially increase the duplicate orders from this time on, the mills are all busy endeavoring to complete orders in time, and not be obliged to carry some of them over (as they did previously) into another season. They want the orders which were taken before the latest advances out of the way in order to take full advantage of the higher price. Wool and C. C. ingrain have received a larger share of attention thus far this season, as compared with last year, and while it is true the granite ingrain are selling freely, the competition has not been felt so keenly as during the past few years, as the increasing demand has been felt by all branches of the carpet industries. Reversible Brussels 4-4 goods, made with a hemp warp and jute filling, made with solid centers and a border, have sold well. They are in a variety of colors; greens, terra cottas, reds, blues and maroons are the leaders in this line, and are sold in four and five frame, ranging in price wholesale from 45 to 55c. There are also some special lines of extra supers offered in what are known to the trade as the mogul weave, and sold at the same price as the regular extra supers. The majority of the designs are on the Moorish order in Oriental colors, including greens, reds and browns. Three-ply standard ingrain are also receiving a fair share of attention from buyers who want full value for their money.

Rugs—Continue active and manufacturers engaged on this line of carpeting anticipate one of the most successful seasons they have experienced in years. The jute rug market continues quite active at a price, while the outlook ahead is a little more encouraging to the jobbers and manufacturers, as mills making the cheap grades can not at the present time fill their orders on 30x60-inch sizes. The larger jute rugs are slow of sale, as the demand still continues on all-wool Smyrna rugs in the carpet sizes. This latter line is expected to advance in price under the stimulus of the increasing demand. With the more general improvement in business, the large jobbers report an increasing demand for the better grades of carpets. Brussels carpets are commencing to share in the improvement, although at old prices.

Warm Friend and Esteemed Caller.

Wetzell, Aug. 30—In your issue of Aug. 23 we read of the death of our friend, A. L. Braisted. The portrait published in connection therewith is true to life. We remember him as one of our warmest friends, and when in Mancelona he was one of our most esteemed callers. We shall miss him very much and wish to extend to his family our most heartfelt sympathy.

Wetzell Mercantile Co.

AMERICAN CARBIDE CO., Ltd.

Jobbers of

Calcium Carbide

and all kinds of

Acetylene Gas Burners

Distributing agents for The Electro Lamp Co.'s especially prepared Carbide for bicycle and portable lamps, in 1, 2 and 3 pound cans.

Orders promptly filled.

Jackson, Michigan.

The High Band Turn Down

collar is here to stay. So great is the demand for them that a leading authority claims that the makers of collars will be unable to fill orders taken. We are more fortunate than some others. We have them to deliver. Price \$1.10 per dozen.

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

Outing Flannels

These cool evenings that we are having remind us that outing flannels will soon be in demand. Our fall line has arrived. We have remnants, short length and piece goods. Remnants at 4c. Short lengths from 4 to 7c. Piece goods from 4 to 7½c. They are bright stripes and plaids. Come in and inspect our line.

P. Steketee & Sons
Wholesale Dry Goods, Grand Rapids, Mich.

Are Your Robes Assorted?

It's hard to tell whether your stock of robes and blankets is sorted up to please all of your customers. Our descriptive catalogue and price list shows at a glance what you have or have not bought. It's valuable to have on hand to clinch a sale, sometimes send for it.

Dewey Robe—A mighty seller. Shows a good profit and makes satisfactory sales.

BROWN & SEHLER,
Grand Rapids, Michigan.



3 NORTH IONIA ST.
TELEPHONE 1348.
GRAND RAPIDS, MICHIGAN.

H. M. Reynolds & Son,

Manufacturers of

Asphalt Paints, Tarred Felt, Roofing Pitch. 2 and 3 ply and Torpedo Gravel Ready Roofing. Galvanized Iron Cornice. Sky Lights. Sheet Metal Workers and Contracting Roofers.

Grand Rapids, Mich. ESTABLISHED 1868 Detroit, Mich.
Office, 82 Campau st. Foot 1st St.
Factory, 1st av. and M. C. Ry.

BANKING INTERESTS.

Why They Should Co-operate for the Common Good.

The banking interests of Grand Rapids to-day reflect, and participate in, the general prosperity of the city and that portion of the State of which Grand Rapids is the commercial center. I presume that there is no place elsewhere so accurate a record of the volume of actual business transactions of a city can be found as in the Clearing House, where the bank items are daily exchanged and recorded. The amount of water passing through the meter, the lake tonnage passing through the docks at the Soo, are no more accurately measured and registered than is the relative volume of a city's commerce through the daily debit and credit clearings of its banks; so let me quote for comparison some totals from the Clearing House records, to illustrate and prove the growth and progress of our city:

Total clearings for six months ending June 30, 1896, \$20,476,148.

Total clearings for six months ending June 30, 1897, \$18,662,457.

Total clearings for six months ending June 30, 1898, \$24,005,704.

Total clearings for six months ending June 30, 1899, \$28,113,910.

We often lose sight of actual progress made, I think, in our daily business, because of its being so steady and gradual, a process of evolution. Ask a banker to tell you of something new in his line and he will be puzzled to think of anything worth mentioning, and yet the bankers are keeping up with other professions and lines of business, in enterprise, spirit and methods. I want to call attention to one tendency and spirit that has grown up in the banking business and profession of late years and that is the spirit of association, conference, practical helpfulness and confidence among banks. Take, for illustration, that splendid national organization, the American Bankers' Association, which holds a three days' session this week in Cleveland. I note a single item in the program as showing the spirit and tendency of thought to be presented:

Mr. Cannon, Vice President of the Fourth National Bank of New York, will present a paper on "The possibilities of banking co-operation under a uniform system of credit departments and standardized property statements."

The spirit of this great central organization is carried back and finds practical expression through the various state bankers' associations. I think every state has one, where the bankers of each state get closer together, meet and know each other and discuss questions of common and practical interest to the banks and their customers, exchange and compare ideas and formulate and agree upon progressive and better methods of transacting business. The spirit and results of these annual state meetings have been found so excellent that a plan is in operation for dividing the states into districts and organizing several groups or branches of the State Association and holding several meetings during the year. Michigan has adopted this plan and one very successful and interesting meeting of the Grand Rapids section was held in this city last winter. I think the bankers present—and there were a large number from Western Michigan, with visiting delegates from Detroit and Port Huron—remember the occasion with great pleasure. This group are invited to meet at Muskegon next month and I am sure that it will be

good for the bankers of the district to be there, and for Muskegon to have them there.

So much for the spirit of fraternity and association among the bankers of the State and Nation; but perhaps what is of more importance to the business interests, as well as to the banks of Grand Rapids, is the progress that has been made in the same spirit and direction in our own city, and as it perhaps is most apparent in the organization and growth of the Clearing House, I will refer to that briefly:

In 1886 there were seven banks in this city, each flying its own flag, doing business over its own counter. Messengers were sent out daily from each with items to be cashed over the counters of each of the others; but, following in the example of larger cities, an organization was entered into in 1886 for an exchange

of the doors of the banks from one end of the land to the other had it not been for the heroic courage of the Clearing House in New York in putting behind forty-two millions of Clearing House certificates the entire enormous assets of the associated banks of New York and using these certificates in the place of currency, which absolutely could not be had. Not a solvent bank was allowed to close its doors; panic and ruin, not alone to New York but to the whole country, were averted. The Clearing House certificates were gradually called in, confidence was restored, and now 1893, that bankers' nightmare, is well-nigh forgotten. To those, however, who were most deeply interested, the splendid possibilities and service of association among banks for mutual help and protection, as illustrated in the heroic work done by the Associated Banks of

shall arrange for effecting at one time and place the daily exchange between the members, and for the payment of the balances resulting from such exchanges, and may make provision for the issue and temporary use of Clearing House certificates when necessary for such purpose.

It is apparent from a reading of this that the old idea that our Clearing House is merely the daily meeting of the young messengers of the several banks to exchange checks and jokes is not down to date. The Association includes nearly every bank and trust company in the city, and when a meeting of the Association is called to consider and act upon any financial matter of common interest, with the members represented by the best men among their officers or directors, the decision must be conservative and well considered and entitled to respect and confidence in the community.

The power is conferred by the new constitution to issue Clearing House certificates, if a time of need should ever come to any bank member of the Association. I hope that we may never need to test the helpfulness of this provision, but times of unreasoning fear and panic may come upon the depositors of any bank—although absolutely solvent—then in a time of sudden need the entire strength of all the banks and trust companies of the Association in an hour's time can be placed at the disposal of the one in need. The old adage that the measure of strength is the weakest point will be reversed. The weakest (solvent) member will, if needed, have the strength of all.

This business community has never before had the safety and protection of the associated concentrated strength and power of all our splendid financial institutions organized and equipped ready at a moment's notice to do whatever is necessary to maintain the credit and prevent the loss and fright that would follow the embarrassment of even the youngest or smallest bank in this city. I may be optimistic, but I believe that the local spirit of co-operation, conference and fraternity promises much for the safety and progress of the banks and financial institutions of our city in the years to come, and when I speak of prosperity and success to our banks, that simply means the success and prosperity of all legitimate business, for as the Clearing House exchanges are the meter or register of the volume and flow of a city's commerce, so are the banks but the heart or center from and through which pulses and flows the life-blood of a community's business. Weaken or blight the centers, and the remotest extremities must suffer loss. It is simply patriotism to bring to the management and support of the banks the best ability and strictest integrity to be found among the citizenship of our city. While the golden rule is not adopted or re-enacted in terms as one of the rules of the Clearing House, yet something of its spirit is involved in the objects of the Association, and I feel sure that among banks, as anywhere else, union for the common good must give greater strength, courage and prosperity to all.

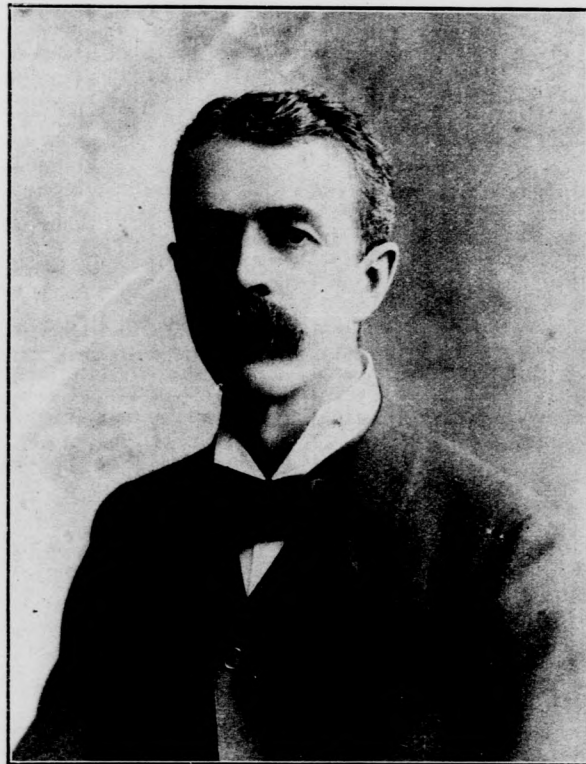
Jas. R. Wylie.

The Real Thing.

Mrs. Winkley—Is your husband a brave man?

Mrs. Bronston—I should say he was. Why, once he jumped right in front of a swiftly-moving train and saved a little child from what seemed certain death.

Oh, that's no indication. Would he have courage enough to grab the cat when it was having a fit and throw it out of the house?



of items by the messengers of the banks at one time and place—"A Clearing House," only that and nothing more. Later the idea of an association of the banks for mutual help and assistance developed into a little closer organization, and through it most timely and efficient assistance was extended to a member in temporary difficulty through the unreasonable fright of its depositors.

This lesson of the benefit of association among the banks of the city for mutual help and strength in times of need has never been forgotten. I have often wondered whether even the business men of the country understood or appreciated the splendid service rendered to America by the Clearing House or Associated Banks of New York City during July and August—those months of black Fridays—in 1893. No man can conceive or imagine the chaos and destruction of credit and confidence that would have closed

New York in that emergency, will never be forgotten. Pardon the digression.

The bankers of Grand Rapids have just completed a re-organization of their Clearing House Association. In my judgment, no more progressive step has been taken in years for the benefit of the business interests of our city—yes, of Western Michigan. Let me quote the purpose of the Association as set forth in the new Articles of Association:

The object of this Association is to promote the interests of its members. To that end it shall encourage a spirit of harmony and confidence between its members; shall invite and furnish the opportunity for conference about matters of common interest and shall seek to secure, so far as possible, prompt, safe and uniform methods in the transaction of business. The members shall confer and act together in times of financial stringency or disturbance and, so far as may be, strengthen general credit and confidence in and among its members;

A Two-Sided Business

**WATCHES
SILVERWARE
JEWELRY**

Positively the Finest Line in Grand Rapids is here. Our personal guarantee of rightness with every article we sell.

**COMPETENT
OPTICAL
DEPARTMENT**

where Eyes are tested free of charge by an Expert Optician, and Glasses made that fit perfectly. Our guarantee with every pair.

J. C. HERKNER JEWELRY COMPANY

57 Monroe Street

Grand Rapids, Michigan

The New Plaza Hotel

Grand Rapids, Michigan.

HEAD OF MONROE STREET

OPPOSITE THE PARKS.

FIRST-CLASS—\$2 00 PER DAY.

Try it yourself and send your family when they are coming to the city.

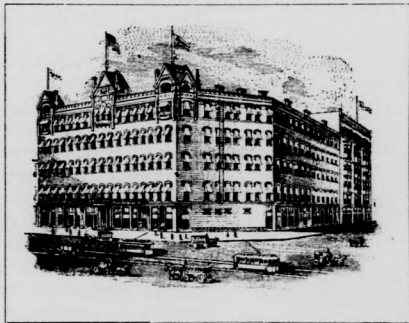
HENRY D. IRISH

PROPRIETORS

I. C. SMITH.

MORTON HOUSE

THE LEADING HOTEL



OF GRAND RAPIDS.

J. BOYD PANTLIND, PROPRIETOR.

THUM'S CIDERINE

It's a great satisfaction to us to announce that we have the Original Preparation for preserving Cider. You've heard of it before. It is recognized as a standard article by every fruit grower in Michigan.

Ciderine

is its name. People have tried to imitate Ciderine—they imitated the bottle and label all right, but they couldn't make the stuff that would keep the Cider. Enough in one bottle to preserve a whole barrel of cider, and the price is only 35 cents.

Thum's Ciderine

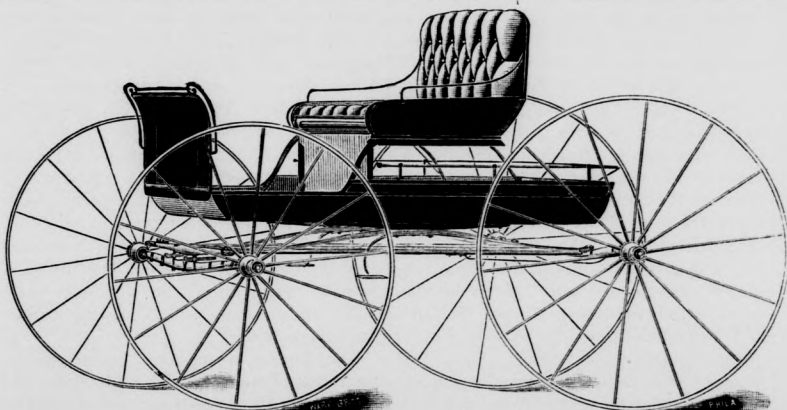
Have it in stock when the cider season opens; write to your Jobber or to us for quantity prices.

WALTER K. SCHMIDT, Prop.,

THUM'S GERMAN PHARMACY,

84 CANAL STREET,

GRAND RAPIDS, MICH.



ARTHUR WOOD CARRIAGE CO., Grand Rapids, Mich.

ATTENTION DEALERS

If you are looking for a Good Line of Vehicles at reasonable prices, write to us for our Catalogue and Price List.

TELEPHONE SERVICE.

Wonderful Growth of the Independent Movement.

The telephone was first brought to the attention of the general public at the Centennial Exposition at Philadelphia in 1876, and as a scientific curiosity attracted much attention. During the next four years it was demonstrated to be of practical value, and the control of the patents necessary to give a monopoly of the invention was secured by a company organized as the American Bell Telephone Co., with its main office in Boston—the name Bell being adopted because of the importance of the inventions of Elisha Graham Bell. The parent company decided not to build or operate telephone exchanges, but to promote branch or licensee companies in states or districts, to which the telephones would be leased at large annual royalties and under ironclad contracts that they should not use other instruments nor do business with any company using other than the Bell Co.'s instruments.

Among these branch or subordinate Bell companies was, and is yet, the Michigan Telephone Co., which, while not owning a complete telephone, has for twenty years been doing business in Michigan and until within about four years has had a complete monopoly of the telephone business of the State. It built exchanges in the cities and larger towns of the State; later it constructed toll lines quite extensively in that portion of the State south of the Flint & Pere Marquette Railroad; it made exchange service rates in Detroit \$72 to \$120 for business and \$50 and upward for residences; in other portions of the State the office phones averaged over \$50 and residence \$40, the Grand Rapids rates ranging from \$50 to \$120 per instrument for business places, the county paying for years \$120 for the County Farm telephone; it issued stock to the amount of \$2,500,000, which sold at various prices, and for years paid 6 per cent. dividends upon the same.

It was not until 1894 that, owing to certain important patents having expired, it found itself threatened with competition. Its general officers and exchange managers explained that it was impossible to do business at any greatly reduced rates and have any profits, and called attention to the fact that but 6 per cent. dividends had been paid. These statements constantly reiterated, and being based upon many years' experience, as the Bell Co.'s officials frankly and frequently pointed out, together with the very limited opportunity of buying either exchange apparatus or telephones, did not deter a few parties outside the Bell Co. from venturing to build exchanges, as was done at Niles by parties residing in Chicago, and at Port Huron by parties living in another city. Thus were started, with inferior material and without local capital or influence, the two leading exchanges in the State previous to the summer of 1895.

In the fall of 1894, certain prominent business men of Grand Rapids made application to the city for a thirty year franchise for telephone exchange purposes, the same limiting service rates to \$36 for business places within a one mile radius and \$24 for residences anywhere in the city, which franchise was granted and formally accepted in January, 1895, and is the franchise under which the Citizens Telephone Co. is now operating.

It is worthy of note that, while the

Bell Co. (the Michigan Telephone Co.) has no franchise anywhere in the State regulating or establishing exchange rates, the independent companies, with scarcely an exception, have requested and accepted franchises not only regulating the business, but service rates as well, so that without competition in the State the people would continue to receive from the independent companies practically the same rates as now exist, while the Bell Co., being unrestricted as to rates, could advance them, and undoubtedly would do so, as it still claims it is impossible to pay expenses at rates charged by the independent companies.

Following the date of acceptance of the Grand Rapids franchise by local citizens, the Michigan Telephone Co. established uniform rates April 1, 1895, in the State, outside Detroit, of \$48 for business places within half a mile (with \$5 for each additional quarter mile) and \$36 for residences, stating that

had for years been President of the Michigan Telephone Co. and his great political influence was naturally in the interest of the Bell Co.; practical telephone men of ability and business capacity were unknown outside the Bell Co. Yet, in spite of these facts, and many obstacles not named, the Citizens Telephone Co. was organized and incorporated, in August, 1895, and plans were made to build an exchange of 1,500 telephones in Grand Rapids.

Rates were established, on three year contracts, of \$30 for business telephones within a mile radius (with \$2 for each additional quarter mile) and \$20 for residences anywhere within the city limits. Construction was begun October 7, 1895, and service commenced July 1, 1896, with about 800 telephones connected, out of nearly 1,600 orders. Because of construction then under way, and conditions incident to such an enterprise, poorer service was given, on the

the year ending December 31, 1898.

The constant growth of the Citizens Telephone Co. is shown by the following statistics from its last directory—May, 1899:

Date	Phones in service	State Line phones	Total phones
June 1, 1896.....	400	none	400
Sept. 1, 1896.....	1,460	951	2,411
Jan. 1, 1897.....	1,776	1,628	3,404
May 10, 1897.....	1,919	1,848	3,767
Oct. 20, 1897.....	2,674	2,028	4,702
April 22, 1898.....	2,326	4,382	6,708
Nov. 1, 1898.....	2,488	5,677	8,165
May 1, 1899.....	2,841	19,043	21,884

The telephones actually in service in Grand Rapids on August 1, 1899, based on the most reliable figures obtainable, were as follows:

	Business	Residence	Total
Citizens.....	1,750	1,150	2,900
Bell.....	600	1,000	1,600
	1,150	150	1,300

The Citizens Telephone Company now owns fourteen exchanges, seventy-two toll stations, over 700 miles of metallic circuit and has over 3,600 telephones of its own in service.

In Muskegon the Citizens Telephone Co. began service in October, 1896. It has had a constant and remarkable growth, and now has 540 telephones in service. The Bell Co.'s Muskegon exchange numbers less than 150 telephones, and has received no regular exchange service rentals for two and one-half years.

The Twin City Telephone Co. occupied Benton Harbor and St. Joseph in the fall of 1896, which record is also a remarkably successful one, especially in Benton Harbor, where it has nearly 400 telephones in service, while the Bell Co. has less than forty—reported to be twelve.

Lansing, Kalamazoo, Three Rivers, Allegan, Cadillac, Petoskey and other important towns in Western Michigan have had successful exchanges in operation for two or more years, each with its interesting history. Eastern Michigan has developed the telephone field in a rapid way. The largest exchange in the State, as shown by official figures on January 1, 1899, was that of the Detroit Telephone Co., with over 5,200 telephones in operation in Detroit. The Bell Co.'s exchange on that date was 4,704, the largest number in its history. For over two years the Detroit exchange was the largest independent exchange in the United States, and the writer doubts whether the very successful exchanges in St. Louis, Mo., and Indianapolis, Ind., recently started, have, as yet, more telephones in service.

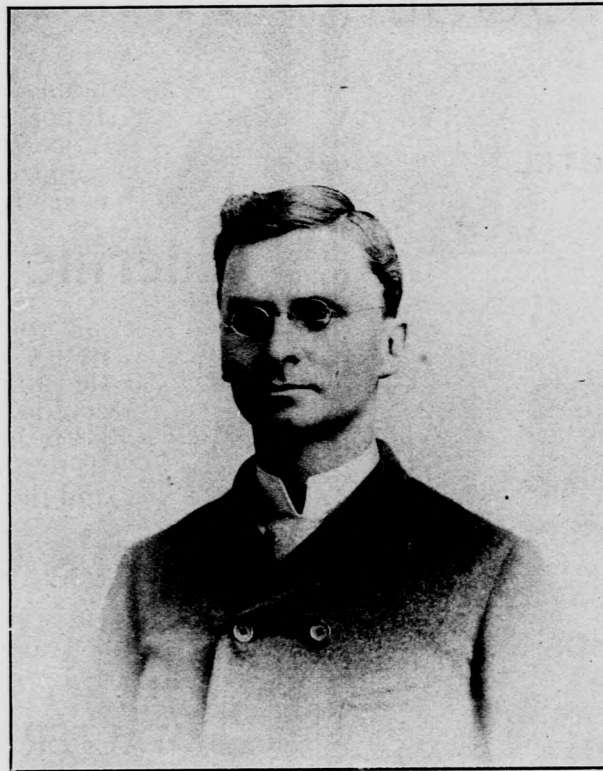
Inspired by the success of the Detroit exchange, the New State Telephone Co. was organized to build exchanges and toll lines in territory naturally tributary to Detroit. It has a capital of \$1,000,000 and owns a large number of exchanges at Jackson, Ann Arbor, Port Huron, Mount Clemens and other cities, together with a large mileage of State lines. Its main office is in Detroit.

The Valley Telephone Co. has built exchanges in Saginaw, Bay City and Flint, and in other and smaller cities in its neighborhood, and has about 3,000 telephones in service, with every indication of permanent success.

The Thumb Telephone Co. has covered the counties of Huron, Tuscola and Sanilac quite fully, having over 400 miles of circuits, and is making many improvements.

The Union Telephone Co. is one of the latest organized, with main office at Alma. It is connecting the Saginaw district with the Citizens system and expects to occupy the interior territory.

One of the strongest companies in the State is the Central Telephone Co., of



these were the very lowest rates at which exchange service could be given and leave any margin of profits.

The toll line service was over inadequate single iron wire lines, as a rule, and necessarily the service was unsatisfactory, and the rates were high; the exchange service was very generally condemned. No improvements were being made, none were promised and the officials of the Bell Co. constantly assured the public no lower rates could be, nor would be, made.

Up to this time there had been no independent exchange of over 600 telephones put in successful operation in the United States; the manufacturers of independent apparatus had scarcely established themselves, and the Bell Co. claimed their apparatus was infringing the Bell patents and began numerous suits, none of which proved successful; the American Bell Co. had paid dividends exceeding \$21,000,000 in ten years preceding 1894 and had over \$2,500,000 of surplus; Senator McMillan

start, than before known in the community, but this gradually changed until by October 1 a much improved service was given, and about 1,500 telephones were in use. The service of the Citizens Telephone Co. at the present time, is not excelled in the State.

Three months before the Citizens Co. began service the Bell Co.—April 1, 1896—reduced its rates to \$24 for business and \$18 for residence telephones, anywhere in the city. The June, 1896, directory of the Bell Co. showed it had 1,481 telephones in service. The loss of subscribers to the Bell Co. was so heavy that in November, 1896, free residence telephones were given to all users of Bell phones in Grand Rapids, and solicitors put out to secure other users on the same terms. This free service was continued nearly or quite two years, during which time the Bell exchange numbered from 1,000 to 1,300 telephones, they having 1,299 telephones on January 1, 1899, per the official report of the Michigan Telephone Co. for

Kalamazoo, which has covered the southwestern portion with fine copper toll lines and is managed in a businesslike way that insures success. Besides these there are other companies of lesser size, but of great importance, in various parts of the State, of which time does not permit details. The Alpena movement and the Upper Peninsular companies have accomplished much and deserve more space than the writer commands. It can be said, briefly, that in the Upper Peninsula the independents have over 3,000 telephones in service, believed to be more than has the Bell Co. in the same field. There are no toll lines in the Upper Peninsula connecting the different sections together.

The independent long distance companies of Ohio and Indiana will make it possible within a very few months for the exchanges in Lower Michigan to talk to points north of the Ohio River between Pittsburg and St. Louis. Already Ft. Wayne and other inter-state points are reached by copper long distance circuits.

In the State the Michigan Telephone Co. (Bell) had 76 exchanges, with ten or more telephones in each, and 19,539 telephones on January 1, 1899, per official statement. The independents have in the State over 180 exchanges—in three years!—with more than 30,000 telephones in service.

Although the Michigan Telephone Co. on July 1 issued a fine State directory, the duplication of names for the convenience of its patrons makes it difficult to ascertain the number of telephones it actually has in service. Thus in Detroit appears, Richmond & Backus Co., with ten names of individuals or departments, although the firm has but two Bell telephones in service. In Allegan, with but two telephones, the Bell book shows ten names of county offices, etc., so that "the names of about 30,000 subscribers" represent about 22,000 telephones in actual service at this time.

Besides surpassing the Bell Co. in numbers of telephones and exchanges, the independents have more copper circuits, more miles of wire and have about 200 more toll stations than does the Michigan Telephone Co. The map of the independent lines, published in this issue, indicates a more thorough covering of the State by the independent lines; but the magnitude of the growth is perhaps best shown by the following list of places where the independents have exchanges as indicated, but the Bell Co. has but one telephone in each, unless otherwise shown:

Bell	Citz	Bell	Citz		
Allegan	1	146	Mendon	1	27
Athens	1	19	Middleville	1	40
Bangor	1	23	Montague	1	17
Bellville	1	20	Muir	1	21
Belleveue	1	31	Mulliken	1	18
Birmingham	1	20	Nashville	5	46
Cadillac	4	106	Newaygo	1	10
Carson City	1	11	No. Branch	1	16
Casnovia	1	12	Northville	1	60
Coopersville	1	22	Orion	2	20
Cassopolis	1	111	Otsego	2	93
Cedar Springs	1	43	Oxford	1	41
Coral	1	10	Paw Paw	1	60
Decatur	1	23	Pentwater	1	14
Douglas	0	16	Plymouth	1	26
Dowagiac	4	280	Reed City	2	62
Edmore	1	12	Rochester	5	30
Evart	1	43	Rockford	1	43
Fennville	0	39	Romeo	9	40
Flushing	1	80	St. Johns	5	129
Fremont	1	42	Sand Hill	1	45
Ganges	0	40	Saranac	1	41
Hart	1	59	Saugatuck	0	31
Hartford	1	35	Shelby	1	23
Holly	5	50	Sheridan	1	12
Howard City	1	78	Sparta	1	18
Inlay City	1	31	So. Haven	1	179
Ithaca	1	90	Stanton	2	67
Kalkaska	0	84	Sturgis	3	125
Lake Odessa	1	30	Trenton	1	12
Lakeview	1	17	Utica	1	27
Lawton	1	30	Vermontville	1	23
Leslie	1	21	Vicksburg	1	31
Lyons	1	25	Watervliet	0	33
Manton	1	20	Wayland	1	32
Maple Rapids	1	11	Whitehall	1	16
Mercellus	3	42	Zeeland	1	31
Marine City	1	96			
		74 places	106	3,400	

The above list is far from being complete, as the writer has not sufficient information from certain portions of the State to give more figures, but it is sufficient to indicate the trend of the telephone movement. In other words, the independents, in less than four years, have more exchanges in cities and towns where the Bell Co., after twenty years, has no exchanges than the total Bell Co. exchanges in the entire State, they having over twice as many exchanges as the Michigan Telephone Co.

It is but fair to state that in the great majority of cases the independent companies are improving their property and are in all cases giving better service than was given before these companies began service; that the rates for exchange and toll service, while perhaps on an average scarcely half the former Michigan Telephone Co.'s rates, in a very large majority of cases enable the paying of dividends satisfactory to the average business man, and many of the companies are so doing. While it is true that in a few cases independent rates have been made too low, as a rule they can be maintained permanently, unless by reason of excessive growth of exchanges. The Michigan Telephone Co. is making service rates below cost in many cities and towns in the State where it has competition, and in Grand Rapids, Muskegon, Benton Harbor, etc., has not had, for over two years, sufficient telephone rentals to pay expenses of operation, not including interest on any portion of the \$5,285,000 mortgage bonds authorized, over half being issued; nor does the Bell Co. claim to be able to pay expenses of operation at the various rates it now charges.

These Bell rates vary in different localities, apparently without rhyme or reason, as is shown by the few following:

	Bus.	Res.
Grand Rapids	\$24	\$12
Kalamazoo	12	12
Charlotte	24	6
Lowell	12	6
Detroit	40	24
Alpena	6	3
Big Rapids	24	12
Port Huron	18	18
Mt. Clemens	18	16
Holland	12	12

It is impossible for the Michigan Bell Co. to permanently do business at a loss. By less than cost rates temporarily, it hopes to undermine independent companies by forcing them to ruinous rates or creating in the public mind the idea that the independent rates are too high, and thus they think to divide public support and destroy competition. Where neither plan works it is proposed to purchase companies holding strong geographical positions, judging from the actions of the Bell officials in other territory in which they operate.

Besides the phenomenal growth of the independent movement, its hearty support by the citizens of the State generally, and by certain communities especially, makes a sell-out to the Bell Co. an act of treachery to the business community; and no individual company or exchange can so sell without the loss of business honor to the officers and directors who should consent to such a step.

The independent movement in Michigan has resulted thus far in the following: 1. Lower rates for both exchange and toll service. 2. Better service for exchange and toll lines. 3. More telephones in use and greater use of telephones. 4. Greater consideration of telephone users. And, because it is in the interest of all the people of the State, it will continue to grow and prosper until through it every community in the State—business, manufacturing, farming, fruit growing, all—will have, permanently, good telephone service at reasonable rates and managed by citizens of the State. Never again will the old rates be restored or the old company be given control of the situation, for telephone liberty and prosperity are too sweet and too valuable to be surrendered to any foreign corporation.

J. B. Ware.

Extract from a Letter Received a Few Days Ago.

LANSING, MICH., AUG. 12, '99.

OLNEY & JUDSON GROCER CO.,
Grand Rapids, Mich.

Gentlemen:—

Visiting in the northern part of the State, I had the pleasure of drinking a cup of your "Boston Breakfast Blended" coffee. It was so much better than the high priced coffee we were drinking at home, I concluded to try it. It is not sold in this city, to my knowledge. I would like to be able to present it to my lady friends, and sell it for you. I know that I can put it in a number of homes where they are using an inferior coffee at a higher price.

Please write me in regard to it, and oblige,

Yours truly,
(Signed) Mrs. L. O.



BOSTON **B**REAKFAST **B**LENDED
COFFEE.

A rich, smooth drinking coffee at a moderate price.

Handsomest package on the market.

Roasted and packed same day as shipped, by

**Olney & Judson
Grocer Co.**

Grand Rapids, Mich.

SHINGLE TRADE.

Michigan Roofs a Large Portion of the World.

Julian Ralph, who is one of the best descriptive writers of the present day, says, in his article on the "Making of a Journalist," that it is the common everyday subjects dressed up by graphic wording that are the best reading or will catch and hold the most readers.

To put a readable dress on as "kiln-dried" a subject as shingles would make even Ralph "bolt" and attempt to "drag" in all the old "saws" he ever "jointed" together or could "clip" from an exchange. He might "feather-edge" the "bastards," and "pack" the "toothpicks," but how to dress a "clear butt" "XXXX" inspection is "extra" and should be paid for "5 to 2" unless he was in such a "frame" of mind that he "wood" "steel" a "galvanized" band, and get "nailed" for it.

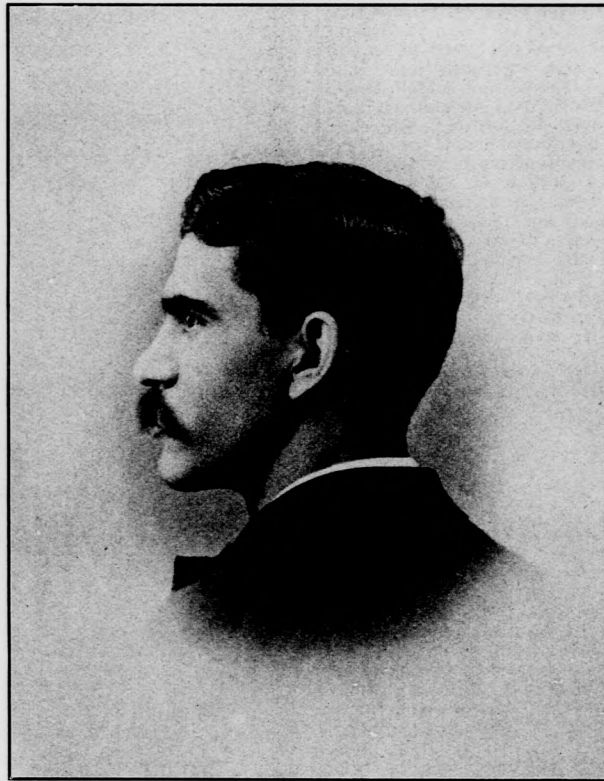
Our business birthday is the same as the Tradesman's, having commenced sixteen years ago to manufacture and ship shingles from Michigan. Grand Rapids has always been the leading inland shingle mill distributing point, and in this article I shall confine my observations to the railroad mills, and not to the lake port mills, for their product until late years has gone almost entirely by water to Chicago. In the early days, when the G. R. & I. had only gotten as far north as Howard City, we did not have rates to all points as we do now. S. P. Swartz, one of the earliest shingle shippers, used to ship out one-half dozen cars to the largest towns—Indianapolis, Cincinnati, and other points, for instance—then go there, find out what the amount of freight was and sell them, or get the rate figured out to one town and then quote all other towns in the same county at that rate. Then, Maple Hill, Cedar Springs and Howard City on the G. R. & I., and Stanton, Edmore and McBride's on the D., L. & N. were the great shingle towns, and the brands of Morton, Lewis & Co., Wetzell Bros. and S. P. Swartz, of Grand Rapids, Corey & Caldwell, of Stanton, J. E. Nelson, of Cedar Springs, and Neff Bros., of McBride's, were well known throughout the East and South, and there was scarcely a station on the G. R. & I. or D., L. & N. this side of Big Rapids that did not have at all seasons of the year from one to ten million shingles piled up. Then it was easier to go out and buy ten million than it is to go out and buy ten carloads to-day.

A shingle mill requires more experienced men to run it than a sawmill. In a sawmill, if the sawyer is a man of experience, the other positions can be filled temporarily with unskilled help if the occasion demands it, but in a shingle mill there must be a sawyer, a joiner, a knot-sawyer and packer—all experts—and if one deserts the mill is shut down. In those days shingles were largely manufactured from what were known as second cuttings; that is, timber from which the lumber logs had been taken out, and as tracts that were near streams or railroads were logged closer for lumber, the best second cuttings were the farthest from the streams and railroads; and, as it did not pay to haul the poorest logs such a long distance, many comparatively good logs were left on these back sections and many of the shingle mills were twelve to fifteen miles from the railway track. Professional estimators and old lumbermen can estimate a forty acre piece of

timber very accurately, but to estimate how many shingles there are on a piece of second cutting has fooled some pretty bright shingle manufacturers, and in those days every week or two would chronicle the disappearance of some shingle mill man, with labor liens and attachments to be adjusted by those he owed, caused not by his deliberate intention of beating his creditors, but because the timber did not turn out as expected and he was so far behind before he knew it that his first thought—and not unfrequent proceeding—was to leave the country. Then his creditors would commence to hustle. It would seem that the men, knowing the shingles were paid for every week by the party whose brand was on them, would have demanded their money, but feeling they had a lien on the shingles they never seemed to care about the pay until the

bolts. The bolts are bought at so much per cord and, knowing the price offered for shingles and the cost of manufacture, the mill man knows what he can afford to pay for bolts. I well remember the first second cutting we invested in. After purchasing, another manufacturer wanted it and a sale was made, and the buyer met with a disastrous loss because the timber was not what it looked to be. Another time we were running three mills and wanted another. Securing an option on a second cutting, and having two of the best shingle mill men in the State pronounce it a good purchase at \$2,500, we put on a mill at an expense of \$2,000, and in three months' time found we had that much more experience and considerably less money, and moved the mill elsewhere.

To give the reader some idea of what the inland shingle mill trade is, I may



mill man ran away, and then the shingles would have to be paid for a second time or a legal fight be made for them. It was no uncommon thing to see a trainload of shingles shipped out between Saturday night and Monday morning to avoid this increased cost. Of late years there has been very little trouble of this kind, due to the fact that these second cuttings are a thing of the past; as the small boy who was eating an apple replied to the boy who asked him for the core, "Ther' ain't goin' to be no core."

The sawmills of the present day take everything on the land that will make a toothpick, and nothing is left for second cutting. The shingle mills of today cut mostly cedar, and as this is standing timber that can be closely estimated, there is not the risk of loss there was in the second cuttings. Now the pine shingles are largely made from

say that our firm was one of probably a dozen who made shingles a specialty, to say nothing of the numerous small mills who handled their own product. From 1885 to 1893 our firm handled over 1,000 cars per year, 1887 and 1890 being high water mark with 1,361 and 1,313 cars, respectively—October, 1887, being the banner month with 183 cars. In a large wholesale or lake port market these figures would be insignificant, but when every carload was shipped direct from the mill, and practically no shipments were made during the four months of November, December, January and February, it means, to maintain such a trade, the output of twenty-five to thirty mills—the daily cut of the average inland mill being 25 M—located at as many different stations on six different roads. Each mill employing about twenty-five men and two or three teams,

it took for our supply about 750 men and seventy-five teams daily, and figuring 7 M shingles as the average for the small house, for which shingles are mostly used, our shipments in the years mentioned would have furnished a roof for fifty houses every day in the year. In the year 1885 there were 1,080,000,000 shingles cut in Michigan. Figuring an average price of \$2 per M, the value of the shingle output for that year was \$22,000,000.

During the depression commencing in 1893 the shingle business suffered, probably more severely than any other industry, for the manufacturing towns which were the best markets were dead and there was little or no building going on, but since the Dingley law went into effect manufacturing towns are putting up new plants and new buildings and shingle mills that have been shut down for years have started up and large bodies of cedar are being picked up for manufacturing into shingles. There is a good demand for the output at satisfactory prices and the shingle business during the past year has taken on its old-time activity. Michigan shingles have met and vanquished every foe. A few years ago Southern cypress for a while took preference over Michigan shingles, but they had their day; then Pennsylvania hemlock came into our territory, only to be driven out; later Washington red cedar came into the field and for a time secured the trade, but the tide has again turned and Michigan cedars are having the call over all their competitors, asking no favors and fearing no foe. With her large tracts of cedar and jack pine, Michigan will continue in the future, as in the past, to roof a large portion of the world.

C. C. Follmer.

Sold "Doped" Linseed Oil.

Michigan dealers have recently been nonplussed by low quotations on linseed oil—so low in fact, that Michigan jobbers were utterly unable to meet the competition. The following dispatch from Cleveland, dated Aug. 29, explains why the oil could be sold so low:

Wm. A. Harshaw, of 1169 East Madison avenue, President of the Harshaw, Fuller & Goodwin Co., was arrested today on a warrant sworn out by Chief Dairy and Food Inspector Martin Cowen. Harshaw was charged with selling adulterated linseed oil. The case was set for hearing in Justice Bauder's court September 11. The arrest of Harshaw was the result of an investigation which Cowen had been prosecuting in Cleveland for several months past. He has discovered that a great deal of adulterated or doped oil is being produced in Cleveland and is after the perpetrators. It is probable that other arrests will be made.

Referring to this matter, the Paint, Oil and Drug Review, of Chicago, says:

The Executive Council of Iowa has recently been investigating the sale of adulterated linseed oil in that State and finds a considerable part of the oils are adulterated so largely as to be almost worthless for paints. The Council gives out the following list of firms whose oils have been found, on chemical analysis, to be adulterated: The American Linseed Oil Co., of Cleveland; the Holland Oil Co., of Chicago; the Brooks Oil Co., of Cleveland, and the Chicago Linseed Oil Co. Secretary Kennedy, of the State Board of Health, has notified the companies to withdraw their wares from the State under penalty of prosecution.

Specialties are the articles of merchandise that furnish the important profits in business. But a money-making specialty must possess merit and be given extensive advertising.



S. A. MORMAN, PRESIDENT.
 A. B. RICHMOND, VICE PREST. L. T. WILMARTH, SECY & TREAS.
 O. B. WILMARTH, DIRECTOR. J. ELMER PRATT, DIRECTOR.

Grand Rapids Cycle Co.

L. T. WILMARTH, GEN'L MANAGER.
 J. ELMER PRATT, SALES DEPARTMENT.

ESTABLISHED
 1889

PAID IN CAPITAL
 \$ 100,000.00

Grand Rapids, Mich. Aug. 31st, 1899.

MR. BICYCLE DEALER:

Dear Sir—It pleases us, and may interest you to know that we made and sold 30 per cent. more Clipper Bicycles during the '99 season, closing Aug. 1st, than in any other year in the history of our trade. We will continue our past policy and give you better value than you get elsewhere.

You cannot fail to have noticed our extensive advertising in the big magazines, using full pages, at a season of the year when riders were buying from the dealers. You must have had some calls or made some sales on account of this advertising. Our advertising has not added to the cost to you of Clipper Bicycles. It has paid its own way in profits on sales made direct to customers in localities where we have no dealers handling our wheels.

The Clipper Bevel Gear, being the first in the field with successfully cut gears, has made a record for itself, nearly 25 per cent. of our products has been of this class. Another year will find the "imitators" out with the "just as good" chainless at no "greater price" but "better (?) inducements." Some dealers will be obliged to handle worthless chainless. You need not be placed in this boat if you'll give this your thought and attention now, and secure the agency for Clipper Bicycles, chain and chainless, at once. And then open fire on your local trade this Fall. By Spring your competitors won't be within hailing distance of you.

Our line for 1900 will embrace everything "there's any money in handling"—Bevel Gears \$60.00 to \$75.00, Standard Chain Wheels at all prices from \$25.00 to \$60.00. Free running wheels (coaster brakes) as an option on the whole line of chain wheels, (and if we can perfect it in time the chainless also,) Light Racing Model, both chain and chainless, as well as a few bargains in "carried over stock."

With a line like this, a policy like ours and the kind of advertising we do, you cannot "fall down" if you pin your faith to Clipper Bicycles exclusively. The records now being established on bevel gears are proving beyond a doubt that greater speed is possible on the geared bicycle than where a chain is used. These performances on both road and track will convince many a buyer between now and spring that his mount for 1900 must be a bevel geared bicycle, and of all the bevel gears where is there one equal to the Clipper?

During the past year we have fitted at great expense a kind of gear which in itself was a great improvement over any used by our competitors. While we shall continue the use of our special processes we shall also add further to the value by using the Leland & Falconer process, which is now perfected and is creating talk in the mechanical world. This process is a wonder and no mistake.

After all is said and done can you afford to take chances on your competitors securing the Clipper line? Can you do better? Think it over and let us hear from you before our travelers "get the other fellows," as happened in many cases last year. Some makers last year made a bluff with a chainless (?) not the bevel gear kind, but an experiment, and "held" their trade who used this "experiment" as a "chainless killer." It worked all right in many instances, but it won't work next year. Clipper Bevel Gear advertising and several thousand wheels have convinced most riders, and "put others on." The genuine Clipper Bevel Gear will be the only one that'll bring the price. The maker who fooled his trade last year may try it again next. Watch him. He'll stand it.

GRAND RAPIDS CYCLE CO.

J. E. P. '0-1

Advt. and Sales Manager.

HIDES AND WOOL.**Why the Business Has Dwindled to Small Proportions.**

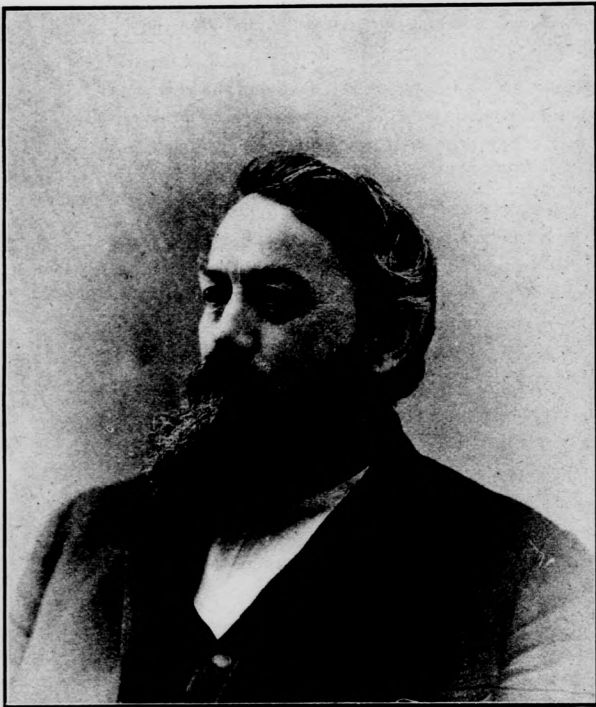
The revolution of the hide trade during the past sixteen years has been marked, as may be inferred from the market reviews I have prepared for the Tradesman during the past sixteen years.

There are a few of the old merchants still in line, who wonder to-day how they ever entered on such a line; but at the beginning, hides were produced from the native stock for home consumers of meat. Cattle were on every hill. The several towns looked around home for their supplies. It was a rough stock, poorly kept, but supplied fresh beef for numerous lumber camps, that could eat all the meat that was brought them. The camp days are past, and the supply is not needed, except as the small towns call; and each inhabitant keeps a chicken coop.

Sheep used to yield their pelts by the thousands, while now they are numbered by the dozens.

This city formerly had its streets blocked by loads of wool, double decked. To-day a fifty-fleece lot is a good one. Again, when loads came to market in abundance, from 3 to 5 cents per pound was the margin we hoped to receive. To-day, from $\frac{1}{2}$ to 1 cent is deemed a good price and no warehouse is obliged to hold the stock.

Years ago the wool business centered in large towns, while now behind each stump you will find a buyer. An old buyer of this city remarked several years ago that "the d—d boys have spoiled this market." The same applies to-day. Mary shears her lamb and pets the fleece at home. There are not enough sheep raised near this city to make the opening of a warehouse for wool profitable. Dogs in this vicinity are as plentiful and are as fond of mutton as ever.



The laborer of to-day does not consume the meat of a lumberman. The supply of small meats is greater and more to their taste. Transportation is quick and cheap and the string butcher is now known only in history.

The centralizing of trade enters into the meat business and consequently calls the fat animal from the farmer's herd and gives him back meat from which he selects the cuts he desires.

The "farmer's hides," as designated by the trade, are gone. In former years hides were brought to market singly and were collected by the hundreds. The hide that comes singly to-day is from a lost cow. The former task of thawing frozen hides is gone and, with it, has gone the local trade, not in the city alone, but in smaller towns as well.

Formerly shipments of hides were made by the carload per week to the tanner. Now a carload or less is shipped per month, as tanners go to the stock yards for their supplies.

This is not true of wild animals, yet it is of their kind; but the trapper of old has gone. In his place has come the boy from the farm who has caught a rat, coon, skunk or mink. The bear, otter, beaver and deer have gone, but the mink, rat and skunk seem to follow civilization. They have lost their former beauty by running in the open fields and in the sunlight, but are as numerous as in former days.

Transportation is a large factor in the marketing of hides in the West, as the merchant in New York City vies with the home buyer and inducements are offered to ship direct, but \$1,000 lots have dwindled to \$10. Such is the revolution that, fashioned with time, obliterates and changes the trade.

Wm. T. Hess.

It is no trouble at all to sell goods that the public wants, but it requires genius to coax people to buy unsalable merchandise.

Epps'
Cocoa

Epps'
Cocoa

GRATEFUL COMFORTING

Distinguished Everywhere

for

Delicacy of Flavor,

Superior Quality

and

Nutritive Properties.

Specially Grateful and

Comforting to the

Nervous and Dyspeptic.

Sold in Half-Pound Tins Only.

Prepared by

JAMES EPPS & CO., Ltd.,

Homœopathic Chemists, London,

England.

BREAKFAST

SUPPER

Epps'
Cocoa

Epps'
Cocoa

MICA AXLE GREASE

has become known on account of its good qualities. Merchants handle Mica because their customers want the best axle grease they can get for their money. Mica is the best because it is made especially to reduce friction, and friction is the greatest destroyer of axles and axle boxes. It is becoming a common saying that "Only one-half as much Mica is required for satisfactory lubrication as of any other axle grease," so that Mica is not only the best axle grease on the market but the most economical as well. Ask your dealer to show you Mica in the new white and blue tin packages.

ILLUMINATING AND LUBRICATING OILS

**WATER WHITE HEADLIGHT OIL IS THE
STANDARD THE WORLD OVER**

HIGHEST PRICE PAID FOR EMPTY CARBON AND GASOLINE BARRELS

STANDARD OIL CO.



PIANOS AND ORGANS. FINE NEW CASE DESIGNS.
NEW STOCK JUST IN SEVERAL MAKES TO SELECT FROM.
CASH OR EASY PAYMENTS.

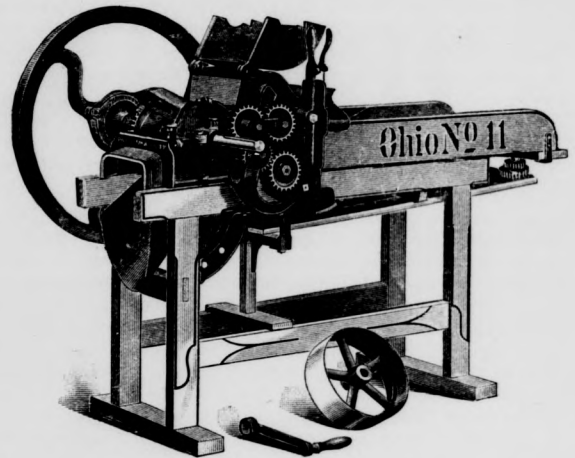
C. B. DETRICK,

47 & 49 Monroe St.

Phone 1050.

Grand Rapids.

The "Ohio" Pony Cutter



This Cutter is for hand use only, and is a strong light-running machine. It is adapted to cutting hay, straw and corn fodder, and is suitable for parties keeping from one to four or five animals. There is only one size, and is made so it can be **knocked down** and packed for shipment, thus securing lower freight rate; has 11 1/4 inch knife, and by very simple changes makes four lengths of cut. This is only one of the OHIO family of Feed and Ensilage Cutters and Shredders. A good agent wanted in every locality in Michigan where we are not represented. Write to-day for complete Catalogue and prices to dealers. We are also Headquarters for Corn Shellers—Feed Cookers—Engines—Boilers—Saw Mills, &c.

ADAMS & HART,

Selling Agents "OHIO"
Cutters and Shredders,

Grand Rapids, Mich.

Ionia Pottery Co.,

Manufacturers of

Plain and fancy Flower Pots,
Special Jardiniere Pots,
Lawn and Hanging Vases.



To the Retail Merchants:

We would call especial attention to several facts: First, that we are an old Established Michigan concern. Second, that we make an excellent Flower Pot.

Third, that we are centrally located on two main lines of railroad, and can furnish you good goods in less time and at lower freight rate than any other factory in the Country. We respectfully solicit a trial order. Please write for catalogue.

IONIA POTTERY CO., Ionia, Mich.

Rempis & Gallmeyer Foundry Co.

MANUFACTURERS OF ALL KINDS OF

Iron, Brass and Aluminum Castings

60 and 68 NORTH FRONT ST.

GRAND RAPIDS, MICH.

MANUFACTURERS OF

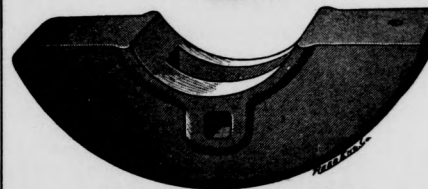
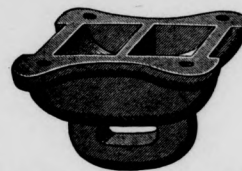
The Rempis'

PATENT

Oscillating
Sleigh
Knees



"Standard"



The "Lumberman" Detached

The "Standard" has been in use ten winters and has given good satisfaction to the sleighmakers. It has found a ready sale in various parts of the country and the call for it will be increased wherever sleighs are in use.

Our "Lumberman" knee is designed and adapted for extra heavy logging service, and makes the stoutest sleigh for woods work. The knee has a square socket which fits between two blocks and rests on both the runner and blocks. The blocks are 5 1/2 inches apart and 3/4 inches wide, any desired length. Four inches from top of runner to bottom of knee.

SALES AGENTS

Baldwin, Tutbill & Bolton, Grand Rapids, Mich. Edwards & Chamberlain Hardware Co., Kalamazoo, S. D. Kimbark, Chicago, Ill. Suellohn & Seefeld, Milwaukee, Wis. [Mich. Morley Bros., East Saginaw, Mich. Nicols & Dean, St. Paul, Minn. Belknap Wagon Co., Grand Rapids, Mich. Limbach, Sons & Co., Detroit, Mich.

COMMERCIAL TRAVELERS.**They Must Be Progressive, Tactful and Honest.**

The commercial traveler of the future will occupy a position and wield an influence in the commercial world, perhaps, second to none; and, if this be true he should possess certain natural endowments and equipment necessary to the complete make-up of a successful salesman.

Let us consider what some of these essential requirements are: First, and above all, the successful salesman must be an honest man; he must be a hard-working, industrious man, and he must be a man possessing a high order of intelligence, so that he may easily divine between right and wrong, and, being thus enabled to perceive his duty, he will, with becoming force and courage, pursue it with diligence. Such a man, with such endowments and such preparation, pursues his calling from high, honest principles, upon a broad plane of honesty strictly adhered to, and ever keeping in mind the Golden Rule, he can not fail to achieve permanent success and happiness in the pursuit of his business calling.

Sufficient care and pains have not been taken, as a rule, in this country in the selection of the proper kind of material from which to make good commercial travelers, and proper attention has not been given to educate them up to the correct realization of their part taken in relation to the houses with which they are connected. In Great Britain and other European countries, commercial travelers are selected only from good families; they are men of high intelligence and, of necessity, receive a good business training. They are gentlemen of good presence and refinement of character, thoroughly educated in and master of the science of their profession; while in this country I regret that observation has led me to the belief that American merchants, when engaging commercial travelers, to a very large degree overlook, ignore, or consider of but little moment these qualities to which reference has been made and which, in my estimation, are of vast importance.

I have said that the commercial traveler should have a well-trained mind and a strong personality to support him in the discharge of his duties away from home, deprived of the benefit of consultation and advice, and when forced to decide at once for himself, from a logical standpoint, questions of importance. The buyers of any of our large houses have the advantage of consultation, and the credit men of our various concerns are in possession of the same blessing, but the traveling man, in most cases, must decide the most intricate matters promptly and entirely according to his own judgment, without the assistance or advice of anyone; hence the necessity of natural ability, good training and sound judgment. The commercial traveler should, also, be a thorough statistician, so that when asked for an opinion on the future of any great staple or article of merchandise that comes within his line he might answer promptly. For instance, should he be asked his opinion on the future of the sugar market, he ought to be able to reply with promptness, giving the estimated crop of the current year contrasted or compared with that of the previous and former years, and, taking these and other surrounding conditions into consideration, satisfy his customer of his thorough familiarity with this and other important

subjects of like nature from a most intelligent standpoint. Such a man will inspire in the minds of his trade that confidence and respect for his intelligence which are so desirable, if not absolutely necessary, to success; and, while I would have the commercial traveler repose every confidence in the instructions of his house relative to the cost of goods and the value of same, yet I submit that if he wants and expects to rise to eminence, and be a star in his profession, he must in this, as in any other walk in life, be a well-read, well-posted and self-made man.

I trust you will not imagine that I am setting up an ideal salesman of such high stature that the realization would be impossible. I believe not. For many years I occupied the role and filled the capacity of the commercial traveler, and if there is one man in the commercial world who, more than another, is en-



titled to special consideration, it is he; for, in my opinion, of all the professions and trades, in that of the commercial traveler may be found the keenest wits, the brightest genius, the brainiest men, the most generous, the most devout, the most faithful and the most charitable; but, as all things in nature are changing, so would I see the commercial traveler day by day grow better. I would have for his motto, Excelsior, ever reaching toward that perfection which is, perhaps, only attained by a life of earnest struggle and fidelity in building up and cementing the common brotherhood of man. Samuel M. Lemon.

Just What They Were.

A bicycling party was pursuing its leisurely way along a delightful country road the other day, when they came to a particularly well-kept kitchen garden. A patch of most interesting growing things ran beside the fence for a distance of forty feet. There were innumerable stalks bearing aloft globes of twenty different exquisite shades of grayish green and grayish purple which were so striking that the party dismounted with one accord.

"How decorative!" said one of the men.

"What lovely color!" said one of the girls.

"They would do to paint," said the artist.

"Won't you please tell us what those beautiful things are?" asked the girl.

The gardener glanced around in amazement, and then simply said, "Which?"

"Why, these things growing along the fence here. I never saw anything like them."

A pitying smile spread slowly over the gardener's features.

"Them?" he answered with a chuckle, "them's onions gone to seed."

REAL ESTATE.**Manifest Advantages Possessed by Grand Rapids.**

Grand Rapids, originally settled from its desirable location on the Grand River as soon as the magnificent lumber interests of Western Michigan began to be developed, was at once the center of an industry which brought the city prominently before the country and gave it a start in that line of manufacturing which has since been extended until, to-day, it stands pre-eminently as the greatest wood-working manufacturing city of its size in the world.

As an inland town it seems, as we look at neighboring cities apparently so much more desirably located for manufacturing on account of competition in transportation, as if not man alone could claim our city's marvelous growth as the result of his efforts, but as if an all-powerful hand had guided the minds of our early citizens to plan for a future which must be far beyond what they could have dreamed.

Sixteen years ago Grand Rapids, while the largest city in Western Michigan, was little more than an overgrown village; but it had just started on that era of improvement which has since been carried on from year to year until it has gained, as it deserves, the reputation of being one of the most beautiful cities in our land.

In sixteen years Grand Rapids has grown from a city of 50,000 to a city of 100,000. In sixteen years we have seen one of the most perfect electric railway systems of the country supersede our old horse car line. We have seen our sometimes worse than corduroy roads replaced by boulevards and driveways—a paradise for horse and wheelman. Mile after mile of the most approved pavement for business and residence streets has given us a truly metropolitan air. We have seen started and carried to execution a system of parks more beautiful than any other city can boast. We have seen palatial residences built by our successful men, like the editor of the Tradesman, rise from the ruins of the homes of the generations that are past. We have seen magnificent office buildings rear their heads high above their older neighboring buildings and, thronged with busy men of every profession, add new lustre to the fame of our city. The stranger of sixteen years ago, walking through the business center of our town and going over the same territory to-day, would see changes almost beyond belief. Sixteen years have seen Ionia street change from one of the city's byways to one of its busiest marts; and built up as it is by the Clark, Smith, Blodgett, Fox, Barnhart, Rindge and Pythian Temple buildings, it certainly stands a monument to the growth of our city and to the success of our business men. Sixteen years ago at the corner of Pearl and Ottawa streets was a small mountain of clay crowned by some of the older settlers' homes. To-day there are buildings like the Michigan Trust Company and the Furniture Exposition, comparing favorably with like buildings in the largest cities in our land. Sixteen years have seen Grand Rapids supplied with hotels, the equal in size and appointments of cities much larger. We have seen manufacturing enterprises start and, by slow but steady growth, gradually gain the world for a market, carrying the name and fame of our city with their wares. In sixteen years we have seen public buildings, unexcelled for beauty of architec-

ture and unrivalled for completeness of equipment, tower to the skies.

In the sixteen years that are just past we have also had with us—and I think some of the forementioned evidences of our growth have been aided by them—the real estate agent, who has gone into the country and taken a farm and, setting stakes over it, not very far apart, has persuaded you and your friends into the honest belief that the only sure way to get rich was to buy real estate; in fact, the history of Grand Rapids for the sixteen years that are past, like the history of the Tradesman, has been one of success, both hardly striven for and both well earned.

Now, as to the future. I know full well from talks with the editor of the Tradesman that in the sixteen years that are to come he looks forward to greater fields for his paper as well as for new subscribers; that he intends to have a glass palace erected (for which I have just the corner lot to sell him), and that he will bend every effort to maintain and increase the prestige he has so well gained by editing the best trade paper in the country!

Grand Rapids is also looking forward to an era of greater growth and improvement in the years to come. During the financial troubles through which the country has just passed Grand Rapids real estate, like many other forms of wealth, was greatly depreciated in value; but now that we are entering on our new era of prosperity, it would take but a short drive through our city to show that Grand Rapids is also experiencing a new prosperity and one that bids fair to be a lasting one. New factories, residences and business blocks are going up in a way fairly amazing to the croaker, who tells us that Grand Rapids real estate will never have the value it once had. Our visiting stranger will soon be greeted on his arrival in our city by the new railway depot which has been built every year during the past sixteen, but which now seems to be an assured fact. Projected suburban railways will bring thousands of our neighbors to our city as customers and will add many new home-seekers to our town. Diversified manufactories, as exemplified in beet sugar factories and iron works, will help maintain the "steady growth" of which we have always been so proud; and last, but not least, when by our citizens helping Uncle Sam we succeed in making our Grand River a highway to the oceans, we may well expect that grand success which can come to our city when the census says, "Grand Rapids, 200,000." Wm. H. Gilbert.

Profit in Discounted Bills.

Now that business is more active and the circulation of money more general and widespread, it behooves the retail merchant to use every effort in the direction of discounting his own bills. He makes a profit by the operation, even if he borrows funds at a lower rate of interest than is determined by the discount. Then, too, he establishes a reputation for promptness and business sagacity which may some time be of material benefit, besides having the additional satisfaction of knowing that his bills payable account will not stare him in the face every time he goes through his ledger.

The dumping of New York City refuse inside of the prescribed limits is said to be destroying the New Jersey sea-coast. The beaches are reported to be depositories for decayed vegetables and all manner of offensive garbage, which not only robs sea-bathing of its pleasure, but is a serious menace to the health of visitors and residents.

Our Manager Cigar

Best Five Cent Brand on the Market.



H. B. FAIRCHILD, General Manager Hazeltine & Perkins Drug Co.

Buy a Seller

Sell a Winner

Win a Buyer

Sold only by

Hazeltine & Perkins Drug Co., Grand Rapids

BICYCLE TRADE.**Some Ups and Downs the Business Has Sustained.**

Sixteen years ago the bicycle cut very little figure in the manufacturing or retail trade of the country. At that time it was a target for the ridicule of the public and press. A man who rode a bicycle in those days was considered, by a large majority of people, as a probable candidate for an insane asylum. A woman's wheel was not thought of. In those days we who had the nerve to mount a 56 inch ordinary (high wheel) and take our chances on escaping injury from headers, as well as run the gauntlet of ridicule, were largely responsible for the success of the bicycle, both from a practical and commercial standpoint.

Sixteen years ago we had three American makers—Pope, Gormully and Overman. The latter made tricycles. We also had two importers—Cunningham, of Boston, and Clarke, of Baltimore. The total sales of the entire outfit were probably less than 1,000 wheels. Prices ranged from \$135 to \$150, according to size and finish. Dealers—there were none, or at least not more than a dozen in the whole United States. The maker sold his bicycles mostly through what is now termed the curbstome agent; in other words, rider agents—young men who clerked in stores, banks, etc. He charged for everything. Even catalogues were billed to the agent at one cent each. No discount was allowed for cash and but little for trade, and an order was not accepted until 25 per cent. of the price had been advanced. Even under these conditions, makers found much difficulty in making a profit. Such were the bicycle trade conditions fifteen or sixteen years ago and such they remained until the safety made its first appearance along in 1887. Then a demand from the legitimate dealer began to show itself in certain localities. With the entre of the dealer and the jobber into the field, the changes made and the progress of the trade and maker became so rapid that years seem but months. Prices were advanced from \$135 to \$150 just as soon as the pneumatic came, which was in 1889, and in 1892, a solid tired jigger was worth but little except for old junk or to sell to a farmer who had been waiting for the price to come down. By 1893, the pneumatic had become practical and no other tire could be sold. Wheels were in such demand as to push the twenty-seven or twenty-eight makers then in existence to the fullest capacity of their factories. We have no means of knowing just what that was, but probably a quarter of a million bicycles would, at that time, cover the American product.

It was during that time that many makers lost their heads. They made too many bicycles or, rather, made them too late in the season. The profits, large as they seemed, were not great enough to cover the losses on carried over stock and several went to the wall. A reaction in making and selling was the result. The retail trade was cautious, jobbers held off and makers went into 1894 with large stocks in their warehouses—and their hearts and fortunes in their hands. Prices went down from \$25 to \$50 per wheel, but, contrary to all expectations, the buying of 1894 was so brisk and the demand so keen and active that makers found themselves unable to fill half their orders or half fill the orders they did ship. Owing to the increased sales and a complete clean up, nearly everybody made money and that, too, on

prices which most of us thought would ruin more than half the makers.

Capital got interested and factories began to spring up like mushrooms in a hot bed, changes were rapid, prices began to drop. Notwithstanding all this, it was the harvest of the pioneers who had large capacities, fine facilities and an established trade, with reputations secured largely by a liberal expenditure in advertising in trade papers. Right here let me say that good trade papers and the aid they gave the maker at this particular time—1889 to 1895—had much to do with the reputations and successes of the better class of bicycle producers. The newspapers were howling for lower prices, and what they said editorially helped to ruin more than one new maker who couldn't make both ends meet, even although prices were too high and by liberal treatment of his customers.

of the successful makers are those who have advertised liberally and well, while with one exception—the Overman (Victor) Wheel Co.—every concern that failed advertised but little, if any. They used no trade papers, no newspapers, no magazines. They saved the advertising accounts and sold wheels cheaper—so much cheaper that both ends didn't meet, and failure was the inevitable result.

No trust or combination of makers can successfully market an article without salesmen or advertising, or both. There is no article of commerce sold through salesmen or dealers, the sales of which can not be increased by judicious advertising. It was judicious advertising for the first ten years of bicycle making that prevented the few factories making them from going into the hands of the sheriff or of a receiver. It was judicious

higher than for the last season or two, and the increase in cost to make high grades will, if not advance them, stiffen them, and an effort to get this year's prices will be the rule among the better classes of makers.

The so-called trust, if formed—which it is not at present writing—will have no effect on the market for 1900. Not before the material buying for 1901—about June 1, 1900—can the combine begin to enter into the question of manufacture even, and not before Oct 1, 1900, can it have any influence on the selling or commercial end of the industry. If this outfit exercises the proper business tact and care, the organization can be made to benefit the rider, dealer and maker as well as the seller of publicity. Personally, I believe the right men and right methods will be chosen to rule the destinies of the new organization, which means a new era in the bicycle business.

My advice to all dealers is to select for a leader a bicycle with a local or national advertised reputation and let the people know you have it by means of your local paper. Never run the same advertisement twice, as to do so places you in much the same position as an editor who publishes his same news or editorial in successive issues. He would soon lose all his readers, and so will you if you do not change copy as often as the paper is published.

Back up the national advertising of the maker you represent by confirming, over your name, what he says, if he speaks the truth; if he does not, do not represent him, and I will guarantee you that the bicycle will live long and prosper, as Rip VanWinkle says.

J. Elmer Pratt.

Cause for Tears.

"O, Harold! do you love me?" implored the bride of a month.

"Well," said he, between kisses, "what do you infer from this operation?"

"But, Harold, do you really and truly love me?" she demanded, eager to hear again from his lips what she had heard many times before.

"Yes, darling, I love you dearly, devotedly, unceasingly, constantly, excessively, amazingly and any other adverbs you happen to think of."

"You are making fun of me, Harold, and you ought not to do that," pouted the bride.

"No, love," protested Harold, as he squeezed her and kissed her again. "I was merely trying to convince you that I do really and truly love you dearly, and dearly."

"Then you do love me, Harold?"

"Yes, darling."

"Are you sure, Harold?"

"Quite certain, my precious."

"Oh, I'm so happy!" she said, with a little sigh of contentment. Then she asked:

"Do you love me as much as you did this morning, Harold?"

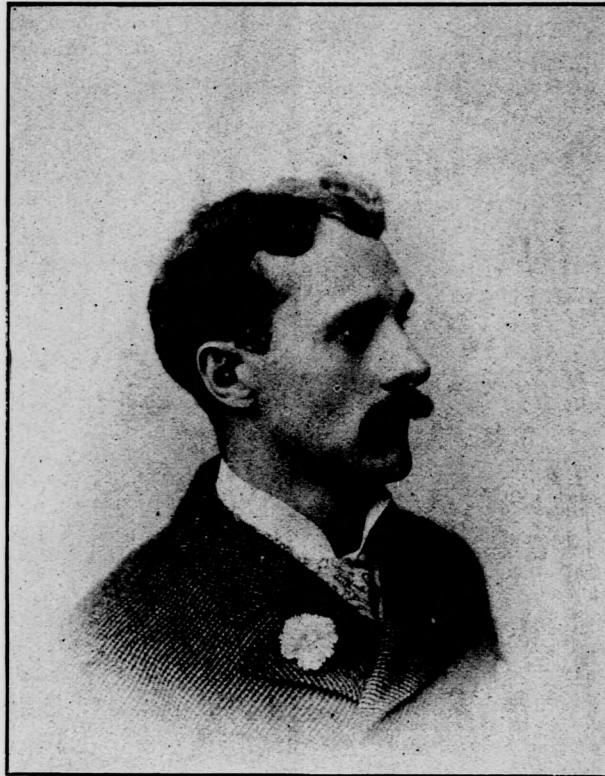
"I love you twice as much, my charmer," asserted Harold, thinking to make her very happy; but how little do men know about women! His bride looked at him sorrowfully, and demanded:

"O, Harold! why, why did you love me less this morning than you do now?"

And she burst into tears.

How to Start in Life.

Chauncey M. Depew is a philosopher as well as a wit. Nothing can be better than his definition of the material ambitions with which a young man should begin his career. Writing on young men in politics Mr. Depew says: Every young man should start out in life with three definite objects: First, to earn an honest living; second, to secure an income large and permanent enough to support a family; and third, to lay up something for old age and the care of the helpless ones whom he may leave behind when he dies.



In two or three years men made millions who had made only a few thousands in the ten or fifteen years previous.

Then came the crash of 1898, during which time prices fell to a point where no maker could find a profit with a microscope. At this time we had over 500 legitimate bicycle makers with a combined output of over one and a quarter million wheels. To-day, at the close of 1899, we have less than sixty solvent or financially responsible makers. The combined output is less than a million bicycles. The consumption is about the same, possibly some less. We make five times as many bicycles now as we did ten years ago at one-tenth of the profit. No industry of which I know has witnessed such rapid and kaleidoscopic changes or has made and lost so much in the brief space of less than a decade.

It is a noticeable fact that 99 per cent.

trade paper advertising that secured for the Columbia, the Clipper, the Rambler and others a line of dealers who aided these makers in marketing their products at no loss during the bicycle panic, and when the crash in prices came, they could command enough more for their bicycles to let them out whole, instead of losing money, as did those who had saved their advertising accounts at the expense of their business.

Unless the trade take to the chainless, which has proven itself a success, and drive the chain wheel to join the ordinary, and prices on this type of bicycle remain where they are—\$60 to \$75—the price of most chain bicycles must be advanced or the makers remaining in the business won't remain long.

The rapid and sharp advances in bicycle materials, from tires to tubes, will undoubtedly make prices of the cheaper and lower grades of assemblers, products

WORLD'S BEST 5 CENT CIGAR



SOLD BY THE FOLLOWING JOBBERS

MICHIGAN

B. J. Reynolds, Grand Rapids.
 Olney & Judson Grocer Co., Grand Rapids.
 Hazeltine & Perkins Drug Co., Grand Rapids.
 Rice & Matheson, Grand Rapids.
 Ball-Barnhart-Putman Co., Grand Rapids.
 Worden Grocer Co., Grand Rapids.
 Putnam Candy Co., Grand Rapids.
 A. E. Brooks & Co., Grand Rapids.
 Musselman Grocer Co., Grand Rapids.
 Lemon & Wheeler Co., Grand Rapids.
 Clark-Jewell-Wells Co., Grand Rapids.
 H. Schneider & Co., Grand Rapids.
 Moreland Bros & Crane, Adrian.
 Godsmark, Durand & Co., Battle Creek.
 Gustin, Cook & Buckley, Bay City.
 Ed. M. Liebleine, Hancock.
 Ed. M. Liebleine, Calumet.
 Jno T. Woodhouse & Co., Detroit
 A. N. Smith, Harbor Springs.
 W. R. Cutler, Ionia.
 Howard & Solon, Jackson.
 Jackson Grocery Co., Jackson.
 Hanselman Candy Co., Kalamazoo
 B. Desenberg & Co., Kalamazoo.
 Fred Brundage, Muskegon.
 Geo. Hume & Co., Muskegon.
 The Hannah & Lay Merc. Co., Traverse City.
 Snyder & Thayer, Muskegon.

The A. H. Lyman Co., Manistee.
 Walsh, Tanner & Daily, West Bay City.
 L. M. Spencer, Marquette.
 Fred Buth, Menominee.
 Penberthy, Cook & Co., Menominee.
 Otto Supe & Co., Sault Ste Marie.
 Mitts Bros., Saginaw.
 Smart & Fox Co., Saginaw.
 Burkhard Bros., St. Joseph.
 Petoskey Cigar Co., Petoskey.

OHIO

The J. M. Sealts Co., Lima.
 R. A. Bartley, Toledo.
 C. W. Starr, Toledo.
 O. J. Comer, Van Wert.
 The Tracey & Avery Co., Mansfield.

INDIANA

G. E. Bursley & Co., Ft. Wayne.
 A. H. Perfect & Co., Ft. Wayne.
 Albert Krull, Indianapolis.
 The Spencer & Hogin Co., Marion.
 Bridge City Candy Co., Logansport.

ILLINOIS

New York Store Mercantile Co., Cairo.

WISCONSIN

C. N. Cramer & Co., Ashland.
 Eau Claire Grocer Co., Eau Claire.
 Joannes Bros. Co., Green Bay.
 Plumb & Nelson Co., Manitowoc.
 Jerman, Pflueger & Kuehmsied Co., Milwaukee.
 Kickbush & Sons, Wausau.
 LaCrosse Cracker & Candy Co., LaCrosse.
 M. Kratchwil, LaCrosse.

Twohy Mercantile Co., West Superior.

MINNESOTA

Finch-Smith Co., Crookston.
 Ray Mercantile Co., Crookston
 Lillibridge-Bremner Factory, Minneapolis.
 Jos. P. Whitwell, St. Paul.
 Byron I. Mosier, Stillwater.
 C. A. Everhart & Co., Fargo.

NORTH DAKOTA

S. J. Vidger & Co., Fargo.
 Nash Bros., Grand Forks
 Leach & Gamble, Wahpeton.
 J. H. Allen & Co., St. Paul.

MONTANA

Millis & Co., Billings.
 A. F. Bray, Butte.
 Benepe-Owenhouse Co., Bozeman.

TEXAS

Carter-Battle Grocery Co., Ft. Worth.
 Borchard, Brasher & Co., Houston.
 G. A. Duerler Manufacturing Co., San Antonio.
 Hazard & McConville, Sherman.
 B. H. Allen, Waco.

COLORADO

Powers Cigar Co., Denver.

ARKANSAS

The Sandefur-Julian Co., Little Rock.

NEBRASKA

Voegele & Dinning, Omaha.
 Trimble, Blackman & Alexander, Hastings.

NORTH CAROLINA

H. G. Link, Charlotte.

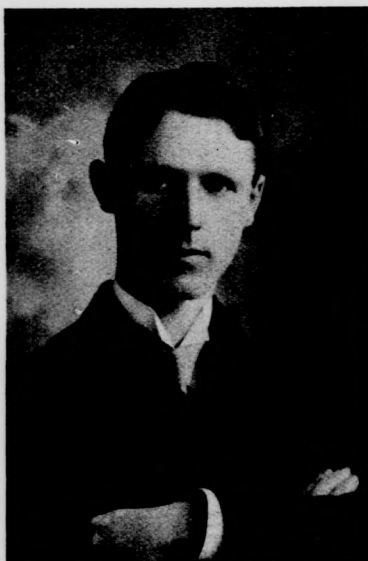
MANUFACTURED ONLY BY

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

LIME TRADE.

Introduction of Perpetual Kilns and Other Improvements.

As simple as is the process of making lime, I find that comparatively few people understand it. In early times lime was made by simply burning wood around a small pile of limestone and keeping up the heat until the stone was sufficiently burned to slack readily—and, by the way, that is all there really is to the process, although methods differ. Later, better results were obtained by building what were called "pot kilns." These were usually built in a side hill of stone and lined with brick. They were five or six feet in diameter inside and perhaps twelve or fourteen feet high. A fire hole or door was placed in front at the bottom, and in filling the kiln with stone the latter was so piled as to form an arch opposite this hole. When the kiln was completely filled with stone, fire was applied in the arch. It required about sixty hours of constant heat to convert the contents of the kiln into lime. Then the fire was allowed to go out and when sufficiently cooled the



lime was taken out and marketed. Then the kiln was again filled and burned as before. A kiln usually held about 100 barrels and averaged two burnings per week.

At present, nearly all lime in this country is burned in perpetual kilns, which are much larger than the pot kilns and produce much more lime. In addition to the greater quantity the lime is much more uniformly burned.

The perpetual kilns are built either round or square and are usually from six to nine feet in diameter and from thirty to sixty feet high. Some are built of boiler iron and lined with fire brick. Others are built of stone and also lined with fire brick. They are open at the top. At the bottom the walls are thick. Arches are built in on opposite sides to receive the fuel.

After the kiln is filled with stone from the top, fire is started in the arches which open into the kiln, the draft carrying the heat and smoke through the crevices in the stone and gradually converting it into lime. The smoke passes out at the top. When the stone in front of the arches becomes lime it is drawn out through openings in the bottom of the kiln, thus allowing the stone above to feed down and receive the heat. These drains are made at regular intervals, ranging from three to eight

hours apart according to the theories of different operators. The firing and drawing are continuous, day and night, fresh stone being placed in the kilns at the top each day. Simply burning stone is all there is to making lime.

These kilns make all the way from eighty to 125 barrels of lime per day, depending upon their size and the amount of fuel used. After drawing the lime from the kilns it is placed on brick floors to cool and is then ready for use. Here in Northern Michigan we pack nearly all of our product in barrels of 200 pounds each. In Ohio, Indiana and Wisconsin not more than 35 per cent. is so packed, the balance being shipped in bulk, that is, loaded loose in the cars. The demand for lime in bulk is increasing rapidly, and will continue to do so as cooerage is costing more each year, thus forcing the lime burners to make a greater charge for barrels.

Many dealers are building storehouses especially for bulk lime. To keep well it must be put in a cool and dry place and away from the air as much as possible. A piece of fresh lime would preserve its form almost indefinitely if sealed up tightly and kept cool, while the same piece would completely air-slack in twenty-four hours if laid out in the open air during warm weather. For this reason there is some chance for loss in handling bulk lime.

Formerly only wood was used for burning lime, but now coal, coke, crude oil and natural and artificial gas are also extensively used. It is an acknowledged fact, however, that no fuel makes quite so satisfactory lime as hard wood.

The method of burning has but little to do with the quality of lime. Very much more depends upon the stone. Limestone is found more or less extensively in nearly every state in the Union. It varies greatly both in appearance and in chemical composition. Odd as it may seem, stone containing too much pure lime is as unsatisfactory for building purposes as that containing too much magnesia and other impurities. I know of lime on the market the analysis of which shows that it contains less than 50 per cent. of pure lime, while other brands run all the way up to 96 per cent. The brands most in demand run from 80 to 90 per cent.

Very few people know that immense quantities of lime and limestone are used for other than building purposes. Each of the large sugar factories now being built in this State will consume 100 or more large carloads per season. Nearly all paper mills buy lime by the carload direct from the kilns, as do tanneries and the manufactories of glass, soda, soap, axle grease, wood alcohol, calcium carbide, wire and many other articles.

Michigan's supply of lime comes from Ohio, Indiana and Wisconsin in addition to that produced in the State. More Ohio lime is used than any other kind, except that made at Bay Shore and Petoskey, which is rapidly supplanting all other brands by reason of its purity and strength. E. M. SLV.

Farmers around Armour, S. D., are still complaining of the scarcity of help. It is a poor hand who can not get \$2 a day in that section. In the vicinity of Bowdle farmers found it difficult to get the necessary help to take care of the crops. The wages paid are the highest that have been offered for several years. At Pierre the city authorities are unable to secure men to assist in putting in new water mains or to cut the weeds along the sidewalks.

W. R. BRICE ESTABLISHED 1852 C. M. DRAKE

W. R. BRICE & CO.

Produce
Commission
Merchants

Butter, Eggs, Poultry

23 South Water Street,
Philadelphia, Pa.

Watch us grow.

Well do we remember forty-eight years ago when we started in business in this same old store which we have occupied ever since. Our sales the first year were twelve thousand seven hundred dollars (\$12,700), and we thought we were doing a heavy business. Year by year we have been growing, and the year 1899 is high water in our existence. Our sales of Butter, Eggs and Poultry will reach over the million dollar mark. We have built up this large business by fair, square business methods, quick sales and prompt returns at full market value.

We make a specialty of Michigan, Ohio and Indiana goods, and can give you a satisfactory outlet for your shipments at all times whether large or small. We have the outlet, experience, and together with being thoroughly reliable financially, we solicit your shipments of Butter, Eggs and Poultry, which will be handled in a business manner by a business house.

Help us grow by consigning us.

References:

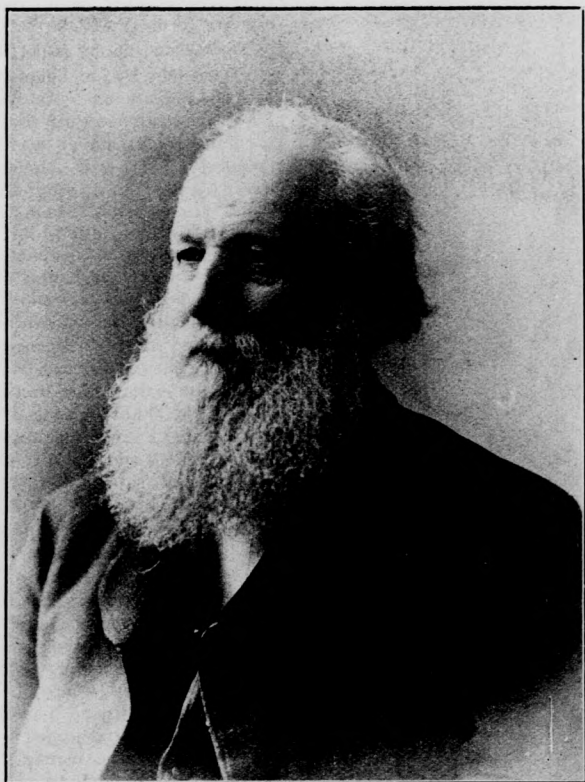
Corn Exchange National Bank, Philadelphia.
W. D. Hayes, Cashier Hastings National Bank, Hastings, Mich.
Fourth National Bank, Grand Rapids, Mich.
D. C. Oakes, Banker, Coopersville, Mich.
E. A. Stowe, Michigan Tradesman.

THE DAILY PRESS.

Changes Which Sixteen Years Have Wrought.

Now that the Michigan Tradesman is sixteen years old, I am tempted to jot down a few thoughts—scarcely thoughts, but words—reminiscent of the daily press of Grand Rapids since 1882. Yet I am but poorly qualified for such a talk, inasmuch as I left the active work of editorship on the Daily Eagle nearly twelve years ago and for the past seven years or more have resided on a farm forty miles distant from the Valley City. But it may be said, and is true as a fact, that in no department of business has there been greater or more rapid development during that sixteen years than in the printing and circulation of the daily papers. It is positively wonderful and almost bewildering. My mind wanders back through forty years

was starting on a new and hazardous experiment; but it has proven one in which his expectations and wildest hopes are more than realized, while, on the other hand, as remarkable also has been the booming of the daily press. Some of the changes were unforeseen, and disastrous, mayhap, to managers and aids. The old Eagle went the way of an enfeebled and wornout life. The Herald's stalwart and remarkable growth has come in the later period, and that of the Evening Press also, while the Democrat claims a circulation beyond all former precedent in its career. Indeed, the daily paper, from the estate of being a sparingly-used luxury has become such a staple and necessary part of the family supply that its patrons and customers number thousands where there were but hundreds when the Tradesman was established. And to the daily



and more, and the early career of the daily press seems much the more prominent to me, but its history would be like an old and familiar story.

Prior to 1880, or thereabout, progress seemed slow and monotonous. Since then the age of the printer's art seems to have almost vanished like a night's vision—it is no longer an art, but a driving trade, pushed by steam and electricity. The work is almost automatic and the type run from the molten metal by machinery to-day is recast for to-morrow by the same power and process. It is one man doing the work of four, or, rather, guiding the machine, while engravings, likewise pictures of all sorts, are produced and printed with marvelous facility and rapidity.

When the present editor of the Tradesman stepped out from the reporters' staff of the Daily Eagle, it seemed to me like bidding good-bye to a dear friend who

press, more than to any other single agency, doubtless, is Grand Rapids indebted for its marvelous growth. While other newspapers have builded specialties in business, the daily press has the wide field of a steady and strong push, and a push altogether, in all departments of social and moral and literary and business life. And that field they are cultivating well. This is no place for invidious comparisons; the work goes nobly on, with a tireless energy no less marked than is the rapid progress of the times in which we live. And its editors are "instant in season and out of season" as the preachers and teachers. Let us hope that religiously and morally, as well as politically and socially, they may never backslide.

Albert Baxter.

Life is full of trials—and the lawyers are glad of it.

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Glassware Novelties

are now ready

If you are interested in these lines write us quickly so that we may advise our traveler in your section to see you.

We carry a full line of Foreign and Domestic Crockery, Table and Fancy Glassware, Fancy China and House Furnishing Goods, and make a specialty of 5, 10 and 25c bargain retailers.

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Kinney & Levan

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Cleveland, Ohio.

FIRE INSURANCE.**Present Status of the Business in This State.**

A thorough canvass of the situation, insurance-wise, to-day will show that a profit out of insurance business is almost impossible this year or for a few years to come, unless there is more cooperation among the companies and an advance in rates. While there was a small profit in 1898, as we obtained fair rates in 1897, there can be no profit in 1899, because rates are lower than those of any other year and expenses are higher. The loss ratio up to July 1, 1899, as compared with the same period in 1898 is over ten million dollars greater.

The legislatures in the various states for the past few years have taken up the question of insurance and have passed many antagonistic bills which work to the disadvantage of the companies and the insuring public. The business of insurance has been revolutionized in the past ten years. Companies that formerly wrote but moderate lines on individual risks to-day will carry ten times the amount and, by a system of re-insurance, reduce their liability, thus shutting off many companies from getting a line direct on the risk.

The usual practice is for an owner to estimate the value of the property to be insured and take out a policy for the amount or such other less sum as may, in his judgment, be sufficient. How many agents in granting insurance carefully estimate the value of the property and decline to place any sum on the risk beyond say, 75 or 80 per cent. of its value? How many agents ask to look at the last inventory of a stock of merchandise or even ask if one was taken? I would not insure a man who, at least once a year did not only take but preserve an inventory in some safe place and also keep an intelligible merchandise account, subject to my inspection at my pleasure, as long as my policy was in force. Over valuations usually indicate fraud, aimed either at the insurance company or the credit man. Companies should realize, as against a little extra premium, that the interest of the insured in the preservation of his property, on account of the value left to his own risk, is a wonderful safeguard from loss. From these generalities I have allowed myself to believe that a fire insurance agent has a moral and a fiduciary responsibility that he does not always fully recognize and obey.

We often hear the complaint that rates of insurance in the East are much lower than in the West. A study of what is being done in Massachusetts to lessen the number of fires and the loss to insurance companies gives us an object lesson and indicates to us one way in which we might lessen the fire waste and eventually obtain much lower rates. We refer to the annual report of Fire Marshal Whitcomb, of Massachusetts, who has charge of the investigation of all fires occurring in that commonwealth. He says: Thirty-three per cent. of the total number of incendiary fires were set for the purpose of defrauding insurance companies. In 16 per cent. of insurance-defrauding fires the insured parties have had more than one fire; in other words, were people with a record. The three hundred and thirty-seven incendiary fires in the State cost the insurance companies \$473,473 and the four hundred and nine fires of unknown origin cost \$1,255,702. The percentage of incendiary and unknown fires has been lowered from a former average of over

35 per cent. to less than 18 per cent. and Mr. Whitcomb thinks the good work has only just begun. Sixteen per cent. amounts to \$24,999, all of which might be saved to the companies by more care in reporting and using the information.

Michigan formerly had four stock insurance companies—the Detroit Fire and Marine Insurance Co. and the Michigan Fire and Marine Insurance Co., of Detroit; the Grand Rapids Fire Insurance Co., of Grand Rapids, and the Saginaw Valley Fire and Marine Insurance Co., of Saginaw.

The Saginaw Valley Fire and Marine Insurance Co. was organized in 1893, with \$100,000 capital; afterwards increased to \$200,000. It did a very good business for the first four years of its existence, but the last two years was rather disastrous on account of low rates and high expenses, and they were final-

ly doing a business of nearly \$150,000 in Michigan, which is more than any individual company in the State. Its assets to-day amount to \$500,000, with a surplus of over \$100,000, and it has paid \$138,000 in dividends in the past thirteen years. These dividends, however, did not come from the fire insurance business but from the fine investments made by the Executive Committee, which looks after its loans and mortgages. Its income from investments to-day amounts to over \$30,000 a year.

The three Michigan companies work in harmony and have incorporated what is known as the Michigan Inspection Bureau. This Bureau makes all the rates and forms in the entire State, and nearly all of the agents in the State of Michigan go to it for information as regards the proper writing of policies and through this Bureau the people to-day

only duty is to inspect the business put on their books, and in that manner they weed out all undesirable risks and keep in touch with their business more closely than the outside companies do. The Michigan companies received in premiums in 1898 \$350,996.29. Companies of other states, \$2,819,008, while the foreign companies received \$1,421,983.13.

It should be the aim of every policy holder in the State of Michigan to secure a policy in the home companies, as these companies are a great benefit to the State and do as much toward advertising the State of Michigan as any corporation in the State and in case of a loss, they ensure a prompt and satisfactory settlement. W. Fred McBain.

Unofficial History of the Fly Paper Industry.

No history of the fly paper industry of Grand Rapids will probably ever be written because of the reluctance of those on the inside to say anything whatever about the business in any of its branches. In all probability, no enterprise has ever been conceived and carried forward with so little publicity as has marked the fly paper business established here by the Thum brothers ten or a dozen years ago. As near as the Tradesman can ascertain the facts, however, the sticky paper was first manufactured by H. & F. Thum when they were in the retail drug business on Canal street. Otto Thum, a younger brother, did not take to the drug business, but appeared to have a natural leaning toward mechanics and spent most of his time in and around the Leitelt foundry and machine shop. As the demand for fly paper increased, Otto and the youngest brother, William, undertook its manufacture in a barn in the rear of the Thum homestead on Bowery street, using a crude machine contrived by Otto Thum and manufactured under his personal supervision. As the demand increased and the business outgrew the barn, land was purchased on the location of the present factory and a small plant was erected. From that time on the business has been one of marvelous growth, the buildings now covering many acres of ground, while the output of the factory finds a market in every country where flies abound. Hugo and Ferdinand Thum sold their retail drug store and joined their younger brothers in the management of the business, and a couple of years ago they purchased Otto's interest in the business for an even \$100,000. How much this interest was the Tradesman has no means of knowing, but the assumption is that it represented a one-quarter interest at that time. Less than a year ago the other three brothers sold the business outright to Berry Bros., of Detroit, for \$600,000 in cash, purchasing a small stock interest in the re-organized company and giving it the benefit of their best thought and attention. Few interests have sprung up with greater rapidity or developed a larger amount of profit within a given time than the fly paper factory of the O. & W. Thum Co.

Local Expressmen Not Common Carriers.

The Commissioner of Internal Revenue has decided that local baggage expressmen are not common carriers, and consequently not affected by the provisions of the new United States Internal Revenue act, which requires every common carrier to give a receipt for goods accepted by him for transportation, and to affix to it a one-cent stamp. This relieves local baggage carriers from paying a tax of one cent for each trunk or article of baggage transported by them.



ly compelled to re-insure their business, which they did in 1899 and went out of existence.

The Detroit Fire and Marine Insurance Co. was organized in 1866. It went through the big Chicago fire, paying dollar for dollar of its losses. This fire wiped out the capital stock and surplus, but it was only a short time before the company reorganized and was on its feet again, and it has shown a very steady growth ever since.

The Michigan Fire and Marine Insurance Co. was organized in 1881 and has a capital of \$400,000. It does a good business in Michigan.

The Grand Rapids Fire Insurance Co. was organized in 1882, with \$100,000 capital; afterwards increased to \$200,000. The first five years of its existence the Grand Rapids Fire Insurance Co. did a business of less than \$25,000 in its own State, while to-day it

are accommodated with policy forms and riders that much better protect their interests than if left to the usual local agent to get up.

If a person would take the trouble to look into the loss ratio of the companies doing business in the State of Michigan and compare the loss ratio of the three Michigan companies with that of the foreign and companies of other states he would find that the Michigan companies' loss ratio is much smaller than that of the other companies doing business in the State, their average being below 50 per cent. ratio, while the other companies is above 55 per cent. ratio. This simply goes to show that the Michigan companies get the choice of the business in Michigan and, being organized in two of the largest cities of the State, they get what is known as the cream of the business in those cities. Then, again, they employ special agents whose

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WM. M. BUTTS, Sec'y.
 W. F. BLAKE, Treas.

FURNITURE TRADE.

Some Changes Which Sixteen Years Have Wrought.

Where "many are called, but few are chosen," a seventeenth annual is indeed an occasion worthy of special commemoration. Many trade journals come, but few survive; and it affords me great pleasure to extend to the energetic publisher and able editor of the Tradesman my personal congratulations on the celebration of this the seventeenth anniversary of the establishment of his journal and wish that its shadow may never grow less and its field for usefulness continue to expand.

A retrospection of the past seventeen years reveals wonderful changes in many lines of trade and industry. Especially has the development of electricity, particularly as applied to the telephone, revolutionized business methods. The establishment of the gold standard in this and other countries, by which untold millions of dollars' worth of property has been confiscated to the owners of money, and business men who have been bankrupted by the tens of thousands, has wonderfully changed the personnel of the business world and compelled transactions to be conducted on smaller margins. The revolution that is continually working in business affairs, as well as in nature, has brought and is bringing about a consolidation of interests that, if used rightly and discreetly by those concerned, may be productive of great good, but if used selfishly and solely for personal gain it will be the cause of contention and strife the end of which no man can foretell.

The increase of population during the last sixteen years and the remarkable changes in transportation facilities have altered many and established new centers of trade and industry. Manufacturing that flourished in certain localities have vanished, never to return, but other centers have been built up and will have their day. Such has been the experience of the furniture industry, of which I have been invited to write especially.

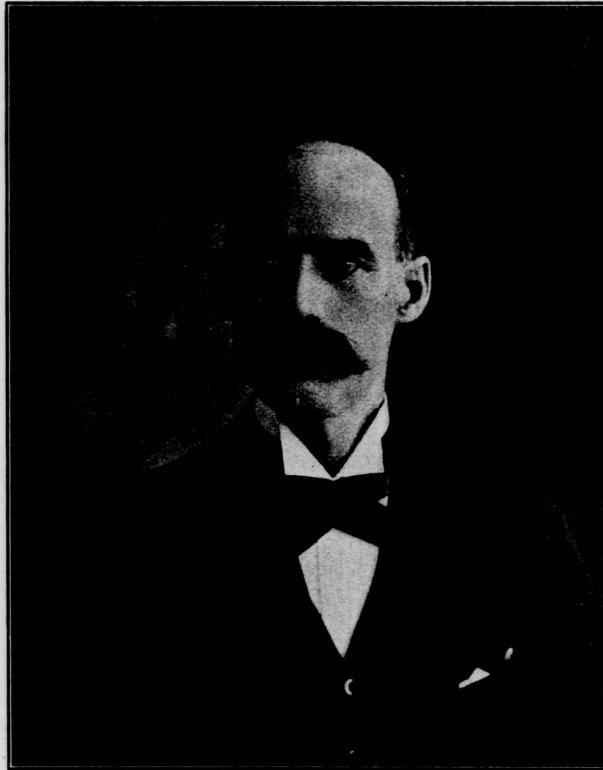
I assume that furniture was one of the subjects selected by the editor for the reason that the manufacture of furniture is really one of the important industries of Grand Rapids and of the State, and it has become such largely in the past sixteen years. Twenty-five years ago there was little or no fine furniture made in the United States outside of Boston, New York, Philadelphia, Rochester and Cincinnati. When I speak of furniture in this article, I do not include parlor goods or chairs, but refer only to cabinet work, as this is the specialty in which Michigan excels. To-day the manufacturers in those cities have all disappeared—some retired, others were bankrupted—and the fine furniture is now made in the Great Middle West, with Grand Rapids recognized, even by our most persistent competitors, as the center. This is the Mecca to which all of the large furniture dealers of the country semi-annually journey, and its ascendancy, in the judgment of the writer, is assured for at least the next generation.

In the evolution of the furniture business many changes have been wrought during these sixteen years. The cost of manufacture has been largely reduced, by the introduction of new machinery and by the methods of doing business, so that it is possible to-day to adorn the home with artistic furniture at a minimum cost, and this has resulted in increased sales of articles that were con-

sidered purchasable only by the wealthy twenty years ago. Then a lady's writing desk was a novelty. To-day they are so cheap that every lady has one. Formerly the musician was satisfied with a common rack for music. To-day a beautiful mahogany cabinet can be purchased for \$10, and the demand for them has enormously increased. Artistically designed bookcases have supplanted, at the same cost, the old hanging book shelves, and china closets, sideboards and a dozen other articles that were a luxury a few years ago are to-day possible to people of very moderate means. Furniture has become an educator. It has cultivated the artistic side of our nature. It has made the home beautiful and, with good books and good society, is making the home better. On the other hand, the furniture industry has not developed proportionately, taking

field of furnituremaking been encroached upon to such an extent that its growth has been proportionately less than other important industries.

The exportation of American furniture has done much to maintain the industry; yet this feature is only in its infancy. Under a consolidation of interests it would be possible to increase this trade tenfold. We beat the world now on prices. Intelligent and persistent efforts in catering to foreign wants would give us the world's markets. The volume of trade at the present time is the largest it has been since 1892; but the margin of profit is reduced. Wages have become considerably advanced in the last years, but still are about 10 per cent. less than in 1894. The immediate future holds out a promise of comparative prosperity, which is being availed of to the fullest extent possible.



the country at large, with many other lines of manufacture, and it is questionable whether the total production to-day exceeds that of ten years ago. One reason for this is that the manufacture of wooden beds has practically been destroyed by the substitution of metal beds, which, by the way, are only fit for an asylum or sanitarium. The craze for them has nearly run its course and the demand for artistic wooden beds is again increasing. Also sanitary requirements have substituted stationary washstands for the old wooden ones, which is a good change. Then, again, the manufacture of wardrobes sixteen years ago was a very large business. To-day it is insignificant, as all modern houses, no matter how humble, are provided with closets. Many of the better houses now building are constructed with sideboards and bookcases in the walls of the respective rooms. Thus has the legitimate

wrecks of furniture ventures that are strewn along the pathway of commerce are a silent warning of the fate that awaits the majority of those who embark in manufacturing enterprises without the special qualifications and experience necessary to insure success. These reminders of failure are scattered from Gotham to the Golden Gate and from the wheatlands of the North to the perfumed gardens of the Gulf.

But they will not deter others. New enterprises will be launched, the majority of which must fail. During the past sixteen years more factories have passed out of existence than are with us to-day. The race is to the swift. The relentless competition of the commercial life of to-day heeds not the weak. It has no charity. It grinds as between the upper and the nether millstones those who fall behind. This condition is not only a detriment to capital, but is an injus-

tice to labor. How long will it continue? Why would not co-operation among owners be a good substitute for this senseless competition, which is not the life of trade? Chas. R. Sligh.

The Summer Vacation.

Americans have been accused of taking life too seriously, and so the setting apart of the summer as a kind of annual vacation season has been hailed with loud acclaim as an indication that at last, as a nation, we were learning how to play. The theory in itself has everything to recommend it. We all know that the bow too tightly bent snaps the easiest, and that overworked nerves and muscles and brain are sure sooner or later to revenge themselves in sickness. No one can question for a moment the advantages to be derived from a season of perfect rest and relaxation from the cares of life.

Unhappily this beautiful theory of a vacation and the real thing seldom coincide. The rich woman who goes off to a swell summer resort where she must make half a dozen elaborate toilets a day, and where life resolves itself into a relentless race for display, surely can not be said to get either rest or relaxation from her outing. With the poorer woman the result is generally equally unsuccessful. The prelude to her going has been weeks of slaving over the sewing machine, twisting and turning, and contriving, that she may make a creditable appearance among people better off than herself, and where, after all her trouble, she finds not peace and rest, but envy and heartburning. Such a one, looking back over the money spent and effort wasted, might well declare that the game is not worth the candle.

With the working woman the case is even worse. The money for the trip, and the inevitable clothes, represent many pinching economies, and when she finds that it only buys a little closet-like room in a big summer hotel, and the privilege of sitting around on the gallery and looking lonesome, it is no wonder that she feels she has been taken in and deceived by the rosy pictures of vacation life. One such woman, who has had this experience a number of times, has invented what she calls a home vacation, which she is enjoying this year. I had two weeks' leave of absence from my desk, she said, and I asked myself what was it in an ideal summer trip I should enjoy. First, of course, I said, mopping my perspiring brow, I should revel in cool breezes. Thereupon I had an electric fan put in my room, at about a tenth of what it would cost me to reach anywhere by rail where there was the remotest prospect of a cool zephyr. Then, of course, I should want to go to some place where I could enjoy delicious fish. Well, to realize that in a perfection that no summer hotel ever dreamed of on earth, I have only to put on my hat and go to a little French restaurant I know, where the fish and crabs and shrimp are enough to melt the heart of a stone image. When I want to wander under the greenwood tree I go out to the parks with my book, where nature is just as unsophisticated as it is around any summer hotel. Best of all, I don't have to dress, or run any fire of criticism on my clothes, and when I lounge on a couch, under my electric fan, with a cooling drink, and a good novel, I'm not envying any tripper, as the English call excursionists, in the whole length and breadth of the land. Cora Stowell.

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RAILWAY DEVELOPMENT.**Wonderful Strides Achieved During the Past Sixteen Years.**

In complying with your request for an article on railroad development, I can do no better than to take up the subject where Mr. Shelby dropped it last year, although he covered the ground so fully I may be found to be repeating to some extent. However, I will do the best I can from convenient records in the limited time at my disposal.

Railroad development has been of such great magnitude during the past fifty years that it seems almost impossible to treat more than one phase of it at a time and do it justice. Michigan is an excellent index of what has been done and is being done in railroad development over the entire country and it is a great satisfaction to find it in the foremost ranks of the states enjoying freedom from labor troubles and uniform protection of its citizens in their relations with the great common carriers.

In 1880 the capital invested in railroads in the United States was \$5,400,000,000; the gross earnings, \$613,000,000, or 11.3 per cent. of the capital invested; the net earnings, 4.7 per cent. In 1897 the capital invested was \$11,518,000,000; the gross earnings, \$1,123,000,000, or 9.7 per cent. of the capital invested; the net earnings were 2.9 per cent.

In the United States the advancement is indicated by the following figures:

Miles of railway, 1883, 106,938.
Miles of railway, 1897, 181,133.
Passengers carried, 1883, 312,686,641.
Passengers carried, 1897, 504,106,205.
Average rate per passenger per mile, 1883, 2.422 cents.
Average rate per passenger per mile, 1897, 2.029.
Freight transported, 1883, 400,453,439 tons.
Freight transported, 1897, 788,385,448 tons.
Average rate per ton per mile, 1883, 1.224 cents.
Average rate per ton per mile, 1897, 0.783 cents.

In the group termed by the Interstate Commerce Commission as the Central Northern States, which includes Michigan, Ohio, Indiana, Illinois and Wisconsin, the following figures show that this section of the country has held its own in comparison with the other parts of the country and when the small proportion of population per acre is compared with the East, the comparison is decidedly more favorable for this section:

Miles of railway, 1883, 38,903.
Miles of railway, 1897, 53,809.
Passengers carried, 1883, 70,849,750.
Passengers carried, 1897, 111,413,808.
Average rate per passenger per mile, 1883, 2.36 cents.
Average rate per passenger per mile, 1897, 2.06 cents.
Freight transported, 1883, 118,323,072 tons.
Freight transported, 1897, 224,298,857 tons.
Average rate per ton per mile, 1883, 1.04 cents.
Average rate per ton per mile, 1897, 0.73 cents.

Since the birth of the Tradesman, I recall the following notable features in railway progress: Then, within this State there were no interlocking switching arrangements with protection signals and derailleurs, which are now in general use and which permit the running of trains at high speed over grade crossings with other railroads with perfect safety. Labor in the shops has been largely changed from hand to mechanical power; pneumatic and electric tools now do the work in less than half the time formerly taken by hand and do it better. Electric cranes pick up and

move an entire engine and equally heavy weights from one part of the shop to another with ease and speed. Freight cars are painted now by spraying on the paint with pneumatic power and in one-fifth the time formerly taken by hand and with better results. Sixteen years ago the more advanced railroads in this State were laid with 56 pound steel rails; many of the others were iron. Now the rails of practically all the railroads are of steel and range from 70 to 90 pounds per yard. Then the bridges were mostly wooden; now they are of steel and stone. The maximum capacity for freight cars was 30,000 pounds; to-day they are generally 60,000, some running as high as 80,000, and on some of the larger lines, principally coal carrying roads, cars are built of 100,000 pounds capacity. Sixteen years ago many of the locomotives in this State burned wood; now they burn coal. Cattle guards were then crude affairs of wood laid across a pit dug in the ground, now they are iron and laid on the surface. Sixteen years ago the largest engines were of 16 by 24 inch cylinders and weighing 80,000 pounds; to-day 19 by 24 inch cylinder engines weighing 125,000 pounds are in general use and in many cases, on roads with heavy grades, engines of still greater weight and capacity are used. The application of vestibules to passenger coaches, insuring increased comfort and safety, has been effected since the birth of the Tradesman. The first of what are termed "limited" trains were inaugurated within a short time before the first appearance of your paper. Improvement in these trains has been very marked almost every year since that time and to-day they are of unprecedented luxury, furnishing, as a rule, to the people traveling, accommodations greatly in excess of what they enjoy at home. During the life of your paper, railways have been extended into Old Mexico, so that our people are now and have been in close touch with the citizens of that old, rich and romantic country for a number of years past.

On many of the richer and larger lines, features for the comfort, education and moral improvement of the men have been established that did not before exist, such as libraries, hospitals and branches of the Young Men's Christian Association, all of which are fostered by the railroads. On a number of the railroad lines, relief and life insurance associations have been established, together with savings banks and pension departments, for the benefit and care of their employes. There is a disposition amounting to an intention on the part of the roads throughout this country generally to extend these well-known benefits and improvements as fast as they are able to.

When the Tradesman made its first appearance it was the custom of railroad companies to suspend or fine employes guilty of carelessness or disobedience of orders. This method was found to inflict a greater punishment upon the families of the employes than upon the employes and the enforced idleness offered temptations for dissipation which affected seriously the morals of the men and the discipline of the service, in addition to which, during the time of suspension, the men were without pay and thereby frequently incurred heavy indebtedness which became burdensome loads for them to carry. Several years ago a new system of discipline was inaugurated. This system provides that a record of each employe in the respec-

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We started in 1893 with thirty-four men and forty-two horses; to-day we are working one hundred and five men and one hundred and nineteen horses, and are in a position to promptly take care of any business offered us in our particular lines.



Responsible and Satisfactory Service Guaranteed

tive department, shall be carefully kept, so that it can be accurately determined when the employe becomes so generally unsatisfactory as to unfit him for further service. Under this system a certain number of marks are charged against the record of an employe for each case of carelessness resulting in loss or damage to the company's property and the number of marks charged against a man's record is from 1 to 60 according to the character of the offense. When 60 marks have been charged against the record of an employe, his services are dispensed with. For every twelve consecutive months of service free from demerit marks, ten marks are deducted from any that may have previously been charged against the employe. Employes are offered every opportunity for appealing against any decision. This system of discipline has brought about material improvement in the condition of the men and the morale of the service and many of the roads have already adopted it and others are fast falling into line.

The genius of our country is daily promulgating some device for the general improvement of the service. Probably 99 per cent. of these devices are found in actual practice to be worthless. There are, however, of the remainder sufficient with merit to aid in the material development of the railway properties and these are being promptly made use of. Railroad development has been demonstrated more effectively in the constant improvement in the business relations and confidence between the railway management and their patrons than in any other direction. This is becoming more and more marked every year and is solidifying the great commercial interest of our public in a way that is best demonstrated by the magnificent results which the press of our country so clearly and thoroughly place before us daily.

Chas. M. Heald.

Some Store Mottoes.

One of the best store mottoes I have seen recently is, We are not satisfied unless you are. This was hung in a prominent place just inside the street door of a general store in a country town. It was printed in large stencil letters on a sheet of manila paper about 25 by 50 inches. It was so suspended from the ceiling that it could be read very easily by any one entering the store. It is a good business motto. Another motto I saw not long ago read, We never try to sell goods you do not want. Many merchants make the mistake of having their clerks force goods upon customers, whether the customer really wants the goods or not, and whether the goods are really satisfactory or not. I have seen customers take goods they knew they did not want, and the clerk knew it, and the probability is the proprietor also knew it. The clerk or the proprietor was more persistent than the customer, and so forced the customer to buy. I do not believe it ever pays to force a customer to take things he does not want. Another motto, displayed in a Kansas City department store, reads, We carry nothing beyond its season. If the merchant really does business in this way, and has no out-of-date goods, and carries nothing in stock longer than its season, he is quite sure to draw trade with such a motto. However, if he puts up a sign of that kind, inviting customers to examine his goods, and they find the goods are not strictly in season, and are not exactly as represented by the sign, the merchant will be the loser. Store mottoes are good things, and should be used plentifully in all country stores. They should be neat and attractive, neither too large nor small, and there should be no pretense at fancy lettering. Above all other considerations, they should be truthful.

Why Grand Rapids Soap Factories Have Not Succeeded.

Replying to your communication relative to the establishment of a soap industry in this city, would say that the history of such an enterprise, locally, is one of business disaster. My own experience was no exception to the rest. I can only state my own individual experience as to the cause, but I believe that the obstacles which I had to encounter apply in a general way to the business.

The facts are, the old established companies—Kirk, Babbitt and Procter & Gamble—and such companies as have been in business for years have established such a reputation that it is impossible to break in upon their customers. This is made still more secure from the fact that it is women who establish the merit of the commodity and they are not prepared to change their minds on the value of such household articles very suddenly and there is not margin of value enough in a bar of soap to encourage a dealer to debate the subject with his lady customer to convince her that a new article contains an equal degree of merit. When a lady asks for Fairbank's soap, she will not take any other and this leaves the new, untried article without a market.

To my mind, I do not know of a more hopeless venture than the establishment of a soap business in this city; not that our people are disposed to be unclean, but rather they make use of soap that has an unquestioned reputation.

I predicted for the Challenge people the misfortune that has overtaken them. They solicited me when they were about to establish their business, but my experience has been too convincing and I told them frankly that in time they would only have the wrong side of the loss and gain account to tell the story of their misfortune. M. Shanahan.

Value of a Stock Book.

A large element in the success of any business is the ability to purchase goods properly. This is as true in the store business as in any place else. There are several kinds of buyers: First, the plunger, who buys in large quantities simply because by so doing he can save a few cents a pound or dozen, not taking into consideration his reasonable wants at all; then the man who is interested in mere cheapness of price, losing sight of quality entirely in his endeavor to get a low quotation; next we have the buyer who is afraid to buy enough goods to supply his wants for fear he will overstock. It is plain to everybody that neither of these can be called a good buyer. A good buyer will not sacrifice quality for price, but will seek to buy goods as cheaply as possible; he will not buy in quantities in excess of his legitimate wants in order to save a few cents a pound, while he loses twice the amount saved in having the excess over his wants as dead stock.

In order to buy intelligently one must know how goods sell, what is a reasonable price to pay for them, and what grade of goods are best suited to his wants. Nothing gives a merchant so much information in regard to just what he wants to know as a well-kept stock book. Such a book will give just such information as is necessary to enable the buyer to have a complete record, not only of prices paid, but when and from whom purchased, and also the quantity purchased. In other words, such a book, if properly kept, is a complete history of purchases made, and as such is an indispensable aid to the intelligent purchasing of goods.

Edson, Moore & Company

Wholesale
Dry
Goods



Detroit,
Michigan



We keep everything in staple dry goods, also a complete stock of Dress Goods, Linings, Notions, Underwear and Furnishings.

We handle the entire product of the Ste. Clair Manufacturing Company, and now have on sale the Fall line of Wool and Silk Waists, Ladies' Dressing Jackets, Skirts, Wrappers, Men's and Women's Night Gowns, etc., etc.

All are strictly high grade goods of the best material and finish, and are sold at popular prices.

Goods Sold to the Trade Only

DRUG TRADE.**Some Features Gained and Some Advantages Lost.**

It is probable that there is no man in the mercantile line about whom so much is said and who is more in the public eye than the druggist. His preparation, through an apprenticeship and the proper line of education, which in most cases is tedious and unremunerative, fits him for the practice of pharmacy and at that point his business above all others should be regarded as a profession. He is trusted implicitly by his patrons and stands next to the physician in his skill and the possession of the secrets of private and home life. He practices pharmacy under the strict surveillance of state laws, the public expects him to be competent, genteel, neat in his personal appearance, to be on duty sixteen hours each day of the week, and, all these things considered, his remuneration is not in proportion to the requirements.

The work of the pharmacist, as of the physician, is accompanied with a certain element of danger and he must be so educated that this can be almost entirely eliminated and this is one great reason why his work should command good wages and why the drug business should not be treated with ruthless hands by other branches of trade.

The drug business is subjected to a large amount of criticism, and on account of its peculiar character is called upon to pay a tax to the State. If the Government is in need of a war revenue, those in charge of legislative enactment at once turn their attention to the druggist and oblige him to stamp his patents, toilet articles and specialties, while his neighbor, the grocer, the dry goods merchant or the clothier, goes free except for the stamp he puts upon bank checks.

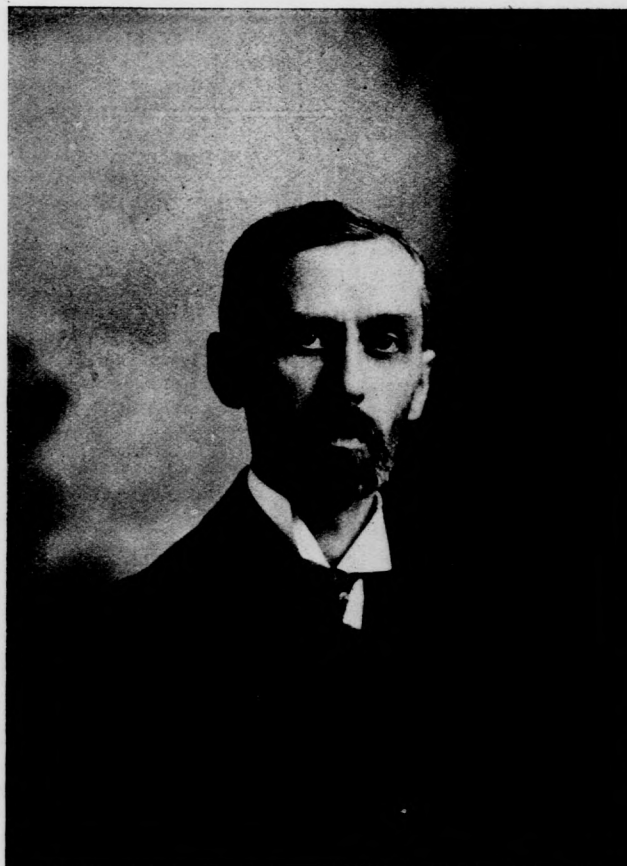
The department store and the dry goods merchant have played no small part in reducing the volume of the drug business and robbing it of its legitimate portion along certain lines. At the time when the cutting of prices was at its worst came our late panic, yet through all this the retail drug trade of Michigan has come "tried as by fire," and had it not been for the good reputation of men in this line, their willingness to do hard work and to be rigidly economical, the result would have been very different. The old adage that "he who by the plow would thrive must himself either hold or drive" has been truly verified by the retail druggist.

On account of the infringement by the department stores and others, the volume of sales of the city druggist especially has been thereby reduced to the minimum, and it has occurred to our correspondent and many others who think seriously along these lines that as the state law requires an educational preparation, the Government assesses a yearly tax and when necessary a war revenue tax, that in proportion to the requirements should there be protection, why should not the pirates upon this line be obliged to give back that which belongs legitimately to the druggist, and for the handling and sale of which he has been fitted by education and pays whatever tax is required? And again, considering all these things, why should not the number of druggists be limited by law, that is, one druggist to every so many hundred or thousand people? This would all bring back to the druggist what belongs to him, increase the volume, regulate the price and advance the business to a profession.

In looking backward fifteen or twenty years, many of us remember distinctly the labor with the iron mortar and drug mill, also the goodly housewife who bought numerous packages of dyestuffs. These are now things of the past. There have also come to the druggist the numerous formulas and preparations of the manufacturing pharmacist simplifying his work, but at the same time creating a doubt as to whether this has not robbed him of a certain amount of profit. All this has in the period mentioned made a radical change in the stocks of the retailer and wholesaler and, of course, brought a certain amount of loss. Truly the druggist must be a versatile creature and be prepared for

who have not done so before are discounting their bills. If our present good condition should remain with us for a time and one or two of the evils referred to be corrected, it would be but a just and equitable remuneration. Our State has a large number of drug men that we can remember for fifteen or twenty years who, whether in the assembly hall or in the marts of trade, do honor to the business and not only deserve but have acquired a competency somewhat adequate to the irresponsibilities and undertakings.

The druggist is truly deserving of better things and may the present improved conditions be but a foretaste, a dawn-



every freak in human nature and adjust himself speedily to every change in his line as it occurs.

Since Jan. 1, 1898, there has been a decided movement for the better in all lines of trade, and the druggist has enjoyed his share and has really had a breathing spell. The volume of sales has increased, buying has been stimulated on account of slight advances in values, the laboring man has been generally employed, there is less dickering as to retail prices in many localities and hence better results to all have been achieved.

It is noticeable that, in the period mentioned, many obligations have been satisfied, old balances carried through the panic have been reduced and many

ing of a brighter day to come! It matters not whether we are wholesalers or retailers, we realize that our watchwords must always be capability, economy and strict attention to business.

Lee M. Hutchins.

Overconfident.

"Yes, I want a man—a competent man," said the head of the firm. "Can you carry a message to Garcia?" "Sure!" replied the applicant for a job. "Who's Garcia?"

Knows More Now.

Wife—You used to call me an angel before we were married.

Husband—I believed it myself then

Some men are born great, and some have to be elected.

Why Beauties Are Not Wanted in Department Stores.

From the New York Sun.

I'm very much afraid I can not find a place behind our counters for you, said the appointment clerk of the big department store with a negative shake of his head which implied all manner of sorrowful things. The applicant, a young girl of remarkable beauty, turned away with a sigh and a shower of tears seemed imminent.

Oh, dear! she faltered. I understood you needed at least ten saleswomen, and I certainly could furnish you the best of references as to my ability to sell. This is the seventh place I have applied for this morning. I've no luck at all.

Why, I thought you said you were hard pressed for competent saleswomen! remonstrated the reporter as the beautiful young woman vanished.

Well, so I did, retorted the clerk.

Then why did you not give that one a chance? Surely her beauty—

Her beauty? interrupted the clerk. That's the sole reason why I refused her, and it is also, perhaps, the sole reason why she did not obtain any of the six other places she sought. This is the era of the plain girl in business, and the girl whose beauty is so insistent that none may deny it has to step aside for her sisters who are less bountifully endowed with charms of face and figure. You will find that is the case in every important department store in New York, not to mention scores of retail establishments of less magnitude. Not that there is any aversion to a modicum of beauty in the saleswoman; rather, that is often to be desired; but pronounced loveliness is entirely too attractive both to its possessor and contemplator to facilitate the interests of employers. Go into any large retail store in the shopping districts and you will see scores of saleswomen who are downright plain, although not positively ugly, and an equal number of girls who might be set down as pretty without stretching the truth; but you will seldom find one whose charm of face or grace of form is so near perfection as to hold you spellbound. Once there was a great establishment set up in the heart of the shopping section, whose saleswomen were all conspicuous for their beauty. The establishment made a specialty of feminine loveliness behind its counters and largely advertised the fact. What was the result? Why, the store was crowded from morning to night with persons who came to take in the beauty show, but rarely remained to purchase merchandise. Dudes and mashers were always hanging around, and, lost in the admiration of their own charms, the beautiful saleswomen had little time to devote to their real mission in the store, which eventually went up the commercial flue with a rush.

No, a really beautiful girl will not do for the big metropolitan stores. Her advent behind the counter is only an invitation for customers to stop and stare, for women to become envious, and consequently prejudiced against the establishment which retains her; for fellow clerks to become jealous of her superior attractions, and for foppish male shoppers to flirt with her. She may be a paragon of modesty, virtue and innocence, but still the fact remains that she is a beauty, has probably been told so often and is not liable to forget it, and that, in all likelihood, she will render conspicuous the salient features of her prettiness rather than keep them under cover to the promotion of her employer's interests.

Another reason for this opposition to the very beautiful saleswoman is that she is rarely clever at making sales, being too much absorbed in her personal affairs, where the plain girl, who must rely on her mental abilities to win the battle of life, cultivates her persuasive faculties and becomes an expert in the manipulation of a convincing tongue. To be a good saleswoman one must be free from self-consciousness, and who could expect a strikingly handsome creature to forget herself?

CORL, KNOTT & CO.

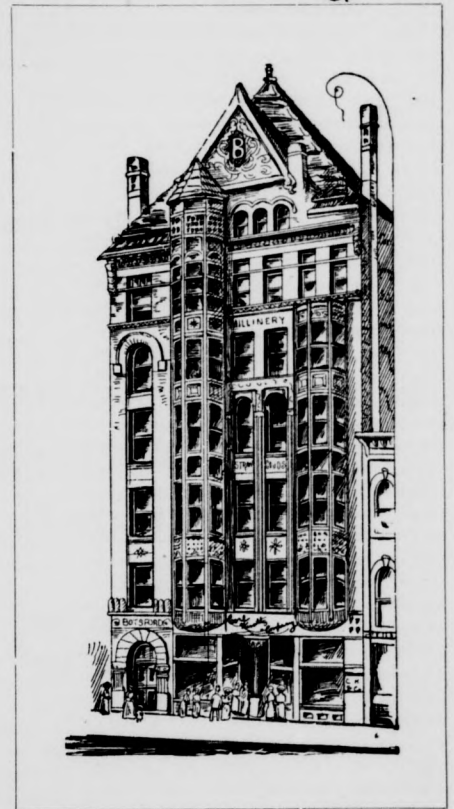
IMPORTERS
AND JOBBERS OF

MILLINERY

Our Fall and Winter stock is now complete, comprising a full and elegant selection of trimmed and untrimmed hats, including a large assortment of Walking Hats and Golf Hats, Ribbons, Velvets, Velveteens, Ostrich and Fancy Feathers, Ornaments and Novelties. During the month of September we will have on display over 2000 Pattern Hats, including the latest importations. Special display of Patterns during State Fair week. Our hats are strictly practical; we have no others. Your orders are solicited.

CORL, KNOTT & CO.,

20 AND 22 NORTH DIVISION ST.,
GRAND RAPIDS, MICH.



The Michigan State Fair

The Fiftieth Annual Industrial Exposition of the products of the State will be held at



Grand Rapids, Sept. 25, 26, 27, 28, 29

The Industries of Michigan are more numerous and varied than any State in the Union. They will all be represented at the State Fair.

A special invitation is extended to the readers of the Michigan Tradesman to assist the management in making this the "Banner Fair." Exhibits invited. Space free. Come to the Fair and ask your friends to come with you. Half Fare on all railroads.

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EUGENE FIFIELD, Chair. Bus. Com., Bay City.

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Woman's World

Blundering Ignorance of a Would-Be Reformer.

Miss Aurelia always said that it was providential that she had no troubles of her own, as it left her all her time to look after other people's affairs, and as she was one of those who never have the slightest hesitation in making themselves spokesman for heaven we accepted it as a fiat of inscrutable wisdom, just as we did her abounding health and ample fortune and general good luck.

It must be confessed that in the old days at Hudson, before Miss Aurelia's energy and talent outgrew the little village, we were far from appreciating her at her true worth. A prophet is not without honor save in his own country and among his own kinsmen and it is certain that a reformer is never so little appreciated as by the people he attempts to reform. Wherefore there were those who were the objects of her well-meant efforts who called her a meddler and expressed a fervent opinion that she would be better off minding her own business. You see, we were an old-fashioned and provincial community, where everybody knew everybody else and their parents and grandparents before them, and while we recognized each other's weaknesses we were given to making excuses for them as one does in one's own family, when we grudgingly admit that John isn't very clever, maybe, but add he has the best heart in the world, or that Susan is a little quick-tempered, but she is the soul of generosity and sympathy. And after that, having accepted John and Susan as they were, we were apt to let them alone, enjoying their good qualities and overlooking their faults.

Miss Aurelia held with no such lax opinion. There was no shading in her view of life. Everything was clean-cut—black or white—right or wrong—with no softening shadows in which the two were indissolubly blended. She was never perplexed, as weaker mortals are, by that misty border-land in which are faults so gentle and so kindly and so tender that they lean to virtue's side, and virtues so cruel and so harsh they seem a crime upon goodness. With her only one thing was right, and she was perfectly sure she was it.

Of course, Miss Aurelia had theories on every subject. She had demonstrated to her own satisfaction, in her own mind, that one had only to follow such and such rules of conduct to be healthy, happy and prosperous. It was all as incontrovertible and mathematically plain as that two and two make four, and she had no patience with anyone who didn't work the problem of life out just like she did and get the same answer. Look at her house, for instance. Clockwork. Her washing was always done on Monday, her ironing on Tuesday, the silver was rubbed on Wednesday, the floors polished on Thursday, the windows cleaned on Friday, the kitchen scrubbed on Saturday, and Sunday she sat down and folded her hands and thanked God she was not like other women.

She never could understand why all the rest of us didn't do just as she did, although we might have told her that one lone woman, living in a big house, with old family servants and never a soul to bring in dirt, or want a meal out of time, was not so superlative a test of good management as she

seemed to think. Then she undertook to reform Mary Blake's house, and introduce order and system in that helter-skelter abode. Poor Mary is one of the kind whose wash always laps from week to week, and who is so chronically behind with her sewing that she is always making flannel petticoats in August and muslin wrappers at Christmas. Of course, the experiment was a failure. Mary couldn't change, and Miss Aurelia couldn't understand why living in a box of a house with half a dozen children clattering around under foot was any excuse for Mary. The less room and more to do, the more need for system, was her unanswerable verdict on the situation.

That was the trouble with Miss Aurelia—she was always so perfectly in the right. There was never any arguing her conclusions. Abstractly, they were incarnate wisdom, and yet they always left you feeling that folly was wiser. Your head said she was right, and your heart cried out she was all wrong. She never saw a girl with a bit of cheap trinketry, or a gay ribbon, that she didn't groan over the improvidence of the poor. "It's a melancholy fact," she would say, "that the people who have the greatest need of economy are the most extravagant. Why, I've seen a poor girl take the last cent she had and buy a piece of cheap finery to wear to a Saturday night ball—finery that would go to pieces in a single night—when, perhaps, the girl was in actual need of good stout shoes." What could you say to that? Of course, you couldn't deny the logic, and that it would have been more sensible and provident to have bought the shoes, but you thought of the poor girl, with all a girl's natural longing for pretty things and adornment; all her yearning for admiration, and the gayety denied her starved, hard youth. You knew she had gone hungry for it, that she will go cold for it, and you could think of nothing but the pathos of it all, and wonder how anybody like Miss Aurelia, who never had to deny herself anything she really wanted in her life, has the cheek to sit in judgment on her.

Another one of Miss Aurelia's cherished theories was about the management of husbands. She used to be strong on woman's independence, and all that. She called a woman who tried to entertain her husband a "doll," and the one who tried to humor her husband a "slave." As far as I could ever learn, her idea of a perfectly happy home was a sort of reform school, where a man would not be allowed to do anything he wanted to, and would have his faults and shortcomings kept always before him. As long as this was merely a theory, it didn't matter, but she got a chance to put it into working once, and it came within a hair's breadth of landing two people in the divorce courts. Her niece, Ellen, and her husband had a dispute over some trivial matter, and Ellen was silly enough to tell Miss Aurelia. It was the chance of a lifetime, and Miss Aurelia took her poor, persecuted, darling child home with her and adjured her to stand firm and not give in to the tyrant man. If she'd let them alone Ellen would have cried and Tom would have called himself a brute and it would all have been over in an hour, but Miss Aurelia fanned the flame, and, half because she was angry and half because she was ashamed, Ellen refused to go back home. Tom was angry and mortified, and the situation was getting serious,

when Ellen woke up to what life would be—the long blank years, the gnawing heart hunger, the waiting for something that would never come back to her any more—and she actually ran away from Miss Aurelia and went back and begged Tom's pardon.

Naturally, Miss Aurelia knew all about raising children. Everybody who has none does. She believes in perfect obedience and the observance of certain rules that should be as unchangeable as the laws of the Medes and the Persians. It never has occurred to her that you can no more treat all children alike than you can draw the same sounds out of every musical instrument. Once she was staying at Betty White's when Betty's little girl did something naughty. For punishment the child was sent to bed with the nurse alone, although it was Betty's custom to tuck the little one in and hear her say her prayers herself. The child cried and pleaded for her mother's kiss and Betty, who has the tenderest heart alive, would have gone to her but for Miss Aurelia. Miss Aurelia warned her against the folly and the weakness of giving in to a child's whim, and Betty let the baby cry herself to sleep. That night the child was taken suddenly and violently ill with delirium, and died begging for the kisses that her frantic mother rained upon her. Of course, it was an accident, but Betty, in her soul, holds Miss Aurelia responsible for the bitterest drops in her cup of grief.

Miss Aurelia never meant any harm. She was always doing things for the best, and with the best intentions in the world, and the fact that she should always have sowed discord and trouble just goes to show how dangerous it is to meddle with other people's affairs. Not long after Betty's baby died she went to the city, where, as she said, there was more scope for her work. Her confidence wasn't a bit shaken in herself, and she went blithely about, poking her nose into poor people's homes, and asking them how often they bathed and if their husbands were kind to them, and all the other impertinent things people ask in the name of reform of the poor, and that they would be so blazing mad if anybody asked them.

She might still be doing it but for a little thing that happened one day. A young girl down in the slums died. She had not been a good woman and the poor face was marked by the lines that sin and want had graven upon it, but over the dead body there hung another young creature in tattered finery, with such an abandon of passion and hopeless grief it was pitiful to see. Miss Aurelia, with the instinct of the reformer strong within her, said something about hoping it would be a warning to her. The girl threw back her mane of black hair and turned savagely to her. "Good," she cried; "what do you know about goodness that you dare to come down here and talk to such as we about it. You are good—you never stole or lied or did anything wrong and you were never hungry or cold or homeless in your life. Oh, yes, everything was soft and warm and safe about you and you were good—you had no chance to be anything else," laughing bitterly; "but she warn't. She was bad as they make 'em and she killed herself at last with whisky and opium. I know it. She warn't good; she starved herself many and many a time to divide a crust with another starving wretch. She gave me part of her ragged shawl when we both were freezing, and she loved so she for-

gave the hand that struck her, and lied about it. What have you done better than that?" and then the poor wretch fell to crooning over the dead girl and talking to her like a mother over a sick child.

Miss Aurelia said she went out from that room with a new light before her. For the first time in all her prosperous, well-fed existence she had her good opinion of herself shaken, and measured herself against her temptations. "What am I," she asked herself, "that I should dare to judge?" and that night it was a humble and a contrite woman who asked pardon of heaven for all the harm she might have done in her blundering ignorance. Miss Aurelia isn't so sure of her own judgment now. She knows there are depths of life she has not sounded, and heights of experience she has not touched, so she goes softly, as one who fears, and she is very wise now that she has added the wisdom of the heart to that of the head.

Dorothy Dix.

How the Long Distance Phone Broke an Engagement.

From the New Orleans Times-Democrat.

"No, I'm not engaged any more," said a newly arrived drummer to some friends at the Grunewald last night. "It was broken off by the long distance 'phone, confound the thing! How did it happen, did y' ask?"

"Why, it was like this: I was in Atlanta a few weeks ago and called up my fiancée in Macon to let her know when to expect me. The service costs 50 cents for three minutes, and I calculated I could deliver my message in about fourteen seconds, but after I gave the dear girl the date she insisted on holding me while she talked about a lawn fete that some of the young people were getting up for the next day.

"I wriggled and writhed, and after she had imparted \$2.50 worth of details I broke in and told her that somebody else wanted to use the 'phone. 'Oh, no, they don't,' she replied; 'the operator here says you may have it as long as you wish,' and on flowed the legend of the lawn fete.

"She told me how the girls were going to be dressed, what they had cooked for lunch and how Annie Jones had refused to go with Billy Smith because it was rumored that Billy played cards on Sunday. I groaned. I had been stuck for about \$7, and time was flying at the rate of 16 $\frac{2}{3}$ cents a minute.

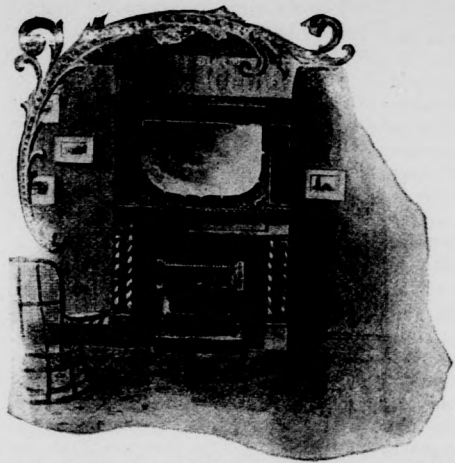
"'What's the matter?' she asked, anxiously, 'you don't seem to understand.' 'Yes, I am,' I said, with perfect truth. 'I'm weighing every syllable.' 'Then repeat what I have been saying,' she ordered; 'go all over, and don't miss a word.' That was too much. I yelled, 'Ring off!' and hung the receiver on the hook.

"Next day I got a package from Macon, returning the engagement solitaire. There was a sarcastic little note, in which she thought my suggestion about the ring was excellent, and had acted upon it at once. Plague take long-distance 'phones! I never want to see one ag'n in my life."

A Few Mistakes.

It is a mistake to labor when you are not in a fit condition to do so. To think that the more a person eats the healthier and stronger he will become. To go to bed at midnight and rise at daybreak and imagine that every hour taken from sleep is an hour gained. To imagine that as a little work or exercise is good, violent or prolonged exercise is better. To conclude that the smallest room in the house is large enough to sleep in. To eat as if you had only a minute to finish the meal in, or to eat without an appetite, or continue after it has been satisfied, merely to gratify the taste. To believe that the more hours children study the more they learn.

Political parties have one thing in common; they are all anxious to save the country—from some other party.



THE ALDINE FIREPLACE

furnishes double the heat from half the fuel required by the common grates; keeps fire over night; burns hard or soft coal, wood or coke; equalizes temperature from floor to ceiling, and affords a most healthful condition of ventilation. Our Booklet explains its principle and construction.



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are the highest type of the mantel maker's art—the result of twelve years' practical mantel making. Our designs are new and artistic; prices from \$10.00 up. Send for our new illustrated catalogue, booklet and trade discounts.

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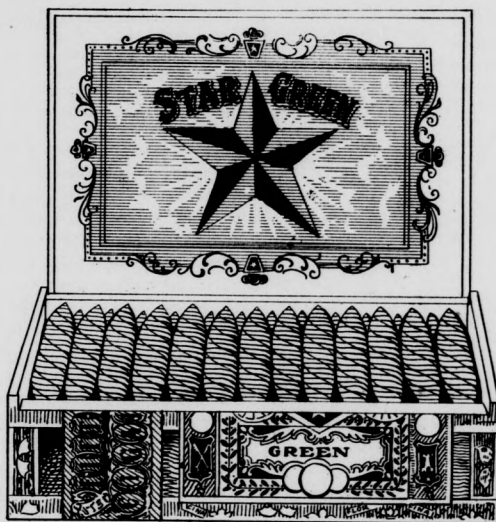
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Grows in
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Quality the
Cause of It

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Telephone 172

Grand Rapids, Mich.

BUTTER TRADE.**Wonderful Development of the Factory Creamery Business.**

When we first started in business forty-eight years ago, the butter question, compared with 1899, was an industry of very small importance. All of our butter at that time was dairy butter, made mostly in Pennsylvania and New York State, when Orange county butter was considered the best goods made. Year by year the trade has expanded, and dairy butter to-day is simply a thing of the past. About twenty years ago the system of gathered cream butter came into existence, which at that time was considered a great improvement. Factories were established where they ran wagons around to the different farmers and gathered the milk, which was taken to the factory and churned, which made a more uniform article than the old system of dairy butter. This was continued for many years, and well do we remember the first factories started in Michi-



ported the past few years to London, and this year the export trade will run four or five times larger than ever before. Exporters to-day are buying fancy creamery where in former years they bought imitation creamery, ladles and gathered cream goods. As we have said before, the trade want something better and each year there is a marked improvement in the quality of the butter manufactured. Michigan to-day ranks among the first in the manufacture of extra creamery butter, and the Philadelphia market to-day is receiving at least half of the product of that State. The improvement in the dairy industry of Michigan during the last twenty years has been a wonder to everyone, she having increased her creameries from four or five until to-day she has between two and three hundred, with many new creameries being built every year. Every improvement in quality has been met with a corresponding improvement in price and to-day the finest creameries from Michigan are selling at 21 cents, with prospects for continued higher prices between now and January 1.

The secret of this vast improvement in the dairy industry of the United States is the push, energy and progressiveness displayed by the American people, which is not only noticeable in this particular line, but in almost every other branch of commercial industry.

C. M. Drake.

The Commercial Traveler Abroad.

From the New York Commercial Advertiser.

The astute enterprise of the American drummer is about to assume a new and most interesting relation to the foreign commerce of the country. The commercial traveler, whom neither manufacturer nor export merchant has been anxious or able to waken to a sense of his importance in over-sea trade, has had a new responsibility thrust upon him to enlarge the latter.

Domestic sales, although they have been his training in the world's largest home market, are but the foundation of a mission abroad whose importance may well impress and inspire him.

He is to be the chief advance agent of a new movement by which the manufactured exports of this country are destined to an immense and practically unlimited growth.

Commercially he has been a home-keeping youth, although not of homely wits; but from this time on he must become a student of cosmopolitan commerce in the effort to secure for his country a proportionate share of it.

To do this he must become linguist, observer of foreign manners and commercial habits, and, if you please, a diplomat duly accredited to the psychic peculiarities of race, a knowledge whereof is potent in selling goods.

Of small concern need it be to him that centralized management in business of all kinds has reduced his importance and profit at home.

He might as well give up his fight against this, for industry won't be subject any more to the selling competition which, for example, has brought a lot of commercial travelers together in a general scramble for one order, and lost just so much to the capitalists who failed to secure it.

The surplus of unemployed drummers will either have to fall back on other occupations or give a new significance to their own. What the manufacturer until recent years as a rule refused to do, he now must do or be seriously crippled; and his success in ingenious anticipation of foreign taste in goods must depend upon the tact, resource and knowledge of his commercial traveler. The latter is really set to solve this problem, and in doing so he can find far more remunerative employment than before, and a broader mental growth.

The girl who poses for artists always leads a model life.

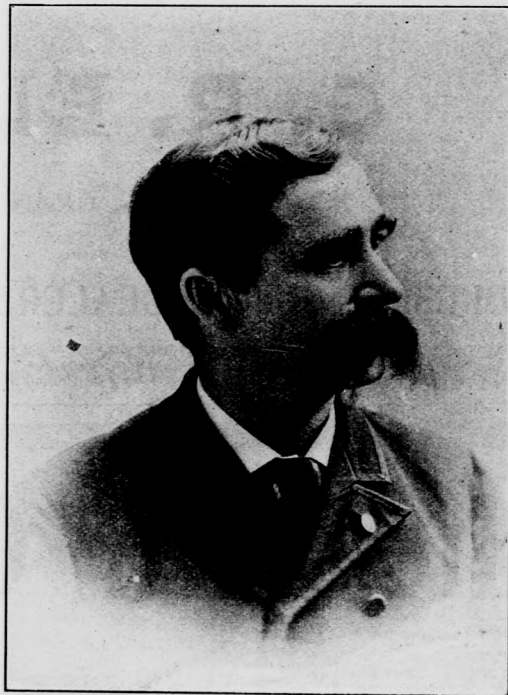
WAGON TRADE.**Changes Noted by an Old Timer in the Business.**

The term "wagons" applies to almost everything on four wheels, and probably in no line of manufacture have there been more changes in the past sixteen years than in wagons, buggies and carriages, both in design, quality and mode of manufacture.

It is not many years ago that carriage and wagon makers were skilled mechanics, knowing well their trade in all its departments—the woodworking, the smithing, the painting and the trimming. Now it is not so. The machine has largely taken the place of the bench hand and the mechanics learn only to make one piece of work of the many required to complete a job, and a good all-around smith can now only be found among the old or middle-aged men.

and nearly every factory in the country uses the best material obtainable. Steel has very largely taken the place of iron and, while wood stock is double the price it was fifteen years ago, wagons are but a trifle more than half the price then obtained. This is wholly due to machinery, but without machinery wagons can not be made and sold at the present prices, and the handmade wagon is a thing of the past.

The greatest change has come in business wagons. Wagons are now especially made for wholesale and retail furniture, laundry, groceries and fruits. There are express, hose, patrol and ambulance wagons. There are wagons for dead animals and for those that are crippled. There are display wagons in attractive form for the shoe merchant, the druggist, the florist and all other industries, until the streets of our large cities



gan—one at Hudson, one at Manchester, one at Alma, one at Ionia and one at Nashville, which at that time were the five leading creameries in the State. About the same time, gathered cream factories were also established in Northern and Western Ohio, which was then called the Western Reserve, but year by year the trade has been constantly expanding, and to-day North and South Dakota, Nebraska, Iowa, Minnesota, Wisconsin and Kansas are among the leading dairy states of the country. The dairy industry of the United States to-day is one of the greatest we have. A few years ago many of the farmers had mortgages on their farms and where creameries have started in their vicinity, to-day these mortgages are paid, and where once you saw old buildings, to-day you see fine residences and large outbuildings. The country around is prosperous where a creamery flourishes.

After running for a number of years on the gathered cream plan, the trade demanded a butter which was more uniform and with better flavor, hence the separators have taken the place of the gathered cream plants, and to-day in the United States there are very few of the old gathered cream factories in existence. Separator butter is made from sweet milk and is a much more uniform article than the old system of gathered cream goods, and still the trade is looking for something better, and it would not surprise us in a few years to see the extractor take the place of the separator.

American butter has been largely ex-

It is less than twenty years ago that the first cheap factory buggies were put upon the market—Cincinnati buggies—and they became a byword. The cheaper they were, the better they sold. Common forest timber took the place of second-growth, dyed cotton and glazed paper the place of leather and broadcloth. Lampblack, cheap oils and rosin varnish, applied with a rag in the hands of a cheap boy, seemed to catch the buyers of both town and country. At the same time, cheap business wagons were put upon the market and the makers of good work found themselves unable to dispose of their products at any profit. But cheap, low-priced work soon had its day. Both makers and buyers were sufferers and, in many cases, made bankrupt; but the tide now seems to have turned to a better class of goods.

The changes in farm and teaming wagons have been great, not in designs, but in quality and mode of manufacture. All of the work is done by machinery, the cost of which is very great,

present a never-ending parade of gold and bright colors.

Rubber tires and ball bearing axles are the two great improvements in the past few years, and these are followed by the Automobile, which is destined to completely change the heavy wagon and carriage business in the near future—not that it will wholly displace the horse, but millions of dollars is already invested in its manufacture, and a new class of iron workers is created.

Ninety per cent. of all the heavy wagons used are made in Ohio, Indiana, Wisconsin and Michigan, while Michigan now produces more medium-priced buggies and carriages than any other state in the Union.

The rapid destruction of the hardwood forests of the country will soon compel the use of iron and steel in the entire construction of all heavy wagons. This will call for an entire line of new machinery, giving inventors and manufacturers a chance to use both brains and money.

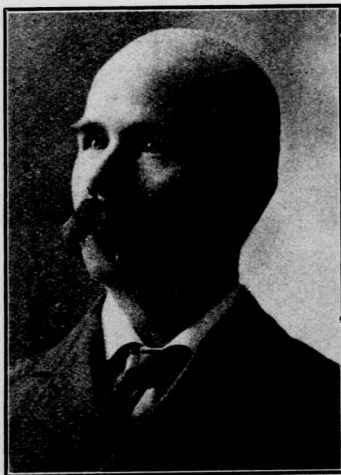
Chas. E. Belknap.

RETAIL GROCERY TRADE.

Some Innovations Which Sixteen Years Have Brought.

Your favor at hand, asking me to say something about the changes in the grocery business during the past sixteen years.

First of all, I wish to say that I do not know much about writing an article for public reading. One thing I do know, however, and that is that in all these years of the grocery business, which are about twenty-five, I have always liked the occupation, commencing back more than seventeen years ago. When but a boy of 17 I began working for Rasch Bros., on Canal street, as a delivery boy, and it was my work also to open the store and attend to the early buying of the fruits and vegetables, which at that time was a very easy task. As time progressed I also did the marketing of



produce and fruits, for the people demanded many varieties and, in order to be in line, I had to get up very early. Now we have a fine market, and a wonderful change it is.

The one thing I have noticed particularly in my business career has been the progress made in this branch of business. Competition has made us work hard, with longer hours. But as time went on, improvements were made, and the one which has put about as much hard work on the grocer as any was the taking of orders. Then came the telephone, which was a wonderful help, and more so to-day than then, as prices for phones are much cheaper and many more people can afford them in their homes.

In the fall of 1879, A. Rasch and myself started a little grocery store on West Bridge street, and from that time on I have noticed the most changes in the grocery business. A sharp competition has made the grocer hustle. We can all remember the cutters who were located on Canal and Monroe streets. They did much business in those days, and how I wanted to follow them; but we have all seen the folly of their methods. The man who tries to conduct business in the manner they did will surely be buried in the same financial grave.

About three years after I began business, another new enterprise started in the form of a trade paper, called the Michigan Tradesman. I did not note its influence much at first, but as time progressed so also did the paper until to-day it is a most welcome friend to the merchants of the State. Especially to the grocers of this city has this journal been of great assistance. Through its efforts the first retail Grocers' Association was formed and from that time

on, instead of working until 9 o'clock every evening, the hours of the grocer were reduced to 7 o'clock and finally to 6:30.

I can assure my brother grocers that I believe in organization. It brings us closer together, takes away that jealous feeling between yourself and your neighbor and makes it more pleasant to do business.

We remember, to our sorrow, the hard times through which we have recently passed and we sincerely hope they are gone never to return.

A hard trial came upon us in the shape of the department store, which, at first, we thought was worse than the hard times, although I fail to see wherein it has hurt the business as much as the man who has \$500 and starts a store and thinks he can run the town; last, but not least, is the greatest danger of all, and although they are in their infancy, we do not know what the trusts will do in the future. We all know that at the present time they dictate to us what we shall pay for goods and also what we shall sell them for. I hope they will result in good, but, at present, it seems to me that they are trying to get the best part of the deal every time.

J. Geo. Lehman.

Character in Business.

Idleness is one of the greatest enemies of character. As some one has said: "The devil tempts other men, but idle men tempt the devil." Do not envy the idle man, whomever you may envy. You may have too much to do, and too many things to think about; still, do not envy the man who has not enough to think about and has to fall back upon himself. The passions of human nature break loose in idle men and wander over forbidden places seeking what they can devour.

You have all heard it said that in our day it is impossible to do business honestly. Depend upon it that is just the cant of scoundrels. Would you not despise a minister if he suppressed the truth in the pulpit to please his hearers? Would you not despise a soldier who turned his back when he came near danger? You know perfectly well the verdict that you have to pronounce on yourself, if, for any worldly consideration, you go on outraging your own conscience. No, it is honesty that succeeds. Perhaps it does not succeed immediately, and therefore those who are for immediate results sometimes are impatient; but a high-minded man will place his faith in a genuine article and a fair price, and in the end he will not be disappointed.

James Stalker.

The Clerk Was Too Fresh.

"Have you got any watermelons on ice?" enquired the man with the basket on his arm.

"No, sir," replied the young man with the eye-glasses.

The customer was about to go, when the young man stopped him.

"We haven't any melons on ice," he said, "but we have some under ice. It keeps them cooler that way. Heat rises and cold descends, you know. Will one be enough?"

"I reckon it will," rejoined the man with the basket. "But I'm going somewhere else to get it. I don't believe I can afford to trade at a grocery where they keep scientists for clerks."

Mrs. Gladstone, widow of the Grand Old Man, is a woman of wonderful strength and endurance. Not long ago she was driving in a pony carriage, when the animal started to run and overturned the vehicle. Although much shaken up and shocked at the time, the venerable lady soon recovered and showed no ill effects of her accident.

WILLIAM REID

Importer and Jobber of

POLISHED PLATE WINDOW ORNAMENTAL PAINT

GLASS

OIL, WHITE LEAD, VARNISHES, BRUSHES

GRAND RAPIDS, MICH.

S. BUTLER, Resident Mgr.

We have the largest and most complete stock of Glass and Paint Goods in Western Michigan.

ESTIMATES FURNISHED. ALL ORDERS FILLED PROMPTLY.

We recommend Reid's Sterling Enamel Mixed Paints, Varnishes and Colors in Oil, and are Distributing Agents for Michigan of

HARRISON BROS. & CO.'S OIL COLORS, DRY COLORS, MIXED PAINTS, ETC.

GIVEN AWAY FREE!

EDISON GEM PHONOGRAPH

RETAIL VALUE, \$10.

WEIGHT, 8 POUNDS.



With 300 VICTOR DEWEY CIGARS, long filler, packed 50 in box, price \$10.50, we furnish A GEM TALKING MACHINE, complete with a reproducer and 10-inch horn.

The records cost \$5.00 per doz. extra, or you can obtain them on the following offer:

With 200 Victor Dewey Cigars, at \$3.50 per hundred, we will give you 12 RECORDS FREE.

With 500 Victor Dewey Cigars, at \$3.50 per hundred, we will give you 30 RECORDS FREE.

All our records are made to order and surpass all other records on the market, being louder and more musical. Records not satisfactory will be exchanged if returned to us (express prepaid) within 24 hours after received.

Loudest and clearest machine on the market. When a man whose name is famous the world over, backs a phonograph with his name, it stands to reason it's a pretty good talking machine, and this machine bears the trade signature of THOMAS A. EDISON. There is nothing on the market to compare with it. The Gem equals any other talking machine that sells for less than \$20. We want an agency in every town, and to get this wonderful instrument on the market, we make this great offer. Any live merchant can sell Gem Phonographs at \$10 each to his trade.

TERMS—Cash; or C. O. D., with privilege of examination. OUR GUARANTEE—We guarantee our VICTOR DEWEY CIGAR to be a Nice, Sweet, Pleasant Smoke; a fine looker; 4 1-2 inches long; handsome label; and equal to the majority of \$35.00 cigars on the market. The Phonograph is a marvel in every way, and made by Thomas A. Edison, which is a sufficient guarantee.

Here's a chance to make all kinds of money. Any live hustler can sell one of these machines to every family. Catalogue of records furnished on application. We refer to Union Trust Co., R. G. Dun Co., Hollis & Duncan. We again repeat "we have the best records in the United States." Order a few for a sample.

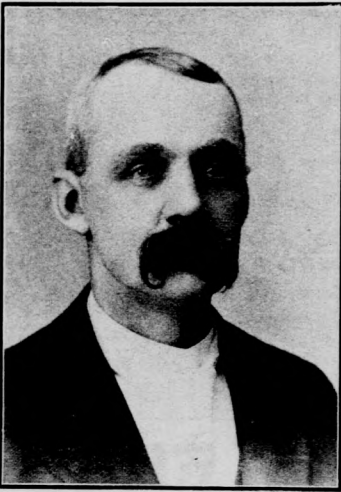
Kelley Talking Machine & Cigar Co.,
56 Fifth Ave., Chicago, Ill.

SANITARY PLUMBING.

In Keeping with the Progressive Spirit of the Age.

All observing persons passing along our better residence streets notice an outcropping pipe in each lot, just high enough to be above the snow line, and a like extension through the roof of the residence. The first is an opening into the sewerage system on the house side of a trap; the other is an opening for the house end of the waste system. They serve two purposes—a circulation of air through the waste system and an escape for the confined air or gases that are forced ahead of water discharges. These modifications are distinguished features of the plumbing preparatory work of to-day, as compared with a very few years back.

In the past the house closet had its inaccessible fouling parts; the bath tub was a thing of necessity, rather than beauty, and the kitchen drain became the rendezvous for the neighborhood



flies. Some part of the house, fit for nothing better, was selected for the toilet. Although small, dark and unventilated, it was used for the purpose. It was so much better than the winter icehouse or summer hothouse yard fixture, we seemed not to question the prevalence of odors or musty conditions.

The rapid introduction of earthen and enameled toilet and kitchen fixtures of a most cleanly and pleasing character has induced the house owner to set apart a room of fair proportions, one well-lighted and aired. The toilet room has become the dressing room. To its use we look for health and beauty. Instead of hurrying from it, we linger.

These conditions have been brought about, not alone by the introduction and use of a higher grade of fixtures, but by intelligent installation. The honest and well-informed man of to-day engaged in the plumbing business is more concerned in the proper and safe arrangement of the hidden work than of that in sight. If it does not leak and looks well on the surface, the owner rests contented; but back of all this are the questions: Is the waste system perfect? Has the right material been used? Will it remain right? The work and material in sight show for themselves, but how about the covered-up part?

There probably is no part of a building construction that calls out more problems than the installation of the various plumbing fixtures with the hot and cold supplies, systems of waste and a trapping of fixtures that will not be subject to syphonage, including provi-

sion for the escape of pent-up gases. So important has this become that all the large cities have established stringent regulations and inspection over this branch, on the ground of safety to public health. The renting of a house unsafe in a sanitary point of view is cause for damages under the law in many states. To sum up the changed conditions in this branch, dating only a few years back, we mention the custom of having everything of a fixture order exposed most fully, the absence of woodwork from all parts subject to moisture, the greater use of nickel-plated pipe work and, more than all else, the care required in having a safe and perfect waste system. It has been said that both the doctor's and the plumber's work is alike in one respect—much of it is buried. However, unfortunately for the plumber, his comes to light again.

To the intending builder no better advice can be given than to see that such work is under intelligent and reliable supervision. If it is found defective it can not be remedied except at much increased cost. Warren C. Weatherly.

Choosing a Career.

In most cases both of men and women the struggles and disappointments in industrial pursuits arise from a lack of thought in choosing a career. That is fatal to any endeavor. A grave and daily recurring mistake is made in seeking the fields that are already over full, and not looking afar for new occupations. If fewer girls would qualify themselves for the overcrowded professions, and fit themselves for other skilled employments and newer industries, there would be fewer discouraged, anxious, overburdened women.

The careful mother who watches her child and takes note of its developing tastes and studies its natural inclinations can assist much in deciding the question of occupation, and help the girl to find the place which is to be hers in the world. The lives of women who have become famous in various lines of work show that as children they spent many hours in counterfeiting the work in which they afterward became pre-eminent. The child's occupations were the woman's in embryo. Fostering a and taste, strengthening an inclination, can be quietly done by the mother, and under such training the question will almost settle itself.

She is a fortunate girl who has a mother who can set her with her face in the right direction toward her life-work. Once her place is found the girl who would make her work profitable must pursue it diligently, striving with all her might to render herself as nearly perfect in it as possible. This is an age of competition, and only the best will succeed. Unless one strives incessantly to get to the top she will remain at the bottom, and down there lies the threatening monster starvation. Unless in filling her position she can make her influence and power felt broadly and beneficently, unless she can develop and bring the best, the noblest and the most generous instincts of her nature to her work, she has not chosen the right work or the right place in which to pursue it.

Sallie Joy White.

Didn't Want Heart.

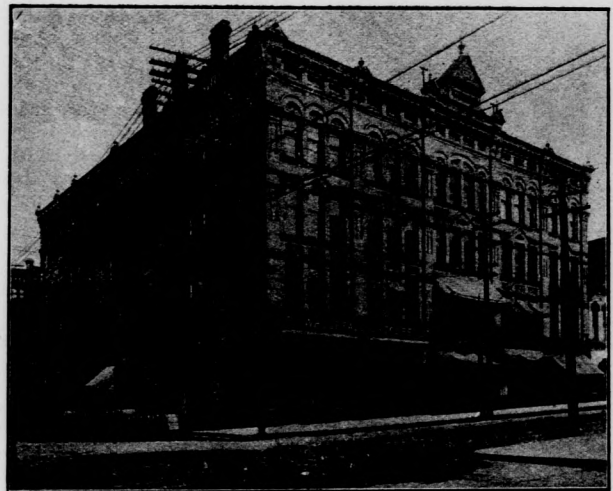
Little Girl (crying): "Oh, I've lost the ten cents that mamma sent me to the butcher's with. Boo-hoo-hoo!"

Kindly Stranger: "Come! Take heart, little girl."

Little Girl: "I—I can't sir, boo-hoo! It's liver she wants."

Ball Barnhart Putman Co.

WHOLESALE



==GROCERS==

1868===1899

Ionia and Louis Streets,
Grand Rapids, Mich.

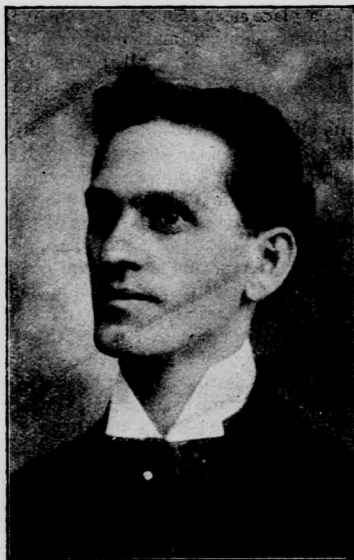
MILLINERY TRADE.

No Other Business So Exclusive or Uncertain.

Those of your readers who follow millinery pursuits will bear out the statement that, as a business, it has no first cousins, aunts or uncles; in other words, it is a trade which flocks all by itself, and there is not another mercantile industry in the world so distinctly exclusive or uncertain.

There are four seasons each year, and they are brief; hence the millinery merchant must "make hay while the sun shines" or suffer from the drouths of procrastination.

The prevailing belief with some that millinery is all profit is an exhibition of ignorance which would soon take wings should those who labor under this delusion invest their capital in this transitory merchandise. The dry goods merchant invests in staples and novelties, knowing that sooner or later every dollar's worth will find a customer at



some price, but with millinery it is different, depending wholly upon the caprices of Dame Fashion. You don't catch a lady wearing a passe hat if she knows it, for it is the most conspicuous item in her costume, from which all other wearables are measured. A certain hat may prove extremely popular and enjoy an immense sale for a while and this very fact is its death sentence, for no sooner does it become common than it is relegated by the fashion followers to innocuous desuetude. With a man a Derby is a Derby, but with a woman another hat like her own means re-construction from the foundation to the dome.

Thus confronted with these freaky trade obstacles the milliner often finds himself or herself with a load of goods condemned in the morning of their brilliant career. This is but one phase of the milliner's long array of troubles, for every woman in the world has her peculiar type of features, demanding a shape and trim slightly or radically at variance with those of her neighbor, and, like the sitting for a picture, unless it flatters her she won't have it; hence it becomes incumbent upon the millinery architect to create this ideal bonnet if he expects to win the favor and patronage of the fair sex. His resources of genius and material must, therefore, be inexhaustible, and, remembering that perhaps within the next thirty days there may be a complete

metamorphosis in the field of millinery fashion, is it any wonder that there are so many prematurely grey-haired people in the business?

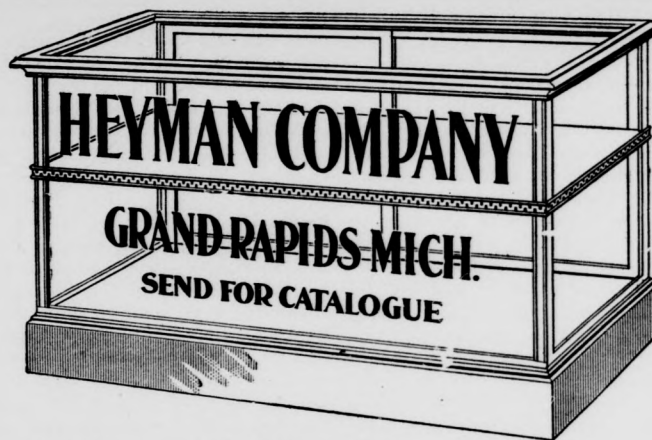
The jobber gets the hot end of the poker when he goes to the manufacturer for his season's stock. He is obliged to assume all the risk of styles proving unpopular and therefore unsalable because he must necessarily place his orders for goods on the estimated season's business, ordering from samples only. Thus the wily manufacturer escapes all responsibility, making up the orders after they have been booked. The retail merchant, however, is strictly in it, buying from the jobber with the full complement of quantities and styles before him. The jobber consequently finds it imperative to visit the markets frequently in order to keep his patrons in touch with the ever-changing panorama of millinery fashions.

Having been engaged in both wholesale and retail millinery for the past ten years in Grand Rapids, we are in a position to compare the class of goods used in this with other states. Grand Rapids had not up to this time enjoyed any distinction as a millinery center. At the present time, however, our wholesale field embraces nearly every state to the Pacific coast and we will not be accused of egotism when we claim that through our efforts this city is now recognized as one of the foremost millinery centers in the country. The styles which emanate from Grand Rapids, like our furniture, always meet with special favor and even the great city of Chicago finds it advantageous to visit this market frequently and pick up the good things. Michigan milliners, as a rule, buy a better class of goods than those in most other states. This fact may be attributed to the prosperous condition of our people and the exceptional taste of our women.

Heber A. Knott.

To Broaden a Child's Mind.

Expand the child's mind by showing him from time to time scenes from all sides of life. Take him to-day to studios and let him see how pictures are made; next week to silk-factories, to learn the poetry of labor, and afterward to a brick-yard and an iron-foundry, not forgetting the claims of great churches and monuments upon an elevating education. The alternation of city and country is a delightful stimulant. When travel is possible we should give the child glimpses of mountains and sights of the sea, and let him become acquainted with mountaineers and fishermen, even as he ought in town to know something of the ways and thoughts of the workmen, so that he may come to feel sympathy with all sorts of people and understand the merit of labor. Actual experience of this kind is worth infinitely more than the theorizing in schoolbooks. It is not particularly interesting to a child to read that he should be grateful to all the people who supply him with his daily comforts; to the farmer, the baker, the manufacturer, the builder. But when he sees how grain grows and is converted into flour; how furniture is wrought from blocks of wood, and thread is woven into cloth, the whole history of the objects about him is revealed. The different parts of life become connected and he gets a sense of the thread of harmony that runs through it all. And he has a moment of satisfaction, coming through a feeling of kinship with the world, which is more useful than gratitude upon general principles. Florence Hull Winterburn.



This Showcase only \$4.00 per foot.

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



Manufacturers of all styles of Show Cases and Store Fixtures. Write us for illustrated catalogue and discounts.

Picture Cards for Carnivals and Country Fairs

Nothing takes so well with the visitors at carnivals and fairs as picture cards, which are carefully preserved, while ordinary cards, circulars and pamphlets are largely destroyed and wasted. We have a fine line of Picture Cards, varying in price from \$3.00 to \$6.00 per thousand, including printing on back. Samples mailed on application.



Tradesman Company

Grand Rapids, Michigan

CREDITS AND COLLECTIONS.

Recent Improvements in Handling Both Lines.

With the increasing complexity of peoples needs, or at least their fancied requirements for proper living and doing in this age, there comes less simplicity; also, in the manner of meeting the obligations thus incurred; likewise a more efficient system of collecting on those liabilities is one of the important necessities in modern business.

The financial plank is, after all, the thickest supporting beam in the stage of any sort of action, political or commercial; and even the ethical society goes down ultimately with no sound money management under it. In that is meant a qualification of money management and not money simply, which is the only way that the reference is safe, perhaps; at least, in a paper having to do with the economics of commercial life and not of politics.

In the earlier days, even since the advent of the Michigan Tradesman, the farmer brought in his produce and fair trade was made with the storekeeper for household and farm supplies. Little credit was asked or needed, save in a simple way of "settin' down the balance on the book." The credit was not branched all over the town, but concentrated in the general store. In a larger place the system was amplified to the extent of a collector—a sort of combination of constable qualities and shrewdness, known to be a pretty good fellow to dun—who was employed by a number of firms. Later, he or his type branched out to the extent of the combination traveling man and adjuster of claims—the fellow who would drive out into the country from his "stop" and bring back the goods or the money, part or all.

Within the past sixteen years the purposes of trade have grown larger; the circumference of it, elastic enough before, has widened beyond the possibility of measurement, and with all that has come need for the most ingenious methods with which to meet keen and jealous competition.

In resorting to such expedients and in the temptation, or, sometimes, the ignorance, of the tradesman in his frantic grasp for a large patronage in his whirl of unintelligently placed credits, he catches at all sorts of schemes offered by an oily-tongued solicitor who is always representing some national or universal agency located in another city, and establishing a branch office wherever a prospective victim happens to be located, which, upon investigation, is found to have no standing or clientele at home and often not even having an office or appearing in the city directory, and existing only on wind and unfulfilled promises. His volume of book accounts increases, while his stock decreases, and he ends with a double column under profit and loss—principally loss. Sometimes, before he reaches the stage of posting his books in that way, he makes out a lot of statements and sends them in a lump to a local attorney, whose only recommendation is that he is a customer or offers to take his pay in trade. When court adjourns and election is over, if the attorney is honest, he writes a letter on such claims as are not against ward politicians or prospective delegates to the next convention; and, if the debtors do not respond, he puts the claims in his pocket. The next time he has business in their neighborhood he interviews a few of them, listens to their tale of woe, often learn-

ing what kind of a robber he is trying to do business for and trade with, and delegates the further handling of the claims to his office boy or the janitor of the block and finally goes elsewhere to trade to avoid being annoyed with requests for a report on the claims, many of which he knows are worthless, but dares not say so for fear of offending some voter.

If those statements were to go to a collection agency having a well-balanced credit department, the needless work of attempting to do anything with a lot of dead-beat stuff would be saved and the creditor in question would be apt to receive the part of them that were of that sort, within a few days of the time of sending, marked worthless and uncollectible. Then he would wonder how in several kinds of mystery those people knew so much in such short order. This

trusted; but he may give with perfect ease the same information to an association of which he may be a member—one which deals with general business matters and will be fair and careful in summing up the information received from him and others for the use of some one in whose experience that particular individual has never come. The first mentioned tradesman will return to the same agent for knowledge of the financial liability of another credit-seeking man who has been in his neighbor's path; but his neighbor isn't willing, nor is he anxious, for an exchange of experience directly given. Based upon this law of human nature is the great credit-advice system of the modern business world. Intelligent recourse to it by all credit-dealing corporations and individuals would result in a most healthful drainage of the credit-seek-

can pay he should do it with reasonable promptness; if he doesn't do it naturally, he should be made to do it by the quickest available method; if he can not pay he hasn't the shadow of a right to appropriate another man's goods or time or money with no decent recompense for the same, and he had better be placed on the charity of the community than allowed to prey upon any one merchant.

The influence of the collection department upon the advice system is obvious. With thousands of claims in the hands of the enterprising agency and the organization they are bound to have, with men to cover, in routes, the whole city and surrounding suburbs at regular intervals and the business portion every day, the office at the center is in the way of receiving a vast deal of knowledge at first hands.

With reference to the outside claims, the combination traveling man and collector of twenty years ago has been resolved, by the up-to-date agency, into an attorney in every town of importance or in a place near enough to reach even the little junction and the farmer a number of miles out, all bound by a common compact, for whose acts the agency holds itself entirely responsible to its client. The individual would nine times out of ten, in attempting to deal direct with an out-of-town attorney, choose, in the first place, the wrong attorney for that particular line of procedure; and, in the second place, he trying to direct at too long range work that often requires instant decision and action, all of which is a friction that the agency, in constant touch with its men wherever they are, has overcome by system.

Sometimes there arises an exigency that must be met by a head charged with more intimate knowledge of the situation than can be given by written instructions to the distant attorney, in which event the agency sends one of its office attorneys direct from an interview with the client. The office man gets order out of chaos; he obtains ever so small a payment on an expiring note, and succeeds in renewing it without expenditure; he catches goods before they get out of the place; he knows the statute of limitations by heart; he has a nose like a hound for proceedings in bankruptcy and he scents his possibilities in the case before the individual in the case himself knows that there is any such release from his troubles.

The great study of concentration of energy has been apparent in the advancement in the business of collections and credits, as it is the power in all other forces that have any sway in the commercial world. And, perhaps, that one step has had more to do with the betterment of affairs generally than any but a close student of business conditions will be willing to admit.

In any event, certain it is that there is a more healthy atmosphere in both credits and collections than has been true of any previous decade within the history of this country; and, as system and full knowledge of conditions must tell in any vocation, they have told in this and will be still stronger factors in the legitimate business affairs of the next century. Luther J. Stevenson.

Small Things, Large Volume.

At Schweinfurth, Bavaria, is one of the largest of the world's manufactories for bicycle ball bearings. The two factories there, belonging to one firm, turn out annually 2,000,000 gross of these little steel balls, and employ 600 men, working for a day of ten hours' duration.



knowledge is gained simply by reference to their files—which, if they are a reputable and reliable agency, have been compiled with the greatest care and repeatedly revised, all ends to accuracy and justice having been met and weighed thoughtfully—and by calling upon sources of information possible to only a disinterested party in trade, although these sources are found in the center and rush of trade.

It is distinctly true that a tradesman will give information about his business experience with an individual only when he is not called upon to directly inform a competitor. It would not do for a business man to say very often to another, especially if that other were in the same sort of business, "You had better not trust such and such an individual." Even if he were the most fraternal of men otherwise, his motive, if in close competition, would be dis-

ing portion. Legitimate credit-seeking we want; in that lies the possibility of bigness of plan in the financial make-up; but it is a clearing house that is needed.

The combination of collections and credit-advice resolves itself into a force that is stronger than either alone. In the case of the former, there is a heavy leverage obtained through the latter, in that the agency is enabled to bring to bear upon the mind of the debtor that not only the collector who is approaching him will have knowledge of his disposition to pay, but as many others as have occasion later to open credit with him, if they choose to avail themselves of the compiled information about him. If that information isn't favorable, a few refusals of credit will begin to tell, and in the end he either goes down or mends his ways. It isn't a question of sympathy, because if he

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Corner Canal and Lyon Streets

*Solicits the patronage of retail dealers and individuals
in Grand Rapids and Vicinity.*



*We invite personal interview with a view to business
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Resources exceed \$2,000,000.



*John A. Covode, President. Henry Idema, Vice President.
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GRAND RAPIDS BUSINESS UNIVERSITY.



*Shorthand, Typewriting, English
and Practical
Training School*

*is the best place for young men and women to secure that Practical and
Useful Education that will enable them to accept and hold lucrative posi-
tions, and take their places in the commercial world above those who neglect
such preparation.*

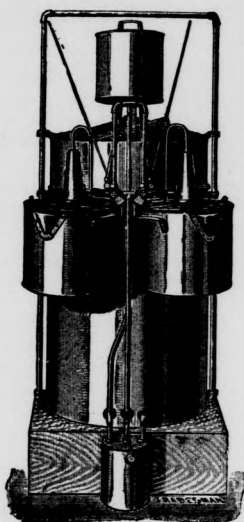
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School Expenses light. Instruction thorough. Send for Catalogue,
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*All people who
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Double Genera'or
have
The Best Light
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The Least Cost.*

*We
can tell you why.
And prove the
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Ask
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You will get
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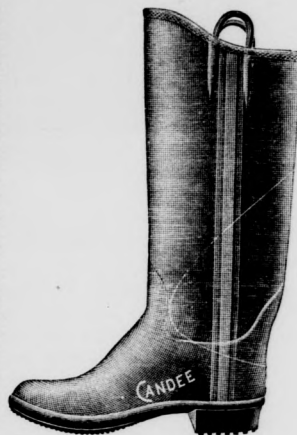
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**Rubber Boots,
Shoes,
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Gloves,
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and Kerseys**

We also are manufacturers of **Leather Belting**
and **Jobbers** of all kinds of **Rubber, Mill and Fire**
Department Supplies. Send for price list.

STUDLEY & BARCLAY,

No. 4 Monroe St.

Grand Rapids, Mich.

FARM PRODUCE.

Detailed Statistics Compiled by an Extensive Operator.

Referring to the produce situation at the present time as compared with fifteen or twenty years ago, we will first call attention to the territory tributary to the city of Grand Rapids. Fifteen or twenty years ago few pieces of land were under cultivation, excepting in a general farming way. To-day, as you drive around this city, you will find the country generally all under cultivation. Many pieces of land which a few years ago were considered too rough and hilly or swamp land and of no value are today the richest gardens and fruit land we have and a drive in any direction during May and June affords one of the most interesting rides one can take, as the country looks to be all one garden interlined with fruit orchards which include all kinds of fruit, including peaches, pears and plums, and all kinds of early vegetables. The country, being rolling, affords as fine scenery as is seen in many places in California.

One has only to visit the early market from 4 to 6 o'clock in the morning to be convinced and surprised at the amount of produce brought to this market, the average number of teams ranging from 500 to 1,000 on all good market days—and this without any peaches.

The prospects at the present time indicate the largest peach crop for next year this market has ever known. It stands our city officials in hand to hustle and increase the present market capacity and be prepared for double the teams they are now able to care for. This should be done this year; otherwise many teams will not be able to reach the city market and will be obliged to use the public streets to sell their fruit.

Eight or ten years ago a large percentage of the peaches and plums shipped out from this territory went by express. Now nearly all shipments are made in refrigerator cars, which go direct to destination without change or re-handling—shipments ranging from 200 to 500 bushels to a carload. Peaches shipped in refrigerator cars, when properly loaded, should reach destination in perfect order, fresh and fine as when shipped. One can readily see the great advantage in the present mode of transportation of fruit over the old way of shipping by express, where fruit was handled several times while in transit and shipped in hot express cars.

A few years ago nearly every town within the territory 200 miles north of here was a lumbering station, very little farming being done, so that nearly all of the towns south were shipping in their supply of butter, eggs, pork and provisions, and during the early summer months more or less of their potatoes. To-day it is different. Nearly all of these towns are self-supporting and are supplied daily by farmers in their immediate locality. This section now has some as fine farms as you will see in the State, and at nearly every station there are a large number of bushels of potatoes shipped out, as well as butter, eggs and other provisions which come in competition with the farms in the southern part of the State, which have been settled for fifty years or more, as well as other producing states.

Michigan as a State stands to the front as a large producing State for beans and potatoes. It is also recognized as a large fruit producing State, leading in certain varieties of apples, and also peaches, pears and plums.

The estimated number of bushels of

beans shipped from Michigan during the season of 1896 and 1897 was 3,049,135 bushels; for 1897 and 1898, 1,765,175 bushels. Five hundred to 550 bushels of beans constitute a carload.

The year 1895 was the largest potato producing year for the United States on record, the total number of bushels being 297,237,370. The total number of bushels for the year 1898 was 192,306,338, or 104,931,032 bushels less than four years ago.

For the information of some of your readers and also shippers of butter, eggs, hay, apples, beans and potatoes we give you the following items, which show the business done in this special line in the United States:

IMPORTS.		
Year.	Potatoes. Bushels.	Value.
1897	246,178	\$145,584
1898	1,171,282	473,116

ties, such as Bermuda and Egyptian onions for the early spring trade.

IMPORTS.		
Year.	Hay. Tons.	Value.
1897	61,858	\$845,500
1898	81,827	1,151,273

Total number of acres and production of hay produced in the United States during the following years:

Year.	Tons.	Acres.	Value.
1897	60,664,876	42,426,770	\$401,390,728
1898	42,780,827	66,376,920	398,060,627

General average value for the United States, \$6 per ton.

The average yield per acre of hay for the year 1897 and average price per ton for the following States was as follows:

State.	Average price.	Average price.
Michigan, 1 49-100 tons.	\$7.75 per ton.	
Minnesota, 1 57-100 tons.	Average price, \$4.50 per ton.	
Iowa, 1 50-100 tons.	Average price, \$4.25 per ton.	

Duty on eggs, 5c per dozen.

EXPORTS.		
Year.	Dried Apples. Pounds.	Value.
1897	39,775,401	\$1,340,159
1898	31,031,254	1,897,725

EXPORTS.		
Year.	Green Apples in Barrels. Barrels.	Value.
1897	1,503,981	\$2,371,143
1898	605,390	1,684,717

EXPORTS.		
Year.	Clover Seed. Pounds.	Value.
1897	13,042,994	\$1,003,157
1898	31,155,381	1,892,101

The following statement will show the increase in acreage, production and value for potatoes in the United States for the following years:

Year.	Acres.	Bush.	Value.
1869	1,222,250	133,886,000	\$ 57,481,362
1879	1,836,800	181,626,400	79,153,673
1887	2,357,322	134,103,000	91,506,740
1890	2,651,579	148,078,945	112,205,235
1893	2,605,186	183,034,203	108,661,801
1897	2,534,577	164,015,964	89,643,059
1898	2,557,729	192,306,338	79,574,772

The average yield per acre of potatoes in the following states for the year 1897 was:

Michigan, 72 bushels per acre. Average price per bu., 43c.
Minnesota, 106 bushels per acre. Average price per bu., 31c.
Iowa, 60 bushels per acre. Average price per bu., 47c.
Colorado, 97 bushels per acre. Average price per bu., 56c.
Wisconsin, 99 bushels per acre. Average price per bu., 38c.

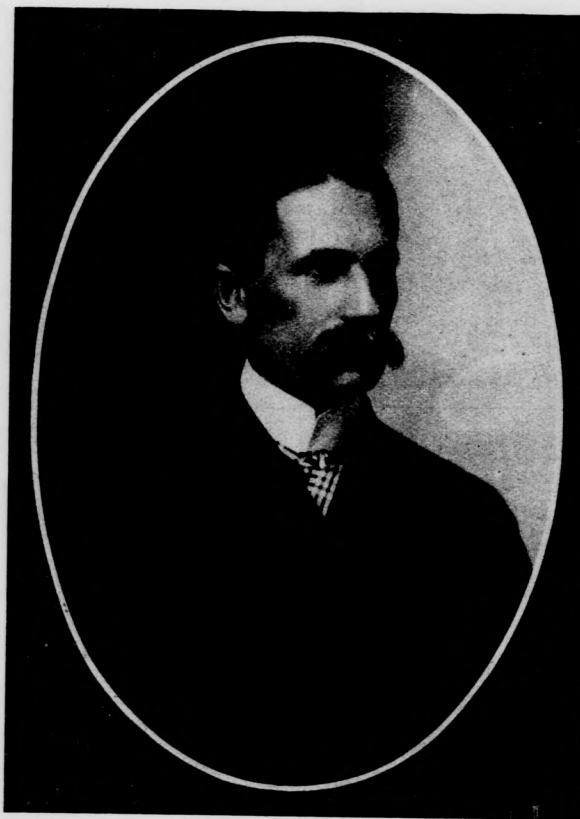
For the past five years the average yield per acre in the United States has been 79 bushels, or an average value of \$30.40 per acre, or an average of 38c per bushel.

It is well to compare notes occasionally to realize the changes constantly being made. E. A. Moseley.

Duty of Employers to Employes.

It is to be regretted that the relationship between employer and employe is of so mechanical a nature that each feels that he has done his duty sufficiently when he has fulfilled his part of the contract according to the agreement made between them. Each appears to be afraid of going beyond this and inconveniencing himself in doing more than he is absolutely called upon to do. The average merchant feels that he has achieved a triumph when he has hired a clerk for the smallest possible salary to which he could grind him down; while the clerk, on the other hand, thinks that he has earned his money when he has answered questions asked him by customers, and has condescended to place goods upon the counter to be inspected by them. This is a great mistake, however, on the part of both, because each owes something more to the other than can be compensated for in dollars and cents. As long as the merchant regards his employes as machines, just so long will they be apt to act as such. What inducement is there for them to exert themselves unduly in making strenuous efforts to sell goods when it will not be appreciated by the employer? The latter should take a friendly interest in their welfare, aside from their business relations, and, by thus winning the personal attachment of the clerks, he will be able to obtain much better service.—Stoves and Hardware Reporter.

One man pursues power in order to possess wealth, and another pursues wealth in order to possess power; which last is the safer way, and generally followed



Import duty on potatoes, 25c per bushel.

Average cost per bushel of imported potatoes, 40c, less duty of 25c per bushel would leave the price to the shipper 15c per bushel. You can readily see that the net cost to the farmer in this case would be very small.

IMPORTS.		
Year.	Beans and Dried Peas. Bushels.	Value.
1897	482,984	\$489,274
1898	163,543	149,197

Import duty on beans, 45c per bushel.

IMPORTS.		
Year.	Onions. Bushels.	Value.
1897	560,138	\$627,273
1898	488,853	429,173

The duty on onions is 40c per bushel. Many of the onions shipped to this country in crates are of the early varie-

New York, 1 35-100 tons. Average price, \$8.25 per ton.
Wisconsin, 1 35-100 tons. Average price, \$6.25 per ton.

EXPORTS.		
Year.	Potatoes. Bushels.	Value.
1897	926,646	\$515,067
1898	605,187	400,666

EXPORTS.		
Year.	Beans and Dried Peas. Bushels.	Value.
1897	900,219	\$1,110,387
1898	850,184	1,094,094

EXPORTS.		
Year.	Onions. Bushels.	Value.
1897	73,511	\$60,088
1898	100,148	90,832

EXPORTS.		
Year.	Eggs. Dozen.	Value.
1897	1,300,383	\$180,954
1898	2,754,810	448,370

Simmons Knitting Co.

will show the finest
line of



**LADIES', MISSES' AND
CHILDREN'S UNDERWEAR
AND GENTS' UNION SUITS**

on the market this fall.
Wait and see our samples.

SIMMONS KNITTING CO., Grand Rapids, Mich.

Druggists

If you want a large Profit
and Best Seller, order

White & White's Headache Powders

Michigan is being thoroughly advertised.
Goods guaranteed. With each dozen 25c
size at \$2.00 we give free 1 dozen 10c size,
which brings the cost of large size down to
80c. Send in trial order to your jobber.

WHITE & WHITE COMPANY, Grand Rapids, Michigan.



Sweet's Hotel.

J. E. RICE, Proprietor.

Rate, \$2.00 Per Day.
Room with Bath, \$2.50.

Grand Rapids, Mich.

Cummer's Patent Folding Crates

Humpty Dumpty Folding Egg Crate

**No Broken Eggs!
No Time Wasted!
No Disputed Count!**

The Best, Cheapest and Most Convenient Egg Carrier in Existence. A First-Class Advertising Novelty. With Fillers Removed they can be used for many other purposes. Made in sizes to hold 3, 6, 9 and 12 dozen, respectively.

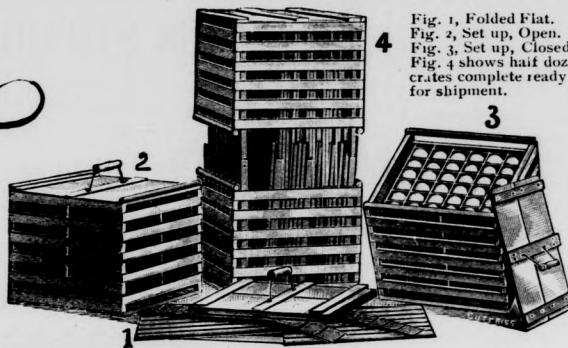
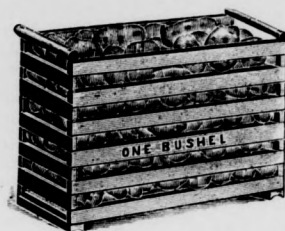


Fig. 1, Folded Flat.
Fig. 2, Set up, Open.
Fig. 3, Set up, Closed.
Fig. 4 shows half doz. crates complete ready for shipment.

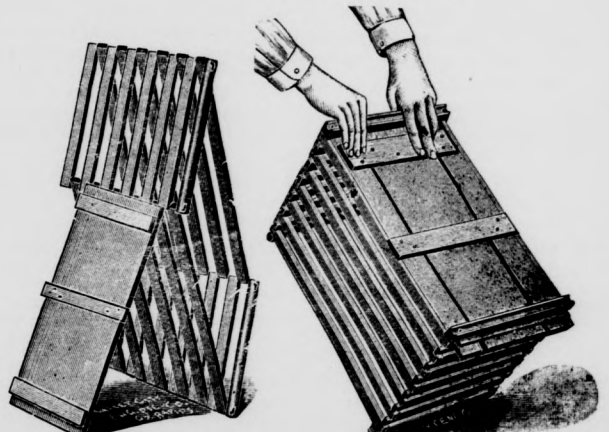
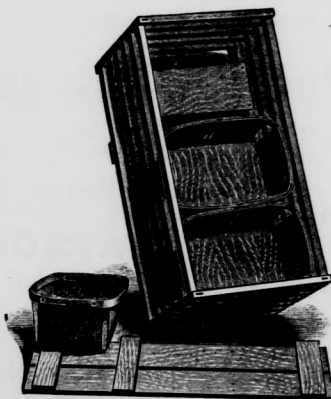
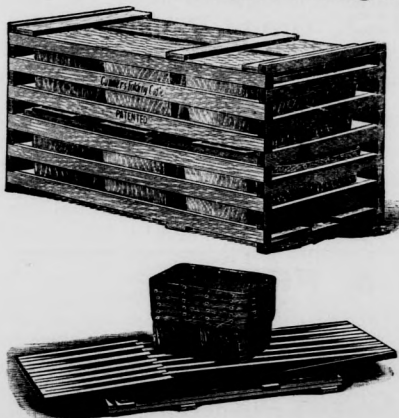
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Simple and
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No Nails,
Screws or Tools
Required.**

Slats are Made of Hardwood with
Corners Rounded.

Cummin's Folding Six Basket Carrier.



Partially Folded.

Manner of inserting bottom in crate.

This is the best package for shipping Peaches, Pears, Plums, Grapes, Tomatoes, Etc.,. It is convenient for both shipper and consumer, are thoroughly ventilated and contents are carried without bruising. The crates fold flat and the baskets nest. Can be piled in car one upon another, no crating necessary. Can be returned at cheap rate of freight. Give us your estimate and let us make you price.

Send for prices. Manufactured only by

Cummer Mfg. Co., Cadillac, Mich

Automobiles as a Factor in Transportation Problems.
Written for the Tradesman.

There is so much of mechanical complication involved in the construction of the various types of self-propelling vehicles—electric, gasoline, steam, etc.—and the work of training mechanics for the care of such machines is necessarily so slow, the early development presented difficulties which made it a question as to whether there would ever be material significance in the movement. The early machines of all the types of construction were unduly complicated, and the designs involved much that required the most costly and elaborate machinery. Thus for a long time the first cost of any practical self-propelling vehicle was too great for it to cut much figure in questions of economic transportation.

Among the nations to take up the development of this mode of progression the French has taken the lead on account of her favorable situation as to passable highways. The productions of the French engineers have shown much of original inventive genius and skill of construction, but in their work has been the lack of system, of the use of interchangeability, of gibbs and templates and automatic construction, which has given the Americans so great lead in mechanical work. Thus their machines are very costly and the breakage or derangement of a part involves much work and skill in repairing and fitting.

As the work is taken up by Americans there is introduced as rapidly as possible the principle of duplicate parts and automatic construction. This in its designing and first installation is very costly, and so while the work is progressing there is no tendency to cheapening of production. If there is such cheapening at present it must be in anticipation of future results of such methods of construction.

But notwithstanding these hindrances to the rapid growth of automobile production, the last year or two has witnessed tremendous strides. Vehicles for private use are coming to be largely advertised and sold and the express and transfer companies are experimenting with them in many localities. Reports of contracts for considerable numbers are so frequent that a rapid revolution in all kinds of transfer business seems imminent. Considering the present cost and the as yet experimental condition of much of the work, this rapid increase in its use argues an easy conquest when the inevitable cheapening and systematizing of production take place.

One lesson is being learned from the use of bicycles and other pneumatic vehicles which promises to be of vast significance, viz., the value of elasticity in road improvement. It is a matter of astonishment how quickly the yielding tire will make for itself a hard and smooth path through muddy streets. Every such path is an object lesson suggesting the value that will be found in the use of such tires on a larger scale, as in the automobile wagon. The problem of road construction will then resolve itself into the preparation of a properly drained surface sufficient to hold up the elastically supported load and such traffic will do the rest. The constant running of these vehicles over any streets made to sustain them will thoroughly squeeze out the moisture and compact the materials so that rain will have little effect upon them. And such roads will soon become so level and hard that they will not be cut up by the ordinary iron tire suitably proportioned to its

load, and the use of others will be regulated by legal restrictions. Then the degree in which the horse is supplanted by self-propelling vehicles will do away with the destructive shoe calks, and if this is not enough these may also be subject to regulation. Indeed, the value of this factor in the solution of the problem of good roads can scarcely be over-estimated. Let these vehicles come into general use and the short stretches of passable highways radiating from all large towns will rapidly lengthen until the whole country will be abundantly provided with the best means of local communication, and this with means which will insure their permanent maintenance and improvement.

Among significant items in relation to automobiles are statements in regard to experiments for their use instead of, or in competition with, street cars. It is only recently that electric roads have undertaken to meet the needs of suburban traffic, and to connect towns of moderate distance apart. It is being found that for much of this traffic the installation and maintenance of electric roads are too costly and it must be provided for by other means. The building of an electric road means the introduction of an alien and disturbing structure. Instead of an improvement in existing conditions it is apt to be a serious detriment. It must be maintained purely and simply for the benefit of its trains, and there are no natural provisions for improvement. There is nothing ahead but deterioration, to be made good by repairs and new construction.

The building and maintenance of automobile roads for the same purpose will involve an entirely different problem. Instead of building an independent and intruding structure the present highways will be utilized. These will be improved to a degree to make the self-propelling vehicle practicable and the use of these will complete the preparation, insuring permanence and constant improvement.

At the present prices of such vehicles the cost of equipping a line with electric traction is far above the automobile. The preparation of the road is also much cheaper and this cost is entirely in the line of public improvement. But when the manufacture becomes perfected the vehicles will be greatly reduced in price and then it is safe to predict that their use will be a disturbing factor in the value of suburban electric traction, if, indeed, they do not come into competition with the present street railway conditions in the cities.

W. N. Fuller.

Have Confidence in Yourself.

Timidity in trade is, in one sense, as much a vice as any of the more abhorrent evils catalogued by men. Vice undermines manhood and saps the courage and virtues of our being. Timidity in the business world eventually produces precisely the same effect. The names of men are legion who have fallen into ruin's pit simply because they did not dare to act. Aware of the value of a good thing, they failed to push forward because they distrusted their own ability. Confidence is hope. Lack of it is almost despair. Hence the possession of confidence is as much a business asset as the possession of extraordinary qualities. That is why the commonplace man so often proves the successful one while his more brilliant neighbor remains in the ranks. No successful business man was ever timid. Launch out—that is the keynote. If you believe there is a show to win, cast all your energy and determination upon that issue and take your chances. Hesitate, and your confidence weakens; still hesitate, and it dies. The entertaining of timidity spells ruin.



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S. W. COR. DIVISION AND FULTON STS.

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LATELY REMODELED. OFFICE ON GROUND FLOOR.



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- PORTLAND CEMENT
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Feed of all Kinds.

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Wants your Prices on

GRAIN, HAY and WOOD in Car Lots,

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WATSON & FROST
MANUFACTURERS OF
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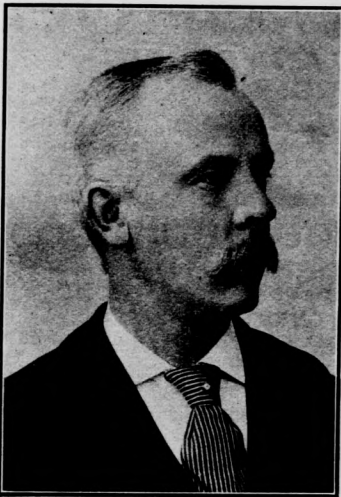
GRAND RAPIDS, MICH.

COMPRESSED YEAST.

Wonderful Increase in the Sale of the Staple.

To the Fleischmann family undoubtedly belongs the credit of originally introducing compressed yeast into this country. As near as I can ascertain, compressed yeast has been used in the European countries for hundreds of years, and while the late Oliver Bleak, who conducted a grocery store many years at the corner of East Fulton and Lagrave streets, claimed to have manufactured compressed yeast at Buffalo many years before the Fleischmanns came to this country, yet his operations were on such a small scale that they are hardly entitled to the attention of the careful historian and do not detract in any way from the credit due the Fleischmanns for the originality, ingenuity and energy they have shown in developing and extending the business.

Fleischmann Co. first introduced



compressed yeast in Grand Rapids in 1871, P. Kriekaard being agent at that time. Fermentum yeast was introduced in the city by A. Kadish in 1873. He was succeeded by the late P. Spitz in 1878. The Vienna yeast entered this market in 1885, and the Red Star yeast in 1889. At the present time there are seven companies represented here, as follows:

- Fleischmann & Co. by J. Smyth.
- Riverside Co. by J. Campbell.
- Vienna Co. by C. W. Mulholland.
- Red Star Co. by C. Showalter.
- A. P. Callahan by M. C. Goossen.
- Speilman & Co. by Geo. Robson.

Sixteen years ago four wagons were sufficient to accommodate the business. Now eleven wagons are employed in the traffic.

Sixteen years ago yeast was an article of slow sale, the demand being mostly for dry yeast. Now a very small percentage of dry yeast is sold, both bakers and consumers using compressed yeast. A great many grocers sold yeast in bulk form at that time, but, on account of the necessity of its being exposed to the dust and dirt, it was put up in tin foil cakes, which has proved very satisfactory to both grocers and consumers. It was very difficult to persuade the housewife to use compressed yeast at first, but after much advertising on the part of the yeast companies, it has been almost universally adopted in every home in the city. Every grocer in the city handles compressed yeast and no grocery store is complete without it.

The yeast comes fresh from the factory every day and is delivered to the

grocers and bakers daily by the agent and his representatives. There is also a great amount of yeast shipped out of this city to all parts of Michigan.

Yeast must be handled with great care in order that the heat may not injure it in summer and the cold may not freeze it in winter. It requires a cool place in the summer to insure the best results.

There are a great many more bakeries in this city now than there were sixteen years ago and they consume large quantities of compressed yeast. Compressed yeast is also used at summer resorts, etc., in the manufacture of root beer. The yeast wagons usually start out in the morning during the summer months at from 5:30 to 6 o'clock and in the winter months at from 6:30 to 7 o'clock. This is done in order that the grocers may supply their customers with fresh yeast every morning.

When compressed yeast was first sold in this city, it was carried to the grocers and bakers in a box, the agent going on foot. Now, as said, it requires eleven wagons for its delivery, as there are from 300 to 400 grocers and from fifty to sixty bakers to be supplied daily.

A peculiarity of the business is the

length of time many of the employes remain in the harness. For instance, John Van Osenbruggen was employed by the Fermentum and Riverside companies for twenty years, retiring a few months ago on account of ill health. B. VanHazen has worked continuously for Fleischmann & Co. for eighteen years.

P. Kriekaard was placed on the pension list of Fleischmann & Co. about three years ago, after having rounded out a quarter of a century as local manager of the business, and now enjoys a monthly stipend amounting to half of his salary when he was formerly actively connected with the company.

John Smyth.

Criticism of Success.

It is strange that men of the most mediocre ability will criticize successful business men in the view that they are entitled to the same success. This isn't true. Most rich men are hard workers and deep thinkers. They attain their prominence after years of effort. They are not content to work for a meagre salary. This spirit in itself makes them successful. They step on obstacles and pass over. They rise to one level and then to another. They deserve success.—Ohio Merchant.

Judicious Buying.

Success is equally as dependent on good buying as on prompt selling. All the energy, tact and diligence that can be exerted in the sales department will not be sufficient to counteract a leakage in the buying department. For instance, if the merchant buys a large supply of goods that are unsalable, they must be sold at a sacrifice to get rid of them, and will in all probability more than eat up the profit on other lines; or possibly he buys too few of a line that is in great demand, and when a customer calls for it he does not have it and the customer has to go elsewhere, possibly never to come back. Of course it is difficult to always guard against such mishaps occurring, but by the exercise of due care and judgment they may be avoided. The better to accomplish this object the merchant should as often as possible get in contact with his customers and study their requirements; he should read the trade papers diligently and keep himself thoroughly posted on the fluctuations of the markets and by these means he will be able to buy judiciously.

Selling goods at or below cost is the most ruinous of all mistaken policies and this fact is being realized with greater keenness with every passing season.

The President of the United States of America,

To

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

MEETING:

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

ENOCH MORGAN'S SONS COMPANY,

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

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

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

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

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

[SEAL]

[SIGNED]

ROWLAND COX,
Complainant's Solicitor.

S. D. OLIPHANT,
Clerk

Fruits and Produce.

How to Buy Apples Successfully and Profitably.

We might indulge in glittering generalities, using the old adage: "Goods well bought are half sold," or "Buy nothing, pack nothing, but strictly number one fruit, if 100 or 100,000 barrels, always the best, etc." That is all right in theory, but so many conditions and environments, requirements of trade, etc., enter into the profitable purchase of the big red apple that these theories fade in the wash of practice.

Now, as there are so many and varied conditions and requirements to be considered in the purchase of apples, let me take but one of the many, basing my conclusions on the following proposition:

The purchase of say sixteen to twenty thousand barrels with a purpose to store, export or close out on reaching fair advance over cost.

Under the heading of "where to buy," I submit the following essential conditions, all factors of more or less importance:

Rates of freight, car service, and will proper cars be available when fruit is ready to move?

Junctional or competing points that will not confine your outlet, but rather give you free routing to the most available markets.

Your cost of coeprage and facilities for getting same without delay, and with a minimum expense.

Prestige of acquaintance, by having operated in the section in previous years.

Locate on one line of road as many stations as required, concentrating your operations to reduce expense, and insure easy access, central for the continued personal inspection of your own trusted helpers.

I believe it fallacious to suppose that a buyer is going into a section to buy freely and get any better fruit than the average quality of apples in the section where he operates. We may hope to get it, resolve that we will make our careful selections and let the other fellow take the poorer stock, but on the wind-up you will only have a fair average as to quality. So I say, locate if possible where the general average of the fruit is of a high grade, otherwise figure on getting only an average and save yourself from being disappointed.

After carefully considering all of the above conditions, have other sections in reserve and fairly well in hand, as I think your experience will teach you that a change of base may at the last moment be forced upon you.

Generally as soon as you have established firmly and carefully in your mind a maximum price, and fixed your highest limit, climatic and trade conditions may force you to change your limit, it's true, but as a rule a prerequisite for successful apple buying should be founded on your own ideas of what you can afford to pay for the fruit, regardless of, or perhaps contrary to, the ideas of your competitors. Buy when quality of the fruit is fairly assured, when it satisfies your careful inspection, when it suits your wants and the purposes for which the purchases are designed.

The danger of buying early before quality is fully assured is one that should be carefully considered, as the lower price is often more than offset by the quality maturing decidedly inferior to its earlier promises.

As a rule (on the basis of quantity and disposition we are considering) I would say enlist good local dealers who know the grower, their orchards, and who are favorably known by them, to aid you in the work. Buy large orchards, and as near each other as practicable, thereby reducing the expense of orchard packing and contributing to a more certain and watchful inspection of the work.

Buy the fruit so it will stay bought. Have contracts plain, defining all conditions pertaining to the packing, delivery, price and payment so as to avoid controversy.

Do your own packing, if picked by the grower. See well to it that the fruit is handed to your packers as it comes from the trees.

Do your packing if you expect to export.

Do your own packing if you expect to cold storage.

And finally, do your own packing if you expect to sell from loading stations or before the holiday trade.

If your fruit is so bought and packed, you have in hand stock for any and all requirements of the prospective purchaser.

Do not confound my position with purposes of purchase not covered therein; we all know that there are multitudinous wants, and in all our markets the peddler and wagon trade is more or less a factor, also the No. 2 or lower grade requirements, all of which are not considered.

If you want 20,000 barrels of apples locate (when other circumstances are equal) where there are 40,000 barrels in your section.

Consolidate your purchases. Buy when the fruit shows plainly what the quality is to be.

Buy when you have fixed your maximum limit, and buy as much under that limit as possible. I do not believe that a buyer can enter the market for 20,000 barrels of apples, perfect all his plans incident upon such a purchase, and change his mind two or three times as to what he should pay before he has bought 5,000 barrels, and further I submit to the experience of the many large operators that almost invariably your initial price for the purchase of apples would have been as a rule the price, if adhered to, which would have made you nearer "A Successful Apple Buyer."

H. O. Pope.

Aluminum Money

Will Increase Your Business.



Cheap and Effective. Send for samples and prices.

C. H. HANSON,
44 S. Clark St., Chicago, Ill.

50 cents

MUSKEGON

AND RETURN
Every Sunday

VIA
G. R. & I.

Train leaves Union Station at 9.15 a. m. Bridge Street 9.22 a. m. Returning leaves Muskegon 7.15 p. m.

Are you looking for a good market to place your
Apples, Peaches, Pears and Plums
If so ship to
R. HIRT, Jr., Detroit, Mich.
34 and 36 Market Street and 435-437-439 Winder Street.
We have every facility for handling your fruits to best advantage. Cold Storage and Freezing Rooms in connection. Seventy-five carload capacity. Correspondence solicited.

ESTABLISHED 1876
SEEDS
CLOVER SEED
TIMOTHY SEED
ALL KINDS GRASS SEEDS
Best Qualities, lowest prices.
MOSELEY BROS.
26-28-30-32 OTTAWA STREET,
GRAND RAPIDS, MICH
If can offer Beans carlots or less, Potatoes, Onions, Apples, Clover Seed, Dried Fruits, write or telephone us. Send samples.

POTTLITZER BROS. FRUIT CO.,
COMMISSION MERCHANTS
IN FRUITS OF ALL DESCRIPTION
Also POTATOES, CABBAGE, ONIONS AND APPLES
In Carload Lots.
Our motto: Quick sales and prompt remittance.
LAFAYETTE, IND. FT. WAYNE, IND.

MAKE A NOTE OF IT. WE HANDLE
POTATOES APPLES CABBAGE ONIONS
CABBAGE NOW WANTED. QUOTE US.
MILLER & TEASDALE CO.
WHOLESALE BROKERS ST. LOUIS, MISSOURI.

G. H. Libby
PRODUCE COMMISSION MERCHANT
SPECIALTY
BUTTER EGGS.

I have a steady local demand for fancy Eggs and good table Butter and am prepared to pay the highest market price for same. Quotations on application. I solicit consignments of Honey, Veal and Live Poultry and pay top prices for best stock.

98 South Division St., Grand Rapids

Butter and Eggs==Do you have any to Ship?

For the past five years we have shipped Butter to the resort towns of Northern Michigan, and Eggs to the New England States. In addition to those markets we have a growing local demand for extra goods at extra prices. We want to arrange with a few more customers for regular shipments of fine, fresh stock at a stated price on track. It will cost you only a cent to tell us what you are shipping, and get prices and references.

STROUP & CARMER, 38 South Division St., Grand Rapids, Mich.

GOTHAM GOSSIP.

News From the Metropolis—Index to the Market.
Special Correspondence.

New York, Sept. 2—As showing that the coffee market tends to a lower basis, it was reported that a sale of a thousand bags Rio No. 7 had been made to a Baltimore firm at even 5c. While this lot will be rather longer in arriving than some others, the transaction is a straw which shows the way the wind is blowing for coffee. The market generally is easier and some fair sales of high grade Rio have been made on lower offers from Brazil. It can be no other way if we take the statistical position. Receipts at Rio and Santos on Friday were 67,000 bags, and they have been running every day from 50,000 bags up. It is said upon good authority that the visible supply of the world has increased during August about 700,000 bags. Jobbers report a falling off during the past two or three days in the distributing business, orders having been rather few and far between. In store and afloat the stock aggregates 1,227,623 bags, against 1,054,208 bags at the same time last year. Rio No. 7 closes at 5 3/4c. For mild coffees the market is dull and yet the tone is fairly firm, for holders are not disposed to make further concessions. Good Cucuta is held at 7 3/4 @ 8 1/4c. East India growths are steady.

The tea week has shown some improvement over previous ones, and while there have been few important sales, there seems to be a stronger undertone to the market and there are more enquiries. Quotations are practically unchanged.

For the present the trade in sugar seems to be less active. It is likely that dealers generally are pretty well supplied and most of the business now going forward is in withdrawing under old contracts. New orders are for prompt shipment and, as a rule, there is little if any delay in filling orders by any of the refineries. Some soft grades have been shaded 1-16c, but no changes were made in hards. For raws the market is quiet and rates are nominal. The market is reported as closely sold up.

The rice market is quiet. Jobbers have good supplies to fall back on and are waiting now to see what there is in store. The movement of rice at New Orleans continues large and the position would seem to favor a slightly lower rate. Prime to choice domestic is quotable at 5 3/8 @ 5 3/4c. Foreign sorts are unchanged.

The spice market is quiet, with sales being made of an everyday character. The exception is in the case of pepper, which is very firm and prices of which show steady advancement. Singapore, 11 1/2 @ 11 3/4c; West Coast, 10 3/4 @ 11c.

Grocery grades of New Orleans molasses have been sought for to some extent and the market is in pretty good shape. Open-kettle is meeting with more enquiry, although quotations on all grades are about unchanged; unless it is that prime grades are about 1c higher, the range being up to 28c. Syrups are steady. Prime to fancy sugar, 18 @ 22c.

The canned goods market is still running along in rather narrow grooves, as compared with previous weeks, and while something better was hoped for, the general "trend" is toward quietude. Prices are well held, however, and with the condition of business as good as it is, canned goods are bound to be loved and respected as soon as the glut of fresh stuff is out of the way.

There is springing up rather better enquiry for dried fruit and the market generally is getting in rather better shape, although there is still much room for improvement. The trade is waiting for prices on some sorts of California goods, and it is confidently thought that some good trading will set in.

Lemons are firm. If there is any change it is in the direction of higher prices. Extra fancy Sicily are now selling as high as \$6, while it is hard to find anything at all below \$4.75 or \$5. Rudi oranges are the only kind here and sell from \$6.50 @ 7 per box.

There is a steady market for the top grades of butter, extra Western creamery selling at 21c without any trouble. Jobbers are not very active and most of their trade seems to work off stock that has been in storage a little time. Western creamery, thirds to firsts, 16 @ 20c; extra Western imitation creamery, 16 1/2 @ 17c; seconds to firsts, 14 @ 16c; Western factory, June extras, 15 1/2c; Western dairy, finest, 15 1/2 @ 16 1/2c.

The cheese market is decidedly firm and prices are tending steadily higher. How long this will continue is, of course, problematical, but the outlook is for well-held rates for some time. Large size full cream cheese is worth 11 1/4c, with small size 1/4c more. Holders do not seem at all anxious to part with stock and the export trade is doing better than for some time.

Receipts of eggs have not been large and the demand has kept the market well cleaned up. Western fancy stock will bring 16 1/2 @ 17c. A good deal of off stock is coming to hand and the price rapidly falls off.

Choice marrow beans, \$1.55; choice medium, \$1.37 1/2; choice pea, \$1.37 1/2. The general market is rather dull, but as receipts are rather light there is quite a firm feeling.

Keeping Trade at Home.

Country dealers are considerably exercised over the practice that prevails of persons coming to large cities to make their purchases, but it devolves on themselves entirely to prevent it. This can best be done by keeping a varied stock and being content with reasonable profits. If persons can be convinced that they can get the same goods in their own town and for as little money as they can be gotten elsewhere, there are very few who are so lacking in loyalty that they will not patronize the home merchant, that is unless he has already been guilty of something that drove away trade. With travelers continually on the road and catalogues at all times handy, there is no reason why country merchants can not always be able to supply the wants of even the most fastidious of their townspeople.



Young Men Women!
it pays to attend

THE MCLACHLAN
Business
UNIVERSITY

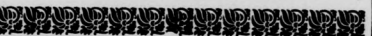
More students of this school have accepted and are holding paying positions as

**BOOK-KEEPERS
AND
STENOGRAPHERS**

during the past year than from any other business college in Western Michigan or all other business and short-hand schools in this city combined. Our record is 178 since January, '98.

Beautiful catalogues free.

D. McLachlan & Co.,
23-25 S. Division St.,
Grand Rapids, Mich.



Those Who Have Shipped Us Are Satisfied

SHIP

STRANGE & NOKES
WHOLESALE FRUITS. CLEVELAND, OHIO.

RED STAR BRAND CIDER VINEGAR

is not excelled by any vinegar on the market. A trial will convince. A GUARANTEE BOND goes to every purchaser, warranting its purity and protecting him in its sale. Let us quote you prices.

THE LEROUX CIDER AND VINEGAR CO., Toledo, Ohio.

TIMOTHY

We are direct receivers and recleaners of Western grown Timothy. If you do not receive our regular quotations write to-day. Best grades and lowest prices.

ALFRED J. BROWN SEED CO.,
24 AND 26 N. DIV. ST., GRAND RAPIDS, MICH.

Samples sent on application without charge.

Vinkemulder Company

Jobbers of

Fruits and Vegetables



The Main Idea

or object of this advertisement is to let you know we are in business, **this kind of business**, and induce you to write to us—send us your orders, perhaps. We'll take chances on pleasing you so well that you will want to continue sending us your orders. We make right prices. We ship good goods. We want you to know it. You can have our weekly market forecast and price list for the asking.

Plums, Pears and Apples are now coming in fine.

WE CAN HELP YOU MAKE MONEY

Let us send you our \$10.00 Assortment, Jewelry and Novelties, consisting of Belts, Buckles, Brooches, Beauty Pins, Collar Buttons and Scarf Pins, or write us for samples. We are headquarters.

AMERICAN JEWELRY CO., 80-82 Canal St., Grand Rapids.

GRAND RAPIDS PUBLIC LIBRARY

Shoes and Leather

Clearance Sales and Window Display for Shoe Dealers.

Clearance sales have been subjects of wide discussion for a long period, but whether they are pernicious or beneficial in their results is a question that is far from being settled. Speaking on the subject recently a well-known retailer said: "That a clearance sale ever results in any benefit to a store, I deny; that it frequently succeeds in driving away custom I know but too well. I have had considerable experience in that line and unless I am absolutely driven to it to dispose of some undesirable stock, I never have recourse to it. The accumulations of such stock during a season will never make enough in itself for a sale and it is, therefore, necessary to add other lines. The usual custom is to get some special lines which are not as good as the regular lines and which will admit of being marked down below the regular prices, but while they are lower in price they are of considerably less value. Now people as a rule are not quite such fools in the matter of buying shoes as is generally supposed; but when you do come across one more credulous than ordinary, it is not good business to try and persuade him that you are giving him a \$4 for \$2. If he believe it at the time of the purchase he will not when he tests the wear of the shoes, and if anything transpires to make that man think that he has been deceived he is never likely to become a regular customer. What happens in many cases is this: The returns at the end of the quarter during which a sale has been held do not show any appreciable advance; a few more customers may have been served with goods at lower prices than usual, which may be just as profitable to the retailer, but which do not do his reputation for genuine lines any good. There is, however, more satisfaction in selling a fairly good shoe at \$2.50 or \$3 than in selling a much inferior one at \$2 or \$2.25, and for this reason, in my opinion, the best way to clear off odd lots of unsalable goods, whether they be few or many, is to keep them by themselves in one of the windows or in a part of the window, and dispose of them at reduced prices to clear them out without upsetting the regular business of the shop altogether, and trying to lead customers to imagine they are getting what in reality they do not get."

* * *

Success in any branch of business will never be attained by waiting for it. To achieve it the merchant must be prepared to avail himself of every opportunity, and not only that, he must make the opportunities. The show window offers him a wide scope in this direction. By its instrumentality he can give the public an idea of what his store contains and the prices he is prepared to sell at, and having thus created the opportunity, he can avail himself of it to the utmost when he gets the intending purchaser inside the store. By thus putting his brains and energy together things can be kept stirring at a lively rate when they would probably stagnate if left to themselves. It is such a vast world, with so many people in it who are eagerly waiting for all the good things, that it requires some spirit and ingenuity to appropriate any of them to oneself, and yet this is just what makes success worth while and appreciated when attained.

Making the window and store attractive is an essential to success that does not receive the amount of consideration it deserves. It may be said, however, that the merchant who neglects to do so is always lagging behind in the race for supremacy, his store deserted and his clerks, if he has any, standing listlessly around. The public now insists upon being shown goods in a way that will attract and the merchant who fails to do so need not be surprised if people go where their tastes will be gratified. Enterprising merchants realize this fact and prepare for it by various devices which attract people to their store. They are not content with simply having goods at right prices; they know the public expects something more and they cater to it by making special efforts on particular occasions. Of course the elaborate displays entail a vast expenditure of time, labor and some money, but this is found to be unavoidable in the present spirit of the times, and merchants have the satisfaction of knowing that the results achieved invariably justify the expense.

* * *

Feeling is beginning to run high in the matter of branded shoes and may cause friction between manufacturers and retailers before long. The latter claim that the brands at present in use serve only to advertise the makers while they are anxious to retain the credit for themselves both as to the quality and durability of the shoes they sell. If that was the only reason that retailers assigned for the change it is not likely that much attention would be paid to it, but a still stronger reason is urged by them, viz., that when two retailers are selling the one brand of shoes, if one of them is disposed to lower the price, the other would be compelled to do so in self-defense or else permit his trade to slip through his fingers. It is claimed, therefore, that if each retailer named his own brand, such ruinous proceedings could be avoided, as the public would not know if they were the same shoes when they were paraded under a different name, and one retailer would not have to cut his prices to suit the vagaries of another. The question is at any rate worthy of calm consideration by manufacturers and it is hoped that steps will be taken to prevent any friction arising.—Shoe and Leather Gazette.

A curious episode of Parisian domestic life has just been revealed by the courts. Two families living in the Rue Rivoli determined to join forces and set up housekeeping, thus lessening expenses. The arrangement did not last long. There was a break-up, and each husband went off to live in undisturbed felicity—with the other man's wife. Double divorces were soon obtained and two fresh marriages celebrated. Finally the children in the case constituted the element of dissension in the harmony of the new arrangement. One of the husbands, who had three of his own by the first wife, volunteered to take the two children of the second wife by her first husband also under his care. But before long the fond father and foster father began to find that his household was rather expensive, and after trying in vain to have the other couple contribute their share for the support of the children, brought an action against his former wife and his wife's former husband for 45,000 francs, being half the amount expended by him on the children since the two divorces and subsequent weddings. The court dismissed the claim on the ground that "the duty devolving on parents of bringing up their children is not a matter of solidarity."



We Manufacture Shoes

We put the best that money can buy into them. We use first-class material, employ skilled labor, use up-to-date machinery, and back up the whole business with long years of experience. Everything that enters into the making of our shoes is first class; the result is first-class. Our shoes are right. They will bring you trade. Try them.

HEROLD-BERTSCH SHOE CO., Mfrs., Grand Rapids, Mich.

Good Shoes

SNEDICOR & HATHAWAY shoes have a good reputation—but not a whit better than they deserve. If they weren't good, we wouldn't keep right on selling them, season after season, to the same old people. But we do—and a trial order will show you very clearly why we do

GEO. H. REEDER & CO.,
19 SOUTH IONIA STREET, GRAND RAPIDS, MICH.

REMOVED

AT HOME, 10-22 N. IONIA ST.

If you want the best Leather Top Lumbermen's Rubber made, buy our "Ajax." It is made of duck, with rolled edge, and oil grain top, heel and spring.

RINDGE, KALMBACH, LOGIE & CO.,
GRAND RAPIDS.




GOODYEAR RUBBER CO.

BUY GOLD SEAL RUBBERS

They are Pure Gum and the best made. Send for price list to

GOODYEAR RUBBER CO.,
382-384 EAST WATER STREET,
MILWAUKEE, WIS.

W. W. WALLIS, Western Manager.



SHOE TRADE.

Changes Which a Dozen Years Have Witnessed.

I am asked by the Tradesman to prepare a review of the wholesale shoe trade of Grand Rapids for the past sixteen years. I would be only too glad to comply with the request but for the fact that I have been identified with the trade for only twelve years and am, therefore, ineligible to accept the assignment exactly as given. What I shall say, therefore, will apply only to the past dozen years.

It is surprising to look back and note the growth of the shoe trade since 1887. At that time there was but one wholesale house in the city. Now there are four houses, all of which conduct an increasing and prosperous business.

Twelve years ago there was only one house manufacturing any goods. Today there are three well-equipped factories, which are turning out as good goods as can be manufactured in any city, and the volume of their sales is

tom now, and there is certainly a tendency to a little advance in price, which I think both the wholesale and retail trade would be glad to see, because it will get us out of some of the ruts that have prevented our making the money we should make on such lines. We ought to make some money in the next five years to offset the losses the trade has sustained since the panic days of 1893.

One of the most notable improvements in the shoe trade in this city is the new and beautiful building recently erected and equipped by the oldest wholesale house in the city. Of course, I refer to the building of Rindge, Kalmbach, Logie & Co., which is a credit to the town and a standing monument to the enterprise, aggressiveness and solidity of its owners.

The five jobbing houses here handle six of the leading lines of rubbers, carrying full stocks in all styles and sizes.

A noticeable change in the last dozen years has been the matter of credits,



constantly increasing, notwithstanding the increase of the number of houses doing business in the same line. Grand Rapids has come to be regarded as a shoe center of no small importance. The retail trade is increasing in numbers in greater proportion than the wholesale, inasmuch as there are three places selling shoes now where there was one twelve years ago. There are also a great many larger and finer stores carrying larger stocks, with up-to-date styles and modern methods of doing business.

During this period we have passed through the greatest panic the country has ever known. It was especially hard on the shoe trade, both wholesale and retail; furthermore, we have just passed through a period of rapid changes in styles, which now seems to be about over, and there is a demand for a much better grade of shoes than there has been for the past few years.

Shoes are more than 25 per cent. cheaper than they were twelve years ago. It seems as if they had reached the eb-

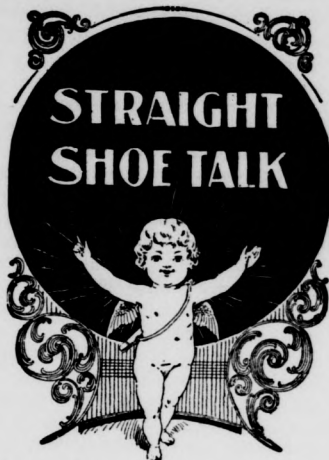
inasmuch as more dealers are now discounting their bills than ever before. This policy could also be pursued by still other dealers with profit to themselves and all concerned. The trade is buying in smaller quantities and buying more frequently, but the volume of purchases is about the same as before.

Geo. H. Reeder.

New Line in Hardware.

It is now proposed to introduce sewing machines into the hardware trade. Such introduction has been made in several Eastern cities, and has met with considerable success. There seems to be a good reason in the movement, as there certainly is a profit. Sewing machines are now generally sold on commission by agents, and some objections might be encountered at first, but this would wear away in time and the hardware man would find a good business in handling them, if only as a side line.

A busy man's time is valuable. If you take such a man's time without good reason you are obtaining money under false pretenses.



When people commence to say, "Don't go to Blank's; he keeps horrid shoes," the sheriff is looking in Blank's direction. "Horrid" shoes may come to the dealer cheap, but they are expensive in the end. There has never been a bad word said about

TAPPAN SHOES

Too much good cannot be said about them. These goods should find a place in your store. Write for price list.

**TAPPAN SHOE MFG. CO.,
COLDWATER, MICH.**

Prompt Shipment

Those of you who have been doing business with us for years have probably noticed that we fill your orders a great deal more promptly than we used to. Those who are new customers are pleased to find that we are so prompt.

This is not because we are doing less business than formerly— we are doing more and more every year—but because we realize that when people order goods they want them and want them quickly.

Therefore we are making a special effort to give every order, small or large, immediate attention and prompt shipment.

Let us have yours.

Valley City Milling Co.,

Grand Rapids, Mich.

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

GET THE BEST



GOODYEAR GLOVE RUBBERS
can be purchased at 25 and 5 off from
new price list. Write

HIRTH, KRAUSE & CO., Grand Rapids

About Spices

Of course we know that the Spices we manufacture are the best on the market; and judging from the number of orders we receive daily, there are thousands of merchants who know what we say is true. If you will send your jobber an order for NORTHROP SPICES then you will know what we say is true.

NORTHROP, ROBERTSON & CARRIER, Lansing, Mich.

HARDWARE TRADE.

Why Goods Declined—Reasons for the Present Advances.

There is little, if any, comparison between the way hardware business is conducted now and sixteen years ago. So many changes take place each year that it is impossible to enumerate them, and then only a few main points can be touched upon.

A stock of hardware sixteen years ago consisted of iron, cut nails, bar iron, horse shoe bars, nail rods and plain wire. House trimmings consisted largely of japanned locks, latches, cheap knobs and cast iron butts. To-day the hardware store is really a thing of beauty. Beautiful designs in locks, knobs, butts and other house trimmings have replaced the cheap goods and that, too, at prices scarcely more than the cheap goods at that time commanded.

Hardware is a progressive business. New inventions and new styles are continually taking the place of old ones. Improved machinery has done away to a large extent with the old style goods and has had much to do with the long and continuous decline in prices for the last sixteen years. The year 1899, so far, is marked as a year in which a great many changes have taken place. Manufactories have had a tendency to consolidate their several interests for the purpose of realizing somewhat more satisfactory margins; the prices that have heretofore been steadily declining are now advancing. The advances this year have not been due altogether to the combinations or the so-called trusts, but the demand has been very much greater than for some years past and export trade has affected the market materially. Perhaps the greatest change has been made in the method of doing business. That change is now taking place and is already in effect on a large number of articles, and especially on staple goods—that is, in the terms of payment. Heretofore it was customary to sell goods on 60 days' time, subject to a cash discount if paid within ten days from the date of the invoice. This has been changed and goods are billed net at actually the price that the invoice is intended to be settled for, and the extreme limit of time now is thirty days. This state of affairs would at first seem like a hardship, but careful examination of the results of such action will show the wisdom of the method, which the most conservative manufacturers and many jobbers have decided to adopt as being a move in the right direction.

Changes in the hardware business in Grand Rapids during the last sixteen years have been quite marked, and happily they all have a tendency towards an improved condition. With two first-class jobbing houses and plenty of first-class retail houses in the city, the several lines of hardware are represented here as well as in the large cities, and at prices that are strictly competitive. As a jobbing point in the line of hardware, Grand Rapids now stands second to none in Michigan or the West.

J. J. Rutka.

American Cutlery in England.

It certainly sounds rather astonishing to learn that the enemy's quarter has been invaded to such an extent that American cutlery is being sold in Sheffield, England. The latter place has for so long been supposed to be the headquarters of the cutlery industry that it seems incredible that England could be losing her prestige in this manner.

It has been thought impossible, for a long time at least, to rival Sheffield in the cheapness and quality of the goods produced there. Any one who would have had the temerity to intimate some years ago that they could be outdone would have been considered very foolish.

But all this was before the irrepressible American began to attain such pre-eminence in the world of trade. A well-known contemporary has begun to question just how long Americans will continue to "carry coals to New Castle." Modern locomotives are also being shipped to England, and every shipload of goods outward bound finds itself made up to a considerable extent of things which it was never supposed England would one day seek abroad. It is hard to tell just now where the drift of American ascendancy will end, although, of course, it must reach a limit in the course of human events.

As is well known, England's list of imports is constantly growing, while her list of exports is decreasing in proportion. How long can she stand the drain? When drawing water from a cask it is absolutely certain to be emptied soon if it isn't refilled. England still manages to maintain a prosperous front, partly because the decline of her commerce is so gradual that a crisis has not yet been reached. Her carrying trade is one source of reimbursement for her extravagant outgo, and her foreign investments another, but these do not make good to her people the tremendous loss of employment they must suffer by purchasing such an enormous bill of goods from abroad as her account shows at the end of each year. There are some things which are radically wrong in Great Britain. The landed gentry do not suffer at least as yet from such a condition of affairs, but the poor laborers and their families who are dependent for their sustenance upon the wages made possible by continued employment, how can they stand to have such great quantities of goods purchased from abroad?—Stoves and Hardware Reporter.

Use of Corundum Increasing.

Within the last few years the use of corundum has greatly increased, partly as a result of the discovery of corundum deposits in North Carolina and Georgia. More recently it has been found in Ontario. Originally corundum was obtained almost exclusively in India. Ranking next to the diamond in hardness, it has long been employed for grinding gems and other hard materials. The use of corundum wheels is now much more general than formerly. As is well known, these wheels are made of corundum grains firmly cemented together, and are said to be twice as effective and durable as emery wheels. They are employed instead of steel files for cutting down metal surfaces, and in place of grindstones for sharpening tools. It is said that a corundum wheel will grind off a pound of iron in one-eighth of the time and at one-seventh of the cost required to do the same work with a file.

Regulating Department Stores.

In France a discriminating tax has been imposed on department stores in the interest of small retail stores, and the matter has recently been persistently urged in Germany. The proposals in Germany looked to a special progressive tax on all mercantile establishments that sell at retail goods of several different kinds, the tax to vary with the amount of business done annually and the number of different kinds of merchandise kept for sale. The revenue derived from such tax was to go to the local treasury of the city in which the department store was located.

Roofing Up-to-Date

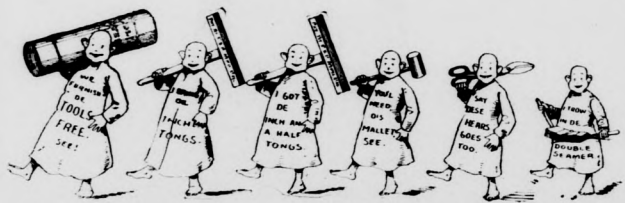
ONE
ROLL
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100
SQUARE
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THE LATEST
THING
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METAL
ROOFING.
NO
CHARGE
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TOOLS
AND NO
RETURN
OF
SAME.

Price \$2.50 a Square

We Give You The Tools.



ONE SET OF TOOLS WITH
EVERY 10 SQUARES.

WRITE FOR CIRCULARS AND FULL DESCRIPTION HOW TO PUT ON.

FOSTER, STEVENS & CO.,

GRAND RAPIDS,

MICHIGAN.

DON'T buy Plated Silverware,
Clocks or Holiday Goods,
until you have consulted our 1899
Fall Catalogue.

The most complete Book out.

WRITE FOR IT NOW.

The Regent Mfg. Co.

Jackson and Market.

CHICAGO.



We Make . . .
Peppermint Oil Cans

Write for Prices.

WM. BRUMMELER & SONS,
Tinware Manufacturers,
260 South Ionia St., Grand Rapids, Mich.



NOTICE THIS BRAND
WHEN YOU WANT A GOOD SMOKE

MANUFACTURED BY
COLUMBIAN CIGAR COMPANY, BENTON HARBOR, MICH.

The Occidental

W. H. BARNEY, Proprietor.

Leading Hotel. Everything First-class. Rates, \$2 to \$3 per Day.

Muskegon, Mich.

If You Would Be a Leader



handle only goods of VALUE. If you are satisfied to remain at the tail end, buy cheap unreliable goods.

Good Yeast Is Indispensable.

FLEISCHMANN & CO.

UNDER THEIR YELLOW LABEL OFFER THE BEST!

Grand Rapids Agency, 29 Crescent Ave.
Detroit Agency, 111 West Larned St.

The King of Light

If you need light, when you need light, you need light that will light you up

Cheaply, Brilliantly, Quickly

The Sunlight Gasoline Lamp

is cheaper than kerosene. More brilliant than electricity.

The Insurance Underwriters say that it is perfectly safe by writing policies on it without one cent of extra premiums. Money talks. Stores, Churches, Residences

Lodges, Halls, Hotels, Offices and Shops cannot afford to be without it.

You will be sorry if you fix

your winter lighting before writing to us.

Owing to excessive orders we have been unable to keep in stock; but we have lately increased our facilities so as to enable us to fill all future orders promptly. Moneymaking terms to local agents.

Michigan Light Co.,

23 Pearl Street,

Grand Rapids, Mich.



This Will Benefit YOU

This book teaches farmers to make better butter. Every pound of butter that is better made because of its teaching, benefits the grocer who buys it or takes it in trade. The book is not an advertisement, but a practical treatise, written by a high authority on butter making. It is stoutly bound in oiled linen and is mailed free to any farmer who sends us one of the coupons which are packed in every bag of

Diamond Crystal Butter Salt

Sell the salt that's all salt and give your customers the means by which they can learn to make gilt-edge butter and furnish them with the finest and most profitable salt to put in it.

DIAMOND CRYSTAL SALT CO., St Clair, Mich.

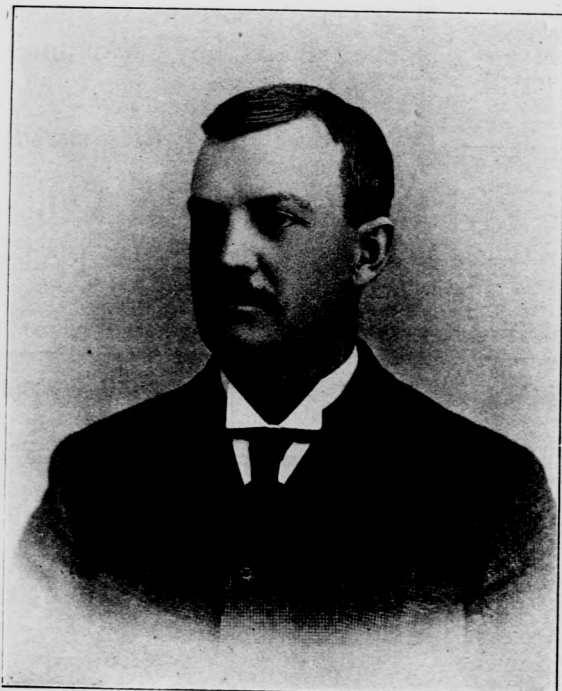
WHOLESALE GROCERY TRADE.

The Business on a Progressive and Substantial Basis.

The seventeenth anniversary of the Michigan Tradesman comes at a time of general prosperity in the wholesale grocery business, and I believe that the Michigan Tradesman has materially assisted in that prosperity. The Michigan wholesale grocers extend a cordial and friendly word of commendation for the past and good wishes for the future.

I believe that we shall continue to enjoy co-operation, as it is a matter of self-interest. In co-operation and friendly assistance there is great strength. In single-handed, selfish action there are weakness and deterioration. It is especially so in reference to our Grand Rapids market, as applied to the wholesale grocery business, as the formation of our Peninsular State prevents territorial expansion that other markets enjoy. Therefore, we must depend upon the personal, physical and

ditions, better wage conditions and better credit conditions. I would also suggest that the merchants, both wholesale and retail, who are large customers and shippers over Michigan railroads join hands for the purpose of creating and maintaining better freight rate conditions. They should assist the managers of railroads in getting a trunk line basis of freight rates. By so doing, we would be upon a competing basis with outside markets, and the greater volume of business secured would lessen the cost to the consumer and every resident of the city and State would be benefited. Within the life of the Michigan Tradesman rail lines into this city have changed from stubs to carriers of through freight from our great Northwest, and the rapid development of that portion of our country will bring more and more through shipments and great trunk lines will soon be the result; in fact, we are now upon trunk lines, but are not yet reaping the full benefit of the changed



mental activity of all interested and by merit secure and maintain a large portion of our local trade. The old adage, "There is no royal road to wealth," is as certain to-day as it was one hundred years ago. Industry, based upon intelligent and persistent effort, will surely bring its reward. This persistent industry should be extended along many lines and, if public sentiment could be created that would bring to our local merchants more patronage than they have at present and lessen the patronage that is extended by our people to other markets, it would be of great benefit. If I could have my way about it, the owners of factories and blocks rented to retailers, bankers and professional men and, in fact, all of our citizens, would buy all of their family supplies from home retailers and thereby establish more firmly local prosperity. Manufacturers would continue to act and progress along lines of friendly co-operation, lately partially established, and the result would be better dividend con-

ditions. In my opinion, the time is near at hand when Grand Rapids will be recognized by the freight bureaus as being a trunk line town, which recognition, coupled with the improvement of Grand River, will place Western Michigan upon a better freight basis than we have heretofore enjoyed. Grand Rapids wholesale grocers are all well established; they have ample capital; they have the brightest of traveling representatives; they have the confidence of their trade, and I sanguinely predict a continuation of a reasonably substantial merchandising condition.

William Judson.

She Thought He Meant It.

The little yacht was becalmed and he suggested that she whistle for some wind.

"I'm afraid to," she replied.

"Why?" he asked.

"I can't tell what you'll do when I get my lips all puckered up," she answered.

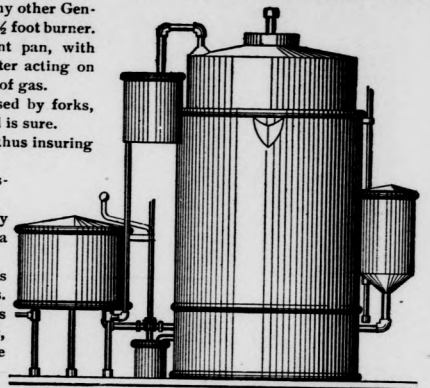
"I won't do a thing," he promised.

"Then I won't whistle," she retorted.

The Best of Reasons why you should be prejudiced in favor of

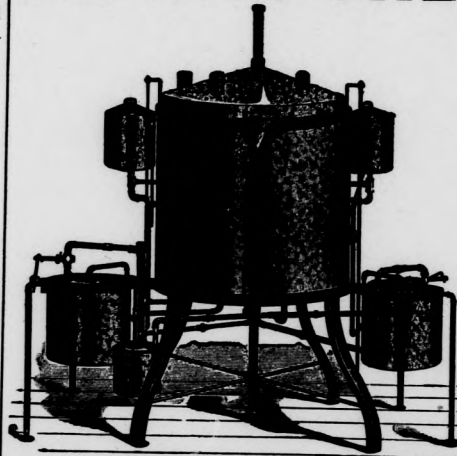
1. The generating capacity is larger than any other Generator on the market, holding 1 lb. carbide to 1/2 foot burner.
2. Our carbide container is a compartment pan, with pockets holding from 1 to 3 lbs. each, the water acting on but one at a time, thus no heating or wasting of gas.
3. There are no valves to be opened or closed by forks, ratchets or levers. It is extremely simple and is sure.
4. Our Gasometer has no labor to perform, thus insuring at all times the same even pressure.
5. All pipes are self-draining to the condensing chamber.
6. Our Gasometers for same rated capacity are the largest on the market, and will hold a large supply. It saves.
7. The Bruce Generator, when left to do its own work, will not blow off or waste the gas.
8. Not least, but greatest. Our Purifier takes out all moisture and impurities from the gas, making it impossible for pipes to clog up or the burners to choke up and smoke.

THE BRUCE GENERATOR



BRUCE GENERATOR CO., Mfrs. 183-187 W. 3d St., St. Paul, Minn. | AMERICAN CARBIDE CO., Agents for Mich. Jackson.

WE ARE THE PEOPLE



Profiting by the experience of the numerous generators which have been put on the market during the past two years, we have succeeded in creating an ideal generator on entirely new lines, which we have designated as the

TURNER GENERATOR

If you want the newest, most economical and most easily operated machine, write for quotations and full particulars.

TURNER & HAUSER, 121 OTTAWA ST., GRAND RAPIDS.

State rights for sale

Here It Is!

The Holmes Generator



Just what you have been looking for. The latest, the best, the safest, the most durable and most saving of carbide on the market. It has the improvements long sought for by all generator manufacturers. No more wasted gas, no over heating, no smoke, no coals on burners. Only one-tenth as much gas escapes when charging as in former machines and you cannot blow it up. It's safe, it's simple. It is sold under a guarantee. You put the carbide in and the machine does the rest. It is perfectly automatic. A perfect and steady light at all times. No flickering or going out when charged. Do not buy a Generator until you have seen this. You want a good one and we have it. It's made for business. Fully approved by Board of Underwriters. Catalogue and prices cheerfully sent on application. Experienced acetylene gas agents wanted. 1 limited territory for sale. Also dealers in Carbide, Fixtures, Fittings, Pipe.

Holmes-Bailey Acetylene Gas Co. Manton, Michigan.

New Prices on Bicycle Sundries

Dealers of Michigan are requested to drop us a card asking for our July 1st discount sheet on Bicycle Sundries, Supplies, etc. Right Goods, Low Prices and Prompt Shipments will continue to be our motto. Dealers who are not next to us on wheels and sundries are invited to correspond.

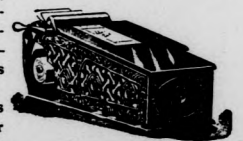
ADAMS & HART, 12 W. Bridge St., Grand Rapids, Mich.

Wholesale Bicycles and Sundries.

The Howhowhat.

It has been said that, unquestionably beyond reach of successful contradiction, more retail merchants make a failure of their business from forgotten charges, caused by lack of systematic management, than from all other causes combined, which statement leads one to think things ought to change; but how? By whom and what? First, How? By introducing a system to this class of business men that insures them against the possibility of a forgotten charge, used in connection with a system for retailers which saves the profits, only from which are fortunes made. Second, By whom? By the Egry Autographic Register Co., who plan systems for retailers in all lines of business, enabling them to save the profits by stopping the leaks. Third, By what? By using the Egry Autographic Register—adapted to any class of business needs.

Address inquiries or send orders for what you want



L. A. BLY, Alma, Mich.

Commercial Travelers

Michigan Knights of the Grip

President, CHAS. L. STEVENS, Ypsilanti; Secretary, J. C. SAUNDERS, Lansing; Treasurer, O. C. GOULD, Saginaw.

Michigan Commercial Travelers' Association

President, JAMES E. DAY, Detroit; Secretary and Treasurer, C. W. ALLEN, Detroit.

United Commercial Travelers of Michigan

Grand Counselor, JNO. A. MURRAY, Detroit; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, W. S. MEST, Jackson.

Grand Rapids Council No. 131

Senior Counselor, D. E. KEYES; Secretary-Treasurer, L. F. BAKER.

Michigan Commercial Travelers' Mutual Accident Association
President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

Gripsack Brigade.

O. D. Fisher, the Bay City grocery salesman, has removed from Bay City to Cheboygan.

As will be noted elsewhere, Chairman Manley Jones has decided upon September 23 as the proper date to hold the annual picnic of the Grand Rapids traveling men and has called a meeting at Sweet's Hotel Saturday evening to arrange for the programme and select the proper committees to undertake the management of the event. These picnics have come to be regarded as red letter days by the traveling fraternity of the Valley City, and there is every reason to believe that this year's picnic will prove no exception to the general rule.

Rumor has it that Will T. Crane, representing A. Krolik & Co., the well-known dry goods house of Detroit, is contemplating leaving the road and embarking in a new enterprise (that is, new to Will) more suitable, perhaps, to his countenance and general make-up, as seen by some others. Crane does not intend to retire from the road entirely, but he does prefer the dust and heat of a village road to the hustle and bustle of a railroad. Consequently, he is giving the glad hand to the traveling fraternity with a view of securing their patronage for future use in his new ambition of either manipulating a 'bus line in his own right or securing a position as driver for some party or parties already established in the business. It all happened this way: Will always considered himself a typical traveling salesman in his actions, looks and general demeanor, but one day this week while in Lowell his hopes were so utterly blasted that he concluded his only recourse was to secure other fields of employment. Crane usually desires that things should move about as he thinks they should and he is never bashful about letting people know it. He entered the 'bus at Lowell on Monday of this week and for some reason unknown to him at that time (but which he found out afterwards) the vehicle did not start as soon as he thought it should. Presently an oldish lady was about to enter the 'bus and Crane yelled to the driver, "Say, I don't want to stop here all day. If you are going up town get a move on yourself." The aforesaid lady, thinking that he had reference and was directing his command to her, replied, "Well, I guess if you were blind you would want some one to look after you. There is a couple in the depot that can't see daylight and I guess if I want to look after them I am going to." At this Crane remained mute and everything went along very smoothly until the 'bus was about to stop at the Waverly, when the lady aforesaid nudged Crane with

her parasol and said she did not want to stop there, but wanted to go to the second house beyond Mrs. Nash's. Red, white, green, blue, purple—all colors of the rainbow—spread over Will's face, each color in its turn. A look of grave disappointment covered his fair countenance. Gathering himself together the best he could after such a body blow, the demented man exclaimed in most sorrowful tones, "What do you take me for, a 'bus driver?" Poor bewildered and downcast Will slept not for two nights. On the third night sleep quieted his misery and in that peaceful sleep he was heard to exclaim in accents wild, "A wolf in sheep's clothing."

Quarterly Meeting of the Board of Directors, M. K. of G.

Lansing, Sept. 2—At the regular quarterly meeting of the Board of Directors of the Michigan Knights of the Grip, held at Hotel Downey, Lansing, on Sept. 2, the following members were in attendance: President Stevens, Secretary Saunders, Treasurer Gould, Directors Schram, Smith and Thorn. Absent Directors: Converse, Mills and Randall.

Secretary Saunders presented his report of receipts since the last Board meeting, as follows:

Death fund.....	\$2,490 00
General fund.....	27 00
Deposit fund.....	18 00
	\$2,535 00

Treasurer Gould's report showed receipts and disbursements as follows:

GENERAL FUND.	
Balance on hand.....	\$ 635 44
Received from Secretary Saunders.....	27 00
	662 44
Disbursements.....	391 20
Balance on hand.....	\$ 271 24
DEATH FUND.	
Balance on hand.....	2,427 59
Received from Secretary Saunders.....	2,490 00
	4,917 59
Disbursements.....	2,500 00
Balance on hand.....	\$2,417 59
DEPOSIT FUND.	
Balance on hand.....	29 25
Received from Secretary Saunders.....	18 00
	47 25
Disbursements.....	31 25
Balance on hand.....	\$ 16 00

The Finance Committee reported that it had examined the reports of the Treasurer and Secretary and found same to be correct. Adopted.

The following bills were allowed and warrants ordered drawn for same:

J. C. Saunders, postage and supplies.....	\$ 62 80
Lansing Journal Co., printing.....	15 75
O. C. Gould, salary to date.....	59 04
J. C. Saunders, salary to date.....	130 00
C. L. Stevens, attending Board meeting.....	5 36
O. C. Gould, attending Board meeting.....	4 81
J. W. Schram, attending Board meeting.....	5 52
Chas. H. Smith, attending Board meeting.....	4 81
J. W. Thorn, attending Board meeting.....	3 08

Proofs of death of L. W. Beesley, Lansing, and H. P. Baker, Grand Rapids, were presented, approved and claims ordered paid.

Proofs of death of S. E. Wells, Des Moines, Ia., and Jas. L. Benson, Chicago, were returned for notarial authority, being outside the State.

The Secretary reported it would be necessary to have a new membership book and on motion of Director Schram the Printing Committee was instructed to procure same.

There being no further business, the Board adjourned to meet in Grand Rapids the last Saturday in November.

J. C. Saunders, Sec'y.

Arrangements for the Annual Picnic.

Grand Rapids, Sept. 4—You are requested to attend a meeting to be held at Sweet's Hotel parlors Saturday evening, Sept. 9, at 8 o'clock, sharp, to make arrangements and appoint committees for the annual picnic to be held Sept. 23. A good attendance is desired. Manley Jones, Chairman Post E.

It is said that 99 per cent. of the common contagious diseases are carried from house to house by the domestic pets of the world.

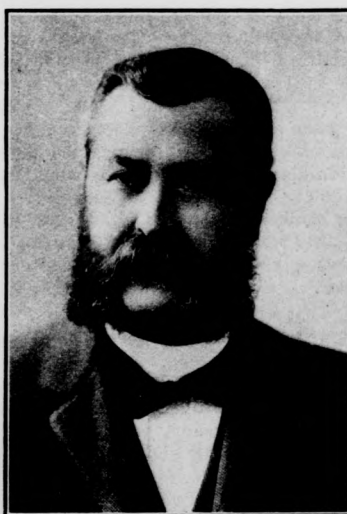
PLATE GLASS.

How American Glass Has Superseded the Imported.

I went into the glass and paint business in 1865. On January 1, 1867, I became a member of the firm of Wm. Wright & Co., Detroit. In July, 1871, I became a member of the firm of Reid & Hills; and in January, 1879, succeeded to the business of the latter firm, since which date I have continued the business alone under the firm name of William Reid.

When I first engaged in the business there were only a few plate glass fronts in Michigan, and scarcely any plate glass was used in the very best residences.

Plate glass was all imported then and cost five times its present price. All stocks were held and carried in New York and Boston until 1885. At this latter date I was the first dealer in the



West to put in a stock of plate glass in stock sheets. Very nearly all of the plate glass used in this country is now manufactured here; and it takes about 15,000,000 square feet to supply the demand, which has been constantly increasing until now our entire factory facilities are crowded to keep supplies in store.

The manufacture of sheet glass has also made wonderful progress. In 1867 nearly all of the glass for good buildings was imported. The grade made by American manufacturers prior to this time was poor, their first quality being about equal to imported third quality. Now the American sheet glass is as good as imported and has almost entirely displaced it in our commercial markets, and especially so in the West.

The present price of window glass, although abnormally high in comparison with prices current during the past ten years, is only about one-third or one-half what it was twenty-five years ago, our facilities, capital and skilled mechanism in the glass industry having succeeded in bringing the results I have mentioned in both plate and window glass.

William Reid.

Commend Him to His New Neighbors.

Kalamazoo, Sept. 4—At a meeting of the traveling men of Kalamazoo, held at the parlors of the Burdick House, Sunday, Sept. 3, the following resolutions—prepared by W. D. Watkins and F. L. Nixon—were unanimously adopted: Whereas—Our friend and frater, E. Starbuck, finds it necessary to remove to Goshen, Ind., in order that he may be nearer the center of his field of usefulness; and

Whereas—We sincerely regret his de-

parture and wish to give public expression to the esteem in which he is held by all who know him; therefore

Resolved—That in leaving Kalamazoo, Mr. Starbuck takes with him the very best wishes of every traveling man in this city and the regret of his leaving will not be confined alone to the traveling men, but to the large circle of his friends and acquaintances;

Resolved—That we recommend him to any traveling men's organization with which he may desire to identify himself in his future home as an upright and courteous gentleman who is loyal to his friends and his chosen occupation and as a desirable and earnest advocate of the principles which elevate the standing of the commercial traveler.

Apparent Economy Due to Absences.

Lansing, Sept. 4—I am constrained to write you in regard to a wrong impression which seems to have gone out with reference to the expenses of holding Board meetings in different places. For instance, in the report of the June meeting, as published in the Tradesman, a comparison is made showing the expense of the Board meeting held at Owosso to be \$31.75, while the expense of the meeting held at Detroit was \$48.22. The facts are that at the Owosso meeting two members were absent, while at Detroit the full Board was in attendance. You will also see that the expense of holding the Lansing meeting was only \$23.58, owing to the absence of three members.

J. C. Saunders,
Sec'y M. K. of G.

Taggart, Knappen & Denison, PATENT ATTORNEYS

811-817 Mich. Trust Bldg., - Grand Rapids

Patents Obtained. Patent Litigation
Attended To in Any American Court.

REMODELED HOTEL BUTLER

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

THE FINEST

THE
NEWEST

THE
LATEST

Designs in Wall Paper
are always in our stock.

OUR PAINTS ARE
PURE AND FRESH

We carry the finest line
of Picture Mouldings in
the city and our Frame
makers are experts.

A complete Artists' Material
catalogue for the asking.

C. L. HARVEY & CO.,
59 MONROE ST.,
GRAND RAPIDS, MICH.

Drugs--Chemicals

Michigan State Board of Pharmacy

A. C. SCHUMACHER, Ann Arbor	Term expires
GEO. GUNDRUM, Ionia	Dec. 31, 1899
L. E. REYNOLDS, St. Joseph	Dec. 31, 1901
HENRY HEIM, Saginaw	Dec. 31, 1902
WIRT P. DOTY, Detroit	Dec. 31, 1903

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

Examination Sessions
Lansing—Nov. 7 and 8.

State Pharmaceutical Association

President—O. EBERBACH, Ann Arbor.
Secretary—CHAS. F. MANN, Detroit.
Treasurer—J. S. BENNETT, Lansing.

The Druggist Who Did Not Enjoy His Camping Trip.

Written for the Tradesman.

As I entered his place of business, the druggist sat at a sloping-top table at the back end of the store, a half-burned cigar dead in his fingers and a tired look on his face. He gave me a good sized order without his customary argument regarding prices, and I knew at once that there was something wrong with him.

"There," I said, closing my book, "that's the last bit of work I intend doing until the first of the month. I'm going off on a vacation. Wish you could go along."

He looked up with a wan smile on his face.

"Where are you going?" he asked.

"Down the river camping," was my hopeful reply.

"You are not above listening to a bit of friendly advice?" he asked, lighting his cigar and tipping back in his chair.

"Certainly not," was my reply.

"What is it?"

"Don't do it."

"Don't do what?"

"Don't go down the river camping."

"And why not?" I demanded, thinking I saw a story back of the strange advice. "I've had a hard year and I'm all tired out. I feel like sleeping in the shade of some tangled thicket for about a month."

The druggist laughed.

"I see you've got it all thought out," he said: "The ripple of the river, the rustle of the leaves, the changing gleams of light and shade, the long, lazy days, with no sounds to vex the ear save the soft, sweet call of the bird and the musical whirl of the reel as the ten pound fish fights gamely for its life in the eddying pool. Yes, I think you'll have to go."

"I guess you've been figuring it out," I said. "You talk like a man who has been having day dreams of a life in the woods."

"I've been having the reality," said the druggist, with a tired yawn, "and I don't think I'll get over it in the next year."

"Where did you go?"

"Down the river—camping."

"Oh!"

"Of all the insane notions that mankind is heir to," said the merchant, "this camping notion is the worst. I feel like kicking myself every time I think of my last exploit in that line. Why any man in his right mind should prefer the hard, damp ground to a soft bed, a meal of burned bacon and grease-soaked potatoes to a dinner at home, is more than I can figure out. And the flies and bugs! Well, I've had my trip, and I'll take my punishment, but you don't catch me in that sort of a deal again."

"Didn't you have a good time?" I asked.

"A good time," echoed the merchant.

"Say, did you ever have one of those comfortable dreams about swimming in subterranean passages filled with black, stinking water? About ducking your head now and then when you heard the hiss of a snake in the darkness, or striking out madly as the slimy body of some water reptile drifted against your face or crawled down the back of your neck?"

"No," I said, with a smile, "I usually stop drinking before I get as far along as that."

"Oh, this wasn't a case of the d. t.," said the druggist, "but it was a case of being up against the real thing. There were three of us, and we took only two small bottles of snake tonic and a case of beer. It was about dark when we got on the river, and we left half our stuff in the wagon, so we had to hustle for coffee, sugar, salt, matches and half a dozen more little things without which the camper can not exist. Tom dumped the smoking tobacco into the river before we got under the first bridge and Dick got the fishing lines all tangled up in his big feet before we got ready to cast a fly. We drifted along, trying to make ourselves believe we were having an awfully jolly time until about midnight, and then went into camp. We hadn't a sign of a tent, so we spread our blankets on the ground and crawled in after a supper that would have made Samson cry like a child from indigestion."

"That's the trouble with campers," I sagely remarked. "They don't look far enough ahead."

"Well," continued the druggist, "along in the night I began to have those cheerful dreams, and I don't wonder at it, for the supper I had eaten would have made McKinley throw up his job or anything else he happened to have about his person. Embalmed beef is pie to a thing of that sort."

"You must have been a comfortable companion," I said, "especially if the others wanted to sleep."

"I dreamed," continued the druggist, "that I was walking along a country road just after the flood had retreated from the surface of the earth. All about me were stagnant pools of water, in which various brands of repulsive reptiles swam and fought, and on the right was a barb-wire fence. Now, I did not have time to consider how the barb-wire got there in the twilight of the new world, but I do remember of wishing that Noah had put the meshes farther apart. I remember, too, of thinking that I'd better climb the fence so as not to disturb the pastimes of a nest of sharks which were gazing up at me with red eyes."

"How many bottles did you say you took along?" I asked.

"Only two," was the sober reply. "Well, I got through the fence and went into the river. There the dream ended. There were the stars, and the trees, and the voices of the night birds, and there, also, was I, spitting out black ooze and swimming for dear life. I was fully dressed and wore a heavy overcoat and a pair of shoes, and I seemed to weigh a ton. I came near dying before I got on the right side of that barb-wire fence again. I couldn't find the camp, and I had no more idea where I was than what had become of the sharks and the ark of my dream. I got over into a field, only to be chased out by a herd of steers whose slumbers I had disturbed, and then I sat down on a log and lifted up my voice. I was too weak and scared

to lift up my feet and walk, and I had to lift up something. I think that at that stage of the game my voice would have thrown a freight train off the track. Talk about getting away from the haunts of men! There, as I said before, were the twinkling stars, there were the trees, with their drooping boughs and their musical clash of leaves and there were the shrill voices of the night birds, but what I wanted was something human—and a bit of tonic and a dry suit of clothes and something to eat, and various other things which are not to be had in the night or in lonely places. It was an hour before the boys found me and tried to make me warm again."

"I'd like plans and specifications regarding those two small bottles," I said.

"The bottles were not half large enough," was the reply, "for I was chilled to the bone. In the morning my clothes were a sight, and I quit camping right there. I was seven miles from home and I walked in, leaving the boys to get the boat to the nearest railway station and send it home. I held quite a reception on the road home, too. Everybody I knew in that whole region was out on the road that morning, accompanied by their wives and their daughters and their sweethearts. They hailed me in friendly voices, but they whispered to each other and cast suspicious glances in my direction as I passed by. I couldn't stop and explain my sleep-walking exploit. Oh, it was a beautiful outing, and the glories of Nature were all about me, but I wouldn't try it again for a thousand dollars. The next time I want a good rest-up, I'm going to swing a hammock on my lawn and stay at home and play with the children. No, sir, you don't get any more sleep-walking and barb-wire fences fresh from the ark and man-eating sharks with red eyes drifting through my vacations."

And the merchant leaned back in his chair again and lighted a fresh cigar. I didn't try to argue the matter with him, for there are times when experience is superior to all argument, and I believed this to be one of them.

Alfred B. Tozer.

The Drug Market.

Opium—Has advanced and is very firm, owing to the higher price in primary markets.

Morphine—Is unchanged.

Quinine—Is weak and tending lower.

Citric Acid—Has declined and, as the season is about over, still lower prices are probable.

Cuttle Fish Bone—Is scarce and has advanced and has an upward tendency.

Glycerine—Is very firm and is being sold by jobbers lower than manufacturers' present price.

Essential Oils—Anise is slightly lower. Pure wintergreen is scarce and has advanced. Cajeput has been advanced and is very firm.

Buchu and Senna Leaves—Are scarce and firm at advanced price.

Linseed Oil—Is very firm and has advanced, on account of higher price for seed.

Seven Out of Seventeen.

Ann Arbor, Sept. 2.—The Michigan Board of Pharmacy held a meeting at Houghton Aug. 28 and 29. There were seventeen applicants present for examination, fifteen for registered pharmacist certificate and two for assistant papers. Six applicants received registered pharmacist papers and one assistant papers. Following is a list of those receiving certificates as registered pharmacists:

G. E. Amidon, Houghton.

C. J. Ayres, Lawton.

Otto Graf, Rockland.

H. E. Goette, Detroit.

J. R. Sandquest, Hancock.

J. R. Stannard, Gaines.

E. Sjolander, of Ishpeming, passed as assistant pharmacist.

The next meeting of the Board will be held at Lansing Nov. 7 and 8.

Six cases of violation of the pharmacy law were recorded since the last meeting of the Board, all of which were convicted and fined.

A. C. Schumacher, Sec'y.

Case of Cruelty.

A little girl whose acquaintance with the zoological wonders of creation was limited was looking at one of the elephants in Lincoln Park, Chicago, while on her first visit to that popular resort.

Observing that the animal stood motionless near a water-trough, she said: "Poor thing! Why don't they lift up his trunk and fasten it back so he can drink."

L. PERRIGO CO., Mfg. Chemists, ALLEGAN, MICH.

Perrigo's Headache Powders, Perrigo's Mandrake Bitters, Perrigo's Dyspepsia Tablets and Perrigo's Quinine Cathartic Tablets are gaining new friends every day. If you haven't already a good supply on, write us for prices.

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

WORLD'S BEST

S.C.W.

50c. CIGAR. ALL JOBBERS AND

G. J. JOHNSON CIGAR CO.

GRAND RAPIDS, MICH.

THE **Keeley** Cure

BENTON HARBOR, MICH.

Alcohol and Opium Using

Treated to a successful conclusion. Write us for literature and full information. Don't delay if you need this treatment.

THE KEELEY INSTITUTE
BOX 1185
BENTON HARBOR, MICH.

WHOLESALE PRICE CURRENT.

Table of Wholesale Prices for various goods. Includes sections for 'Advanced-Declined', 'Acidum', 'Ammonia', 'Aniline', 'Bacca', 'Balsamum', 'Cortex', 'Extractum', 'Flora', 'Folia', 'Gummi', 'Herba', 'Magnesia', and 'Oleum'. Each entry lists the item name, quantity, and price.

Table of Wholesale Prices for various goods. Includes sections for 'Menthol', 'Seidlitz Mixture', 'Linsced', 'Paints', 'Oils', and 'Varnishes'. Each entry lists the item name, quantity, and price.

Druggists' Sundry Department

We Call Special Attention to the Following Lines

RUBBER GOODS have advanced and will be still higher about Sept 15th. PIPES. We have a full line ranging from 75c to \$12 00 per doz. TABLETS. Pen and pencil at attractive prices. ATOMIZERS. An elegant assortment of fancy perfume up to \$18 00 per dozen. PERFUMES. All the leading odors from the leading manufacturers. POCKET BOOKS. New fall styles at attractive prices. We have a full stock of COMBS, TOOTH BRUSHES, HAIR BRUSHES, CLOTHES BRUSHES, LATHER BRUSHES, TOILET SOAP, RAZORS, NAIL FILES, 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 doz. gross 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		CANNED GOODS Apples 3 lb. Standards 75 Gallons, standards 2 10 Beans Baked 75@1 30 Red Kidney 75@ 85 String 85 Wax 90 Blackberries Standards 75 Cherries Standards 90 Corn Fair 75 Good 85 Fancy 95 Hominy Standard 85 Lobster Star, 1/2 lb 1 85 Star, 1 lb 3 10 Picnic Tails 2 25 Mackerel Mustard, 1 lb 1 75 Mustard, 2 lb 2 80 Souled, 1 lb 1 75 Souled, 2 lb 2 80 Tomato, 1 lb 1 75 Tomato, 2 lb 2 80 Mushrooms Stems 14@16 Buttons 20@25 Oysters Cove, 1 lb 90 Cove, 2 lb 1 55 Peaches Pie 1 25 Yellow 1 65@1 90 Pears Standard 70 Fancy 80 Peas Marrowfat 1 00 Early June 1 00 Early June Sifted 1 60 Pineapple Grated 1 25@2 75 Sliced 1 35@2 25 Pumpkin Fair 55 Good 65 Fancy 85 Raspberries Standard 90 Salmon Red Alaska 1 38 Pink Alaska 95 Sardines Domestic, 1/8 S 3@3 1/2 Domestic, Mustard 6 1/2@6 3/4 French 8@22 Strawberries Standard 1 25 Fancy 1 75 Succotash Fair 90 Good 1 00 Fancy 1 20 Tomatoes Fair 80 Good 90 Fancy 1 15 CATSUP Columbia, pints 2 00 Columbia, 1/2 pints 1 25 CHEESE Acme @10 1/2 Amboy @12 Butternut @11 Carson City @11 Elsie @11@11 Emblem @11 Gem @12 Gold Medal @11 Ideal @11 Jersey @11 Riverside @11 1/2 Brick @11 1/2 Edam @70 Leiden @17 Limburger @13 Magnolia 4 25 Pineapple 50 @75 Sap Sago @17 CHICORY Bulk 5 Red 7 CHOCOLATE Walter Baker & Co.'s German Sweet 23 Premium 35 Breakfast Cocoa 46		CIGARS Columbian Cigar Co.'s brand. Columbian, 5c 35 00 Columbian, 10c 65 00 H. & P. Drug Co.'s brand. Fortune Teller 35 00 Our Manager 35 00 Quintette 35 00 G. J. Johnson Cigar Co.'s brand.  S. C. W. 35 00 Phelps, Bræce & Co.'s Brands. Vincente Portuondo 35@ 70 00 Rube Bros. Co. 25@ 70 00 Hilson Co. 35@110 00 T. J. Dunn & Co. 35@ 70 00 Mc Coy & Co. 35@ 70 00 The Collins Cigar Co. 35 00 Brown Bros. 15@ 70 00 Banner Cigar Co. 30@ 70 00 Bernard Stahl Co. 35@ 90 00 Banner Cigar Co. 10@ 35 00 Seidenberg & Co. 55@125 00 G. P. Sprague Cigar Co. 10@ 35 00 Fulton Cigar Co. 10@ 35 00 A. B. Ballard & Co. 35@175 00 E. M. Schwarz & Co. 35@110 00 San Telmo. 35@ 70 00 Havana Cigar Co. 18@ 35 00 CLOTHES LINES Cotton, 40 ft. per doz. 1 00 Cotton, 50 ft. per doz. 1 20 Cotton, 60 ft. per doz. 1 40 Cotton, 70 ft. per doz. 1 60 Cotton, 80 ft. per doz. 1 80 Jute, 60 ft. per doz. 80 Jute, 72 ft. per doz. 95 COFFEE Roasted Rio Fair 9 Good 10 Prime 12 Golden 13 Peaberry 14 Santos Fair 14 Good 15 Prime 16 Peaberry 18 Maracaibo Prime 15 Milled 17 Java Interior 26 Private Growth 30 Mandehling 35 Mocha Imitation 22 Arabian 28 Package Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 3/4 c 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 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract Valley City 1/2 gross 75 Felix 1/2 gross 1 15 Hummel's foil 1/2 gross 85 Hummel's tin 1/2 gross 1 43 CONDENSED MILK 4 doz in case. Gail Borden Eagle 6 75 Crown 6 25 Daisy 5 75 Champion 4 50 Magnolia 4 25 Challenge 3 35 Dime 3 35 COCOA James Epps & Co.'s Boxes, 7 lbs 40 Cases, 16 boxes 38 COCOA SHELLS 20 lb. bags 2 1/2 Less quantity 3 Pound packages 4		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 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 2 00 1,000, any one denom 3 00 2,000, any one denom 5 00 Steel punch 75 Coupon Pass Books Can be made to represent any denomination from \$10 down. 20 books 1 00 50 books 2 00 100 books 3 00 250 books 6 25 500 books 10 00 1,000 books 17 50 CREAM TARTAR 5 and 10 lb. wooden boxes 30 Bulk in sacks 29 DRIED FRUITS—Domestic Apples Sundried @ 7 1/2 Evaporated, 50 lb. boxes @10 1/2 California Fruits Apricots @15 Blackberries @15 Nectarines @15 Peaches 10 @11 Pears 7 1/2 Plitted Cherries 7 1/2 Prunelles 7 1/2 Raspberries 7 1/2 California Prunes 100-120 25 lb. boxes @ 4 90-100 25 lb. boxes @ 5 80-90 25 lb. boxes @ 5 1/2 70-80 25 lb. boxes @ 6 1/2 60-70 25 lb. boxes @ 6 3/4 50-60 25 lb. boxes @ 8 40-50 25 lb. boxes @ 10 30-40 25 lb. boxes @ 12 1/4 cent less in 50 lb. cases Raisins London Layers 2 Crown 1 60 London Layers 3 Crown 1 75 Cluster 4 Crown 1 75 Loose Muscatels 2 Crown 6 1/2 Loose Muscatels 3 Crown 7 1/2 Loose Muscatels 4 Crown 8 L. M. Seeded, choice 8 1/2 L. M. Seeded, fancy 8 1/2 DRIED FRUITS—Foreign Citron Leghorn 11 Corsican 12 Currants Patras, bbls 6 1/2 Cleaned, bulk 6 1/2 Cleaned, packages 7 Peel Citron American 19 lb. bx. 13 Lemon American 10 lb. bx. 10 1/2 Orange American 10 lb. bx. 10 1/2 Raisins Ondura, 28 lb. boxes 11 Sultana 1 Crown 11 Sultana 2 Crown 11 Sultana 3 Crown 11 Sultana 4 Crown 11 Sultana 5 Crown 11 Sultana 6 Crown 11 Sultana package 11 FARINACEOUS GOODS Beans Dried Lima 5 1/2 Medium Hand Picked 1 20@1 25 Brown Holland 1 25 Cereals Cream of Cereal 90 Grain-O, small 1 35 Grain-O, large 2 25 Grape Nuts 1 35 Postum Cereal, small 1 35 Postum Cereal, large 2 25 Farina 24 1 lb. packages 1 25 Bulk, per 100 lbs. 3 00		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 Maccaroni and Vermicelli Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50 Pearl Barley Common 1 75 Chester 2 25 Empire 2 50 Peas Green, Wisconsin, bu 1 00 Green, Scotch, bu 1 10 Split, bu 2 50 Rolled Oats Rolled Avena, bbl 4 00 Monarch, bbl 3 75 Monarch, 1/2 bbl 2 00 Monarch, 90 lb. sacks 1 80 Quaker, cases 3 20 Huron, cases 2 00 Sago German 4 East India 3 1/2 Tapioca Flake 5 Pearl 4 1/2 Pearl, 24 1 lb. packages 6 1/2 Wheat Cracked, bulk 3 1/2 24 2 lb. packages 2 50 FLAVORING EXTRACTS  Jennings' D. C. Vanilla 5 1/2 @6 D. C. Lemon 5 1/2 @6 2 oz. 1 20 3 oz. 1 50 4 oz. 2 00 6 oz. 3 00 No. 8 4 00 No. 10 6 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 2 40 D. C. Vanilla 75 D. C. Lemon 75 3 oz. 1 00 4 oz. 1 40 6 oz. 2 00 No. 8 2 40 No. 10 4 00 No. 2 T. 1 25 No. 3 T. 2 00 No. 4 T. 1 50 Northrop Brand Lem. Van. 1 20 2 oz. Oval 1 20 3 oz. Taper Panel 1 35 4 oz. Taper Panel 1 60 Perrigo's Van. Lem. doz. 75 XXX, 4 oz. taper 2 25 XX, 2 oz. obert 1 00 No. 2, 2 oz. obert 75 XXX D D ptehr, 6 oz 2 25 XXX D D ptehr, 4 oz 1 75 K. P. ptehr, 6 oz 2 25 FLY PAPER Perrigo's Lightning, gro 2 50 Petrolatum, per doz 75 GUNPOWDER Rifle—Dupont's Kegs 4 00 Half Kegs 2 25 Quarter Kegs 1 25 1 lb. cans 30 1/2 lb. cans 18 Choqe Bore—Dupont's Kegs 4 25 Half Kegs 2 40 Quarter Kegs 1 35 G8ape Nuts 34 Eagle Duck—Dupont's Kegs 8 00 Half Kegs 4 25 Quarter Kegs 2 25 1 lb. canf 45		HERBS Sage 15 Hops 15 INDIGO Madras, 5 lb. boxes 55 S. F., 2, 3 and 5 lb. boxes 50 JELLY 15 lb. pails 36 30 lb. pails 65 LICORICE Pure 30 Calabria 25 Sicily 14 Root 10 LYE Condensed, 2 dnz 1 20 Condensed, 4 doz 2 25 MATCHES Diamond Match Co.'s brand. No. 9 sulphur 1 65 Anchor Parlor 1 70 No. 2 Home 1 10 Export Parlor 4 00 Wolverine 1 25 MOLASSES New Orleans Black 11 Fair 14 Good 20 Fancy 24 Open Kettle 25@35 Half-barrels 2c extra MUSTARD Horse Radish, 1 doz 1 75 Horse Radish, 2 doz 3 50 Bayle's Celery, 1 doz 1 75 PICKLES Medium Barrels, 1,200 count 4 00 Half bbls, 600 count 2 50 Small Barrels, 2,400 count 5 00 Half bbls, 1,200 count 3 00 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85 POTASH 48 cans in case. Babbitt's 4 00 Penna Salt Co.'s 3 00 RICE Domestic Carolina head 6 1/2 Carolina No. 1 5 Carolina No. 2 4 Broken 3 1/2 Imported. Japan, No. 1 5 1/2 @6 Japan, No. 2 4 1/2 @5 Java, fancy head 5 @5 1/2 Java, No. 1 6 Table @ SALEATUS Packed 60 lbs. in box. Church's Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 3 50 L. P. 3 00 Sodio 3 15 Wyandotte, 100 3/4 S 3 00 SAL SODA Granulated, bbls 80 Granulated, 100 lb. cases 80 Lump, bbls 70 Lump, 145 lb. kegs 80 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. bulk 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 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 60 Medium Fine 70	
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JAXON

6 oz. cans, 4 doz. case 80
 9 oz. cans, 4 doz. case 1 20
 1 lb. cans, 2 doz. case 2 00
 2 1/2 lb. cans, 1 doz. case 4 75
 5 lb. cans, 1 doz. case 9 00

1/4 lb. cans per doz 75
 1/2 lb. cans per doz 1 20
 1 lb. cans per doz 2 00

1/4 lb. cans, 4 doz. case 35
 1/2 lb. cans, 4 doz. case 55
 1 lb. cans, 2 doz. case 90

CONDENSED PEARL BLUING

Small 3 doz 40
 Large, 2 doz 75

No. 1 Carpet 2 30
 No. 2 Carpet 2 15
 No. 3 Carpet 2 85
 No. 4 Carpet 1 45
 Parlor Gem 2 50
 Common Whisk 95
 Fancy Whisk 1 00
 Warehouse 2 70

88 7
 168 8
 Paraffine 8
 Wicking 20

88 7
 168 8
 Paraffine 8
 Wicking 20

SALT FISH

Table with 2 columns: Item name (e.g., Georges cured, Georges genuine) and Price.

Herring

Table with 2 columns: Item name (e.g., Holland white hoops, Holland white hoops) and Price.

Mackerel

Table with 2 columns: Item name (e.g., Mess 100 lbs., Mess 40 lbs.) and Price.

Trout

Table with 2 columns: Item name (No. 1 100 lbs., No. 1 40 lbs.) and Price.

Whitefish

Table with 2 columns: Item name (No. 1 100 lbs., No. 2 100 lbs.) and Price.

SEEDS

Table with 2 columns: Item name (Anise, Canary, Caraway) and Price.

SNUFF

Table with 2 columns: Item name (Scotch, in bladders, Maccaboy) and Price.

SOAP

Table with 2 columns: Item name (Single box, 5 box lots) and Price.

JAS. S. KIRK & CO.'S BRANDS

Table with 2 columns: Item name (American Family, Dome, Cabinet) and Price.

SODA

Table with 2 columns: Item name (Boxes, Kegs) and Price.

SPICES

Table with 2 columns: Item name (Allspice, Cassia) and Price.

Pure Ground in Bulk

Table with 2 columns: Item name (Allspice, Cassia) and Price.

STOVE POLISH

Table with 2 columns: Item name (No. 4, 3 doz. in case) and Price.



Table with 2 columns: Item name (No. 4, 3 doz. in case) and Price.

STARCH



Table with 2 columns: Item name (Kingsford's Corn, Diamond) and Price.

SYRUPS

Table with 2 columns: Item name (Barrels, Half bbls) and Price.

SUGAR

Table with 2 columns: Item name (Below are given New York prices) and Price.

Butter Plates

Table with 2 columns: Item name (No. 1 Oval, 250 in crate) and Price.

Clothes Pins

Table with 2 columns: Item name (Boxes, gross boxes) and Price.

Mop Sticks

Table with 2 columns: Item name (Trojan spring, Eclipse patent) and Price.

Pails

Table with 2 columns: Item name (2-hoop Standard, 3-hoop Standard) and Price.

Tubs

Table with 2 columns: Item name (20-inch Standard, 18-inch Standard) and Price.

Wash Boards

Table with 2 columns: Item name (Bronze Globe, Dewey) and Price.

Wood Bowls

Table with 2 columns: Item name (11 in. Butter, 13 in. Butter) and Price.

YEAST CAKE

Table with 2 columns: Item name (Yeast Foam, 1 1/2 doz) and Price.

Provisions

Table with 2 columns: Item name (Swift & Company quote as follows) and Price.

Barreled Pork

Table with 2 columns: Item name (Mess, Clean) and Price.

Dry Salt Meats

Table with 2 columns: Item name (Bellies, Briskets) and Price.

Smoked Meats

Table with 2 columns: Item name (Hams, 12 lb. average) and Price.

Lards—In Tierces

Table with 2 columns: Item name (Compound, Kettle) and Price.

Sausages

Table with 2 columns: Item name (Bologna, Liver) and Price.

Beef

Table with 2 columns: Item name (Extra Mess, Boneless) and Price.

Pigs' Feet

Table with 2 columns: Item name (Kits, 15 lbs) and Price.

Tripe

Table with 2 columns: Item name (Kits, 15 lbs) and Price.

Casings

Table with 2 columns: Item name (Pork, Beef) and Price.

Butterine

Table with 2 columns: Item name (Rolls, dairy) and Price.

Canned Meats

Table with 2 columns: Item name (Corned beef, 2 lb) and Price.

Grains and Feedstuffs

Wheat

Table with 2 columns: Item name (Old, New) and Price.

Winter Wheat Flour

Table with 2 columns: Item name (Patents, Second Patent) and Price.

Spring Wheat Flour

Table with 2 columns: Item name (Clark-Jewell-Well's Co's Brand) and Price.

Table with 2 columns: Item name (Quaker, Ball-Barnhart-Putman's Brand) and Price.



Table with 2 columns: Item name (Soda XXX, Soda XXX) and Price.

Table with 2 columns: Item name (Oyster, Sweet Goods—Boxes) and Price.

Table with 2 columns: Item name (Duluth Imperial, Lemon & Wheeler Co's Brand) and Price.

Table with 2 columns: Item name (Ceresota, Worden Grocer Co's Brand) and Price.

Table with 2 columns: Item name (Laurel, Meal) and Price.

Table with 2 columns: Item name (Feed and Millstuffs, St. Car Feed) and Price.

Table with 2 columns: Item name (Corn, New corn) and Price.

Table with 2 columns: Item name (Oats, Car lots) and Price.

Table with 2 columns: Item name (Hay, No. 1 Timothy) and Price.

Table with 2 columns: Item name (Hides and Pelts, Green No. 1) and Price.

Table with 2 columns: Item name (Wool, Washed, fine) and Price.

Fresh Meats

Beef

Table with 2 columns: Item name (Carcase, Forequarters) and Price.

Pork

Table with 2 columns: Item name (Dressed, Loins) and Price.

Mutton

Table with 2 columns: Item name (Carcase, Spring Lambs) and Price.

Veal

Table with 2 columns: Item name (Carcase) and Price.

Crackers

Table with 2 columns: Item name (The National Biscuit Co., Seymour XXX) and Price.

Butter

Table with 2 columns: Item name (Seymour XXX, Family XXX) and Price.

Soda

Table with 2 columns: Item name (Soda XXX, Soda XXX) and Price.

Oyster

Table with 2 columns: Item name (Saltine Wafer, Saltine Wafer) and Price.

Sweet Goods—Boxes

Table with 2 columns: Item name (Animals, Bent's Water) and Price.

Table with 2 columns: Item name (Cocoa Nut, Coffee Cake) and Price.

Table with 2 columns: Item name (Cubans, Frosted Cream) and Price.

Table with 2 columns: Item name (Ginger Gems, Graham Crackers) and Price.

Table with 2 columns: Item name (Grandma Cakes, Imperial) and Price.

Table with 2 columns: Item name (Molasses Cakes, Orange Gems) and Price.

Table with 2 columns: Item name (Penny Assorted Cakes, Pretzels) and Price.

Candies

Stick Candy

Table with 2 columns: Item name (Standard, Standard H. H.) and Price.

Mixed Candy

Table with 2 columns: Item name (Grocers, Competition) and Price.

Fancy—In Bulk

Table with 2 columns: Item name (San Blas Goodies, Lozenges) and Price.

Fancy—In 5 lb. Boxes

Table with 2 columns: Item name (Lemon Drops, Sour Drops) and Price.

Caramels

Table with 2 columns: Item name (No. 1 wrapped, 3 lb. boxes) and Price.

Fruits

Oranges

Table with 2 columns: Item name (Fancy Rodi's, Sorrentos) and Price.

Lemons

Table with 2 columns: Item name (Strictly choice, Fancy 300's) and Price.

Bananas

Table with 2 columns: Item name (Medium bunches, Large bunches) and Price.

Foreign Dried Fruits

Table with 2 columns: Item name (California Figs, Choice, 10 lb. boxes) and Price.

Dates

Table with 2 columns: Item name (Fards in 10 lb. boxes, Fards in 60 lb. cases) and Price.

Nuts

Table with 2 columns: Item name (Almonds, Tarragona, Almonds, Ivica) and Price.

Shell Goods

Table with 2 columns: Item name (Clams, per 100, Oysters, per 100) and Price.

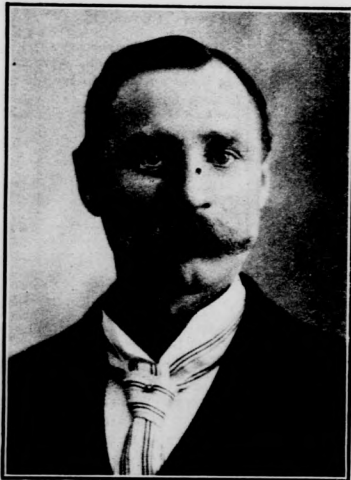
Oils

Table with 2 columns: Item name (Eocene, Perfection, XXX W. W. Mich. Hdt) and Price.

EXCELSIOR.**Origin and Development of the Business in Michigan.**

The first excelsior manufactured in Michigan was made about forty years ago by C. C. Comstock and E. F. Ward, who wanted some for mattresses. It was cut on a jointer such as is commonly used in a furniture factory. At this time the cost of what little excelsior was used in Michigan was from thirty to forty dollars per ton.

The first factory established in Michigan was at Benton Harbor in the early seventies by Miller Bros., who continued in business about ten years. Dishman & Wheeler started a factory on Third street, in this city, three years later and manufactured for several years, but finally gave it up as unprofitable. The Grand Rapids Excelsior Co. (L. C. Butts), now Dale Bros., and F. B. Day, now the J. W. Fox Excelsior Co., both began manufacturing in 1877, the former on Taylor street and the latter on



Sixth street. In 1880 Roberts Bros. started a small factory on Mill street, which was run a short time and then removed to Lyons and later on to Pierson and run in connection with a flouring mill. It was soon destroyed by fire and never rebuilt. A. M. Collins had a factory on Grandville avenue for a few years and Donker & Quist ran one for a short time on Elizabeth street.

There have been several factories started in the State, but very few of them continued in the business for any great length of time. M. B. Faughner & Co. had a factory at Owosso, which was destroyed by fire and was rebuilt at Alma and again burned. The Shiawassee County Excelsior Co. once operated a factory at Bancroft. One was also started at Perrington by Charles Rigley, of Owosso, which was destroyed by fire and never rebuilt. Ed. Jennings ran one at Pinconning, which was burned. Cheboygan, Kalamazoo, Berlin, Niles, Buchanan, Bay City, Zeeland and Reed City have all had their experience with excelsior factories. At present the factories doing business in Michigan are two at Grand Rapids, one at Detroit, one at Muskegon, one at Harriette and two at Alpena.

The first excelsior machine was a large wheel, called the Yankee Whittler, which cut excelsior very fast, but not the best quality and was soon discarded for what is called the upright machine. This machine has been greatly improved within the last three or four years. At first one man would cut about 1,600 pounds in ten hours. At present, with the latest improved up-

right machine, one man will cut from 3,500 to 4,000 pounds in the same time. In my opinion, there is a chance for still greater improvements.

At the present time there are eight grades of excelsior manufactured, among them being medium and coarse for mattress work, fine for general packing and wood wool (curled hair) for upholstery.

The various uses to which this article has been applied are many. At first it was used for furniture almost exclusively, but at the present time it is used for all sorts of packing and upholstery, from packing furniture, crockery and glassware to iron castings. It is used largely for packing eggs, confectionery and bakers' goods. It is also used by carriage and sleigh manufacturers and casket manufacturers.

The price has varied from less than actual cost of manufacturing to an enormous profit. In 1877 the average price for packing excelsior was \$14 per ton; in 1878 it sold for \$12 per ton; in 1879 \$10 per ton; in 1884 \$18 per ton, and in 1894 it sold for \$8 per ton. The present price is about \$13. J. W. Fox.

Suggestions on the Selection of Lamps.

The season is now at hand when the retailer must think of replenishing his stock of lamps. They should be varied in assortment according to the pocket book of the clientele to which the dealer caters. Every one knows by this time what things of beauty lamps can be. However, it is also equally well known that the latter variety are generally quite expensive and are only in demand by the better class of trade. But there are styles in lamps which are quite pleasing and yet are not so very high in price. These are the kind that are most popular and which the retailer should strive most energetically to purchase. It has been said that there is no other line of goods so difficult to keep an unbroken stock of as lamps, nor is it always possible to readily gauge the demand for them. Decorated parlor lamps are always in request. Those with china bowls and shades and embossed decorations are quite cheap, yet equally attractive. These may be obtained with lavender, green, and canary decorations and when fitted with brass sun burners make lamps which would suit a fastidious taste which is not accompanied by a very fat pocket book. Others equally desirable and yet cheap are decorated with pastoral scenes on globes instead of shades. These have yellow, rose color, and blue decorations on the bowl of the lamp, and are fitted with brass gallery burners. A somewhat more expensive style which is even more pleasing has a fancy, rounded and somewhat fluted bowl, tinted in delicate shades, with a conventional design in rose color, green, and canary on the bowls and shades. Below these are sprays of flowers: forget-me-not spray, daisy spray, and wild flower spray. The colors in these are pleasing and harmonious.

So It Is With Most People.

"Are you fond of music?"

"Very," answered the young man with wide ears.

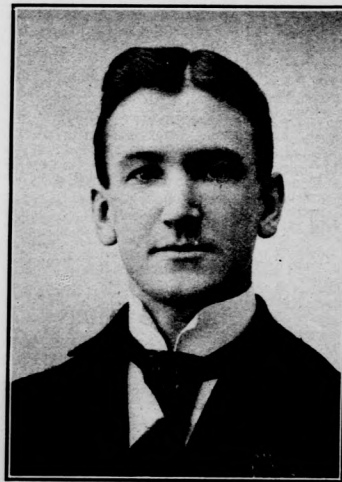
"How do you make the distinction between popular music and classical music?"

"Easily. If I enjoy it it's popular, and if I don't like it it's classical."

There's very little luck in business success. Circumstances may place a fool or a knave in an important position, but it requires brain sand honesty to keep him there.

SUCCESSFUL SALESMEN.**F. W. Oesterle, Representing Rindge, Kalmbach, Logie & Co.**

Frederick W. Oesterle was born in Grand Rapids Jan. 10, 1868, his antecedents being German on both sides. He attended the public school on North Ionia street and spent two years in the high school, when he took a six months' commercial course in Swensberg's Business College. His first work was with Champlin & More as office boy, with whom he remained six months. Aug. 8, 1883, he secured employment in the shoe factory of the then firm of Rindge, Bertsch & Co., where he remained five years. He was then promoted to the position of billing clerk, which he occupied two years, and subsequently to that of shipping clerk, which he occupied one year. On the retirement of Russell W. Bertsch, he was given his territory, comprising the Pentwater



branch, the Kalamazoo division of the Lake Shore Railroad, the Chicago & West Michigan to LaPorte and about a dozen towns in Northern Indiana. He undertakes to see his trade every six months.

Mr. Oesterle is a member of the Michigan Knights of the Grip and two bodies of the Masonic order—Valley City Lodge No. 86 and Grand Rapids Chapter (Royal Arch) No. 7. He is also a member of the German Methodist Episcopal church.

Mr. Oesterle will be married Sept. 14 to Miss Clara Horst, who was formerly a resident of this city during the time her father was pastor of the German Methodist church here. Mr. Oesterle and bride will reside at the family residence, 275 North Ionia street, pending the construction of a new home in some other part of the city.

Mr. Oesterle attributes his success to the fact that he insists on selling a man the goods he can dispose of readily and at a good profit. He never urges a dealer to buy goods because they are cheap, unless he has a trade which will take them, because cheap as they may be, they prove dear in the end. He finds that his experience in the factory has been of great value to him because, when a dealer wants something unusual, he is in a position to tell him whether the suggestion is a practicable one or not. He is a prince of good nature and is always sure of a cordial reception, both at the hands of the trade and in the house on his return.

When a man has greatness thrust upon him, it usually doesn't take him very long to get rid of it.

Testing Drugs on Animals.

From the New Orleans Times-Democrat.

"You've heard the theatrical expression, 'trying it on a dog,'" said a local representative of a great manufacturing drug house. "It means an experimental performance of a new play in some small city. If the dog, otherwise the small city, shows no great symptoms of distress they venture the thing in New York. Well, in our line of business we frequently 'try it on a dog,' also on a frog, a rat, a rooster, a guinea pig, and other animals too numerous to mention. Our trials are literal, not figurative. We make them to ascertain the strength of certain drugs which, for some reason or other, defy chemical analysis. In such cases we resort to what is called a physiological test. Suppose, for instance, we want to find out the strength of a sample of digitalis, which, if in good condition, has a stimulating effect on the heart. The experts on the staff of the laboratory at our works force a drop of the stuff into the stomach of a small frog, which is then placed in a delicate machine called a kymograph that records its heart beats on a strip of paper. The digitalis may be perfectly dead and inert and it may be strong and active—no chemist could tell the difference—but the kymograph gets at the truth with infallible certainty, and the sample is graded accordingly. The frogs used are little fellows not over two inches long and they are rather hard to get. Some time ago we sent the house a consignment from New Orleans, but they proved to be too large. Why do we use such small ones? Because it takes less of the drug to affect them. It's merely a matter of economy.

"Some of the other tests are still more curious," continued the drug man, "and none queerer than that of ergot. To ascertain its active properties a small quantity is injected into a full grown rooster. If the drug is up to standard strength the comb of the fowl soon begins to turn blue and eventually becomes almost black. The power of the particular sample on trial is indicated by the deepness of the discoloration. This test is the only reliable one known and is exceedingly valuable, because ergot has a strange trick of occasionally losing all its medicinal properties without showing the slightest change in general appearance. 'Hasheesh,' which has figured so extensively in romances of the Orient, is known scientifically as Cannabis Indica. It is tested on dogs. When the drug is all right the dog soon begins to get 'dopy,' staggers in its walk and eventually keels over and dreams dreams. The necessity of testing hash-eesh grows out of a very singular fact: As most people know, it is made from the blossom of Indian hemp, but it is only the unfertilized female flower that has any narcotic properties. The male flowers and the seed-bearing female flowers are absolutely valueless, but all three look alike to the naked eye. So does the tincture prepared from them, and, like the other drugs mentioned, it doesn't yield to analysis. These tests will give a fair idea of the modern method of getting at facts about medicines. They are only a few out of many. Altogether, I suppose that upward of a dozen different animals are used, each selected because of its sensitiveness to some special preparation. Occasionally the sentimentalists raise a wail over the poor guinea pigs and white rats and the innocent frogs that are sacrificed to science, but if it was not for the help of these creatures we would have to fall back on the old-fashioned method of distinguishing toadstools from mushrooms. 'Cook them and eat them,' was the formula, 'and if they don't kill you they are mushrooms.'"

Not That Kind of Hose.

"The garden hose needs mending, George," said Mrs. Snaggs. "How do you mend garden hose?"

"Oh, darn the hose!" replied Mr. Snaggs, who was reading the newspaper just then and did not want to be bothered.

Nevertheless, that is not the sort of hose to be mended by darning.

H. LEONARD & SONS

GRAND RAPIDS, MICH.



View of the new wholesale sample room on first floor, corner Fulton and Commerce Streets, 5,000 square feet.



Manufacturers, direct importers and jobbers of the largest lines of **Holiday Goods**. Your personal inspection is solicited to view our assortment of staple Holiday Goods in China of every description, **Dolls, Toys, Games, Albums, Celluloid Case Goods, Books and Novelties** at prices equal to the lowest. Are you on our mailing list? If not, write for our monthly catalogues. Correspondence invited.

H. LEONARD & SONS.

FARM IMPLEMENTS.

Features of the Business Not Generally Known.

The farm implement trade in Grand Rapids ranks among the smaller industries of the city and is characterized by being represented by fewer dealers and manufacturers than most of the other lines of merchandise. The sale of farming tools is necessarily limited to only a portion of the large army of consumers, as a whole, who seek Grand Rapids for supplies.

Everyone must buy shoes, but few have need of a hoe and fewer still of self-binders and less still for a threshing machine, yet it may be interesting to know that although the demand for farm implements appears limited and the number of firms directly engaged in their sale may be almost counted on the fingers of one hand, yet the total amount annually sold from Grand Rapids reaches the surprising sum of a million and a half of dollars.

With the exception of farm wagons,



Grand Rapids manufactures none of the farm implements disposed of at Grand Rapids. It is a compliment to the wagon trade to know that 85 per cent. of all the wagons sold in this city are manufactured here, while the remainder of the money received from this branch of trade goes through the agencies in Grand Rapids and is sent abroad to manufacturers in other parts of this State and in other states.

Why not manufacture farm implements in Grand Rapids?

The construction of implements has undergone marked changes. The cast-iron and wooden tools of fifteen or twenty years ago are being supplanted all along the line with the all steel cultivators, all steel hay rakes, all steel grain drills, all steel self-binders, steel wind mills, hay presses—in fact, everything now is all steel.

Perhaps the most important of all changes that have taken place is the reduction in prices on most of the farm implements for sale. A few illustrations will suffice: In 1882 a nine hoe grain drill sold at \$85; in 1899 at \$55. In 1882 a farm wagon sold at \$120; in 1899 at \$55. In 1882 self-binders sold at \$300; in 1899 at \$125. The reduction in the prices of farm tools and the greatly improved construction and increased utility has many times compounded the output as an offset to the reduction in prices.

Another change in the method of handling the harvesting machine trade

is noticed in the fact that it has now entirely passed out of the hands of the local dealers and is directly controlled and operated by salaried men under the general agents of the several great harvesting machine companies. The change has resulted in increasing many fold the number of harvesting machines sold in this territory.

The implement trade in Grand Rapids is represented principally by three exclusive implement dealers, and four large transfer houses, representing the great harvesting machine companies who do both a wholesale and retail business.

Among those who are engaged in the implement business, the firm of Brown & Sehler has the distinction of being the oldest, the business having been established in 1876 by the late E. T. Brown. Three years later a son of the deceased, Frank E. Brown, became associated with him, and in 1882 John Sehler bought an interest in the business, and the firm also bought out the remains of the stock of the old firm of Luther & Sumner. This new firm now became E. T. Brown & Co. and transacted a general business in the implement trade and began the wholesaling of implements to the adjoining towns. In 1885 E. T. Brown retired from the firm and it then became the present firm of Brown & Sehler, who have continued about the same line of trade except to enlarge their capacity. In 1897 they added one important feature to their business, that of the manufacture of harness, which has proven very satisfactory.

Samuel Fox, located on South Division street, has, for the past fourteen years, done an extensive and conservative retail business in the implement trade. This house was originated in 1885 in a partnership existing between Myron Hester and Samuel Fox, and continued to do business until 1892, when Mr. Hester retired from the firm and the business has since been continued by Samuel Fox alone.

The present firm of Adams & Hart was originated in 1888 by W. M. Adams and in 1889 the late Isaac D. North became associated with him and the firm became Adams & North, doing an exclusive business in the farm implement and carriage trade. In 1890 Mr. North retired from the firm on account of ill health and was succeeded in 1891 by the present member of the firm, George W. Hart, since which time the business has grown from a small beginning to the second in size in the city.

The four large harvesting machine companies, who do both a wholesale and a retail business, are among the most conspicuous who are directly connected with the implement business. It is reported upon good authority that no less than 9,000 binders, mowers, hay rakes and corn huskers are annually distributed through these agencies in this city, which amounts in the volume of business to about \$800,000, through their able representatives.

The Champion Harvesting Machine Co. was about the first to see that Grand Rapids was to be the metropolis of Western Michigan and a shipping point for the adjoining counties and located its general agency here in 1886 under the management of the late Charles Barton. In 1888 the present agent, E. T. Horning, assumed the management and has continued to increase the trade until it now stands second to no other transfer house in the State.

The next to follow was the McCormick

Harvesting Machine Co., under the management of Edward Stoddard, who has established a transfer and repository for the well-known McCormick harvesting machines. This probably does the largest business in the city, but close to it comes O. P. Byers, the hustling representative of the Wm. Deering Co., which established a branch in Grand Rapids three years ago and has run up the output of his harvesters quite beyond his expectations and that of the manufacturers.

George W. Logan, the representative of D. M. Osborn & Co., was placed in charge of this territory in 1899, and has worked up a large and lucrative trade, E. L. Fry being the local transfer and sales agent. Mr. Logan was preceded in his work by Mr. Maloney, who established the general agency in Grand Rapids in 1896, and it is an earnest and energetic race between the representatives of these four great companies to see which shall acquire the largest and most profitable in the twelve or fifteen counties immediately tributary to Grand Rapids.

The late Wm. C. Dennison began business in 1856 and did an extensive general farm implement trade throughout Western Michigan. His business at one time was the largest of any dealer in the State, but due to unfortunate management and reverses in business late in life, the results of his labors slipped away and he died almost penniless in 1896.

Among others who have also been interested in the implement trade was the late firm of Knapp, Simons & Warren, Luther & Sumner and Richmond Bros. Of their history the writer knows little.

W. M. Adams.

Gradually Gaining Ground.

Manistee, Sept. 4—At the last meeting of the Manistee Business Men's Association, the annual dues were changed from \$5 a year to \$1; but it is provided that at any time it is found necessary to raise more money, it can be done by assessment by order of the President.

Seven members will constitute a quorum instead of ten as heretofore.

Jacob Aarons, chairman of the Soliciting Committee, reported sixty-five applications for membership.

The Secretary was instructed to ask the Council for permission to use the Council rooms for holding its meetings in.

The election of committees was deferred until next meeting.

Business Wants

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 payments.

BUSINESS CHANCES.

WANTED—TO BUY STOCK OF GENERAL Merchandise in the country, in Central Michigan, involving from \$800 to \$1,200. M. Stimson, Hadley, Mich. 62

FOR SALE—WELL-SELECTED STOCK OF general merchandise in Northern Michigan town of 5,000 inhabitants; doing an annual business of \$20,000. Reason for selling, other affairs to look after. Bargain to anyone meaning business. Will sell on easy terms. Address No. 67, care Michigan Tradesman. 67

FOR SALE—STORE BUILDING, 80 x 24, two stories and basement; second story a residence, and, with small expense, could be made into an elegant hotel, which the town needs. Also \$3,000 clean stock of general merchandise. Good farming community and town of 600 inhabitants. Cause for selling, ill health. Address Box 66, Wayland, Mich. 66

FOR SALE OR EXCHANGE FOR GENERAL Merchandise—One forty acre fruit farm with choice varieties of fruit in bearing; one sixty-five acre fruit farm; one twenty-five acre fruit farm. Too much land is the only reason for selling. Apply to T. R. Smith, Lawton, Mich. 64

FOR SALE—GROCERY AND SHOE STOCK, connected with best general store in Michigan. Stock invoices about \$2,000; no trades, all cash; splendid opportunity for a hustler; country town; best farming country. Owner wishes to devote time to balance of stock. Average sales, \$2,000 per month. Address Box No. 63, care Michigan Tradesman. 63

PARTNER WANTED WITH SMALL CAPITAL to take interest in a valuable preparation. Address Box 205, Sunfield, Mich. 69

TO RENT—ONE OR TWO BRICK STORES with deep cellar, 22x75 feet, on Main street, in Opera House block, Mendon, Mich. Write to Levi Cole. 54

FOR SALE—MEAT MARKET; ONE OF the best locations in the city; customers all good pay; doing a good paying business. Address No. 53, care Michigan Tradesman. 53

FOR SALE—BELGIAN HARES WITH hutchers, etc.; get in on the ground floor for the boom in hare furs. Albert Baxter, Muskegon, Mich. 57

GOOD OPENING FOR DRY GOODS OR department store at Centerville, Mich. Address Box 135. 55

WANTED—GOOD LOCATION FOR OPENING a good clothing store, or would buy out stock. Address Box 32, Sturgis, Mich. 56

FOR SALE—THE CRANE MANUFACTURING mill at South Frankfort, fully equipped for the manufacture of hardwood lumber. Immediate possession. Inquire of Ann Arbor Savings Bank, Ann Arbor, Mich. 58

FOR SALE AT A BARGAIN—WELL-STOCKED variety store in a thriving town of 2,500. Good location, excellent trade. Other business reason for selling. Address Box 344, Otsego, Mich. 52

FOR SALE—STOCK OF DRUGS, SUNDRIES, fountain, etc., in excellent farming town; central location; established twenty years; big profits; rent very cheap. Will sell at a big discount. Present owner not a druggist. Address No. 48, care Michigan Tradesman. 48

DRUG STOCK FOR SALE VERY CHEAP on account of the death of the proprietor. For particulars write to Mrs. Anna Tomlin, Bear Lake, Mich. 41

TO RENT—TWO STORES IN NEW CORNER block in city of Belding—one of the best towns in Michigan. Has eight factories, all running, comprising the following: Two silk mills, two refrigerator factories, basket factory, shoe factory, furniture factory, box factory; planing mill and flouring mill. Stores are located on Main street in good location. Size of corner store, 25x85 feet. Good basement, running water, electric lights. Rent to good parties reasonable. Address Belding Land & Improvement Co., Belding, Mich. 45

FOR SALE—CLEAN STOCK OF CLOTHING and men's furnishings in one of the best growing towns in Southern Michigan. Good trade. Other business reason for selling. Address A. M. Michigan Tradesman. 25

WANTED—YOUR ORDER FOR A RUBBER stamp. Best stamps on earth at prices that are right. Will J. Weller, Muskegon, Mich. 958

FOR SALE OR EXCHANGE FOR GENERAL Stock of Merchandise—60 acre farm, part clear, architect house and barn; well watered. I also have two 40 acre farms and one 80 acre farm to exchange. Address No. 12, care Michigan Tradesman. 12

THE SHAFING, HANGERS AND PULLEYS formerly used to drive the Presses of the Tradesman are for sale at a nominal price. Power users making additions or changes will do well to investigate. Tradesman Company, Grand Rapids, Michigan. 983

FOR SALE—GOOD BAZAAR STOCK, Enquire of Hollon & Hungerford, Albion, Mich. 16

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

MODERN CITY RESIDENCE AND LARGE lot, with barn, for sale cheap on easy terms, or will exchange for tract of hardwood timber. Big bargain for some one. Possession given any time. Investigation solicited. E. A. Stowe, 24 Kellogg street, Grand Rapids. 993

ANY ONE WISHING TO ENGAGE IN THE grain and produce and other lines of business can learn of good locations by communicating with H. H. Howe, Land and Industrial Agent C. & W. M. and D. G. R. & W. Railways, Grand Rapids, Mich. 919

FOR SALE—A RARE OPPORTUNITY—A flourishing business, clean stock of shoes and furnishing goods; established cash trade; best store and location in city; located among the best iron mines in the country. The coming spring will open up with a boom for this city, with prosperous times for years to come a certainty. Rent free for six months, also a discount on stock; use of fixtures free. Store and location admirably adapted for any line of business and conducted at small expense. Get in line before too late. Failing health reason for selling. Address P. O. Box 204, Negaunee, Mich. 913

WANTED—REGISTERED ASSISTANT pharmacist. Address Solon, care Michigan Tradesman. 61

WANTED—AN ASSISTANT PHARMACIST. Give age, experience, references and salary wanted. Allen B. Way, Sparta, Mich. 60

WANTED—AN ASSISTANT PHARMACIST. Address, with reference, Box 24, Richland, Mich. 65

WANTED—SITUATION OR LOCATION AS pharmacist or physician or both. Address No. 68, care Michigan Tradesman. 68

MISCELLANEOUS.

WANTED—POSITION AS MANAGER OR head clerk in general store. Have had valuable experience as manager and buyer for ten years. Annual sales, \$50,000. Address No. 51, care Michigan Tradesman. 51

WANTED—POSITION AS CLERK, NINE years' experience in dry goods and general trade. Address No. 43, care Michigan Tradesman. 43

WANTED—POSITION BY DRUGGIST, 14 years' experience. Address No. 40, care Michigan Tradesman. 40

WANTED—SITUATION AS TRAVELING salesman, commission or salary, clothing, boots and shoes, men's furnishing goods or groceries. Good references given. Address 998, care Michigan Tradesman. 998

Travelers' Time Tables.

CHICAGO and West Michigan R'y
June 18, 1899.

Chicago.
Lv. G. Rapids. 7:10am 12:00nn 5:05pm *2:15am
Ar. Chicago. 1:30pm 5:00pm 11:15pm *7:25am
Lv. Chicago. 7:15am 12:00nn 4:15pm *8:45pm
Ar. G'd Rapids 1:25pm 5:05pm 10:15pm *1:50am

Traverse City, Charlevoix and Petoskey.
Lv. G'd Rapids. 7:30am 2:05am 1:45pm 5:30pm
Ar. Trav. City. 12:40pm 6:10am 5:35pm 10:55pm
Ar. Charlevoix. 3:15pm 7:35am 7:35pm
Ar. Petoskey. 3:45pm 8:15am 8:15pm
Ar. Bay View. 3:55pm 8:20am 8:20pm

Ottawa Beach.
Lv. G. Rapids. 9:00am 12:00nn 5:30pm
Ar. G. Rapids. 8:00am 1:25pm 5:05pm 10:15pm
Extra train on Saturday leaves at 2:15pm for Ottawa Beach.
Sunday train leaves Bridge street 8:40am, Union depot 9:00am; leaves Ottawa Beach 7:00pm.
Trains arrive from north at 2:00am, 11:15am, 4:45pm, and 10:05pm.
Parlor cars on day trains and sleeping cars on night trains to and from Chicago
Parlor cars for Bay View.
*Every day. Others week days only.

DETROIT, Grand Rapids & Western.
June 26, 1899.

Detroit.
Lv. Grand Rapids. 7:00am 12:05pm 5:25pm
Ar. Detroit. 11:40am 4:05pm 10:05pm
Lv. Detroit. 8:40am 1:10pm 6:10pm
Ar. Grand Rapids. 1:30pm 5:10pm 10:55pm

Saginaw, Alma and Greenville.
Lv. G. R. 7:00am 5:10pm Ar. G. R. 11:45am 9:40pm
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 June 19, 1899.)

GOING EAST	Leave	Arrive
Saginaw, Detroit & N. Y.	6:40am	9:55pm
Detroit and East.	10:16am	5:07pm
Saginaw, Detroit & East.	3:27pm	12:50pm
Buffalo, N. Y., Toronto, Montreal & Boston, L'U'd Ex.	7:20pm	10:16am
GOING WEST		
Gd. Haven and Int. Pts.	8:30am	10:00pm
Gd. Haven Express.	10:21am	7:15pm
Gd. Haven and Int. Pts.	12:58pm	3:19pm
Gd. Haven and Milwaukee.	5:12pm	10:11am
Gd. Haven and Milwaukee.	10:00pm	6:40am
Gd. Haven and Chicago.	7:30pm	8:05am

Eastbound 6:45am train has Wagner parlor car to Detroit, eastbound 3:20pm train has parlor car to Detroit.
*Daily. †Except Sunday.
C. A. JUSTIN, City Pass. Ticket Agent,
97 Monroe St., Morton House.

GRAND Rapids & Indiana Railway
July 9, 1899.

Northern Div. Leave Arrive
Trav. C'y, Petoskey & Mack. 4:10am *10:00pm
Trav. C'y, Petoskey & Mack. 7:45am * 5:15pm
Trav. City & Petoskey. 1:40pm * 1:10pm
Cadillac accommodation. 5:25pm *10:55am
Petoskey & Mackinaw City. 11:00pm * 6:30am

4:10am train, The Northland Express, sleeping and dining cars; 7:45am and 1:40pm trains, parlor cars; 11:00pm train sleeping car.

Southern Div. Leave Arrive
Cincinnati. 7:10am * 9:45pm
Ft. Wayne. 2:00pm * 1:30pm
Kalamazoo and Vicksburg. 7:00pm * 7:20am
Chicago and Cincinnati. 10:15pm * 3:55am

7:10 am train has parlor car to Cincinnati and parlor car to Chicago; 2:00pm train has parlor car to Ft. Wayne; 10:15pm train has sleeping cars to Chicago, Cincinnati, Indianapolis, Louisville and St. Louis.

Chicago Trains.
TO CHICAGO.
Lv. Grand Rapids. 7:10am 2:00pm *10:15pm
Ar. Chicago. 2:30pm 8:45pm 6:25am

FROM CHICAGO.
Lv. Chicago. 3:02pm * 8:15pm *11:32pm
Ar. Grand Rapids. 9:45pm 3:55pm 7:20am

Train leaving Grand Rapids 7:10am has parlor car; 10:15pm, coach and sleeping car.
Train leaving Chicago 3:02pm has Pullman parlor car; 8:15pm sleeping car; 11:32pm sleeping car for Grand Rapids.

Muskegon Trains.
GOING WEST.
Lv. G'd Rapids. 7:35am 11:35pm 15:40pm
Ar. Muskegon. 9:00am 2:45pm 7:05pm

Sunday train leaves Grand Rapids 9:15am; arrives Muskegon 10:40am.

GOING EAST.
Lv. Muskegon. 18:10am 12:15am 14:00pm
Ar. G'd Rapids. 9:30am 1:25pm 5:20pm

Sunday train leaves Muskegon 6:30pm; arrives Grand Rapids 7:55pm.
†Except Sunday. *Daily.

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

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
Ar. Grand Rapids	1:00pm

MERCANTILE ASSOCIATIONS

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

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

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

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

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

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

Jackson Retail Grocers' Association
President, J. FRANK HELMER; Secretary, W. H. PORTER; Treasurer, L. PELTON.

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

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

Kalamazoo Retail Grocers' Association
President, W. H. JOHNSON; Secretary, CHAS. HYMAN.

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
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

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

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

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

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

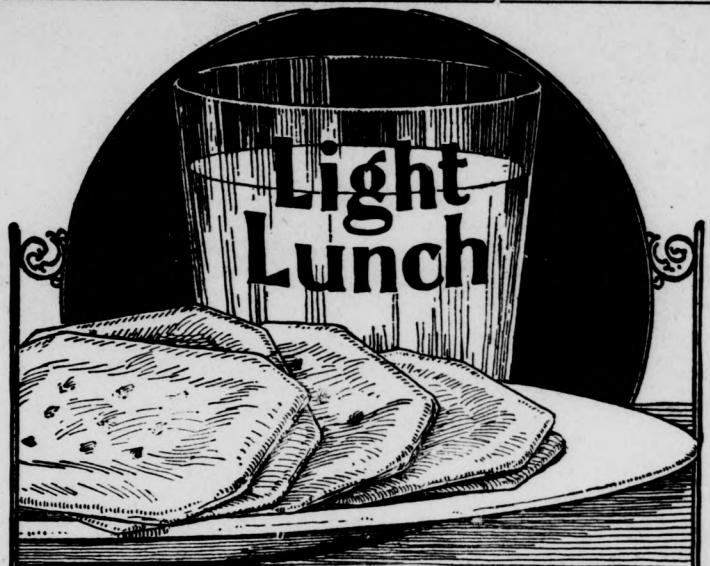
Yale Business Men's Association
President, CHAS. ROUNDS; Sec'y, FRANK PUTNEY.

TRAVEL VIA

F. & P. M. R. R.

AND STEAMSHIP LINES
TO ALL POINTS IN MICHIGAN

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



Uneeda Biscuit

Washed down with a glass of good milk,
can't be beat.

Uneeda Biscuit represent the highest degree of modern baking. Sold everywhere in 5 cent air tight, moisture proof packages. Always fresh.

The Grand Rapids Paper Box Co.
Manufacture

Solid Boxes for Shoes, Gloves, Shirts and Caps, Pigeon Hole Files for Desks, plain and fancy Candy Boxes, and Shelf Boxes of every description. We also make Folding Boxes for Patent Medicine, Cigar Clippings, Powders, etc., etc. Gold and Silver Leaf work and Special Die Cutting done to suit. Write for prices. Work guaranteed.

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich.

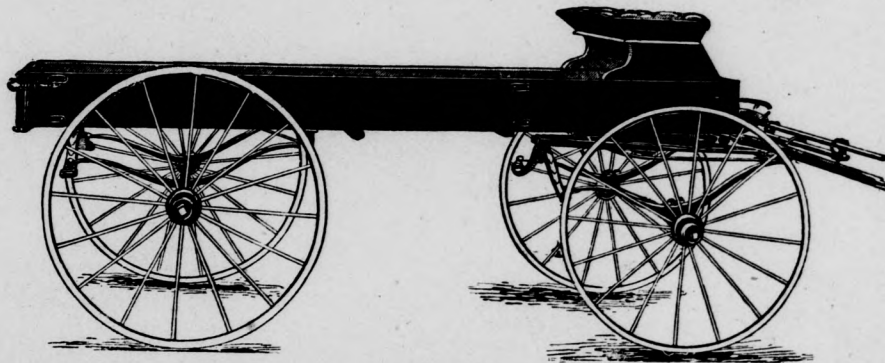
Hanselman's Fine Chocolates

Name stamped on each piece of the genuine. No up-to-date dealer can afford to be without them.

Hanselman Candy Co.

Kalamazoo, Mich.

Platform Delivery Wagon



NO. 113

Not how cheap but how good. Write for catalogue and prices.

THE BELKNAP WAGON CO., Grand Rapids, Mich.

MONEY IN IT

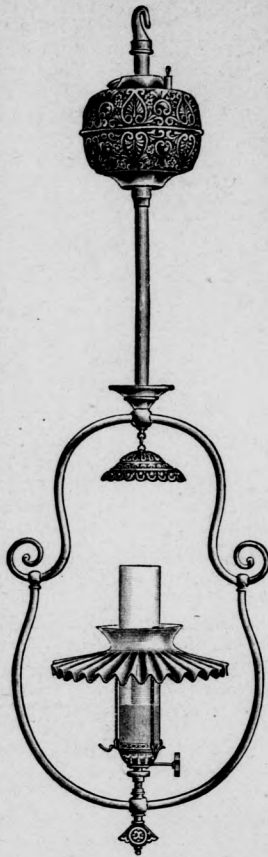
It pays any dealer to have the reputation of keeping pure goods. It pays any dealer to keep the Seymour Cracker.

There's a large and growing section of the public who will have the best, and with whom the matter of a cent or so a pound makes no impression. It's not "How cheap" with them; it's "How good." For this class of people the Seymour Cracker is made. Discriminating housewives recognize its superior Flavor, Purity, Deliciousness, and will have it.

If you, Mr. Dealer, want the trade of particular people, keep the Seymour Cracker. Made by

NATIONAL BISCUIT COMPANY,
GRAND RAPIDS, MICH.

Light Your Store for Five Cents a Night



We are in the market with the latest thing in the shape of a Gas Lamp. It is an invention gotten up from the experience of all others already in the market. Don't order a back number when for nearly the same money you can secure one of the latest inventions.

Local agents wanted in every county in Michigan.

Peninsular
Gas Light Co.,

Grand Rapids, Mich.



Dayton, Ohio, Aug. 30th, 1899.

Michigan Tradesman, Grand Rapids, Mich.

Editor—I am in receipt of your favor of the 22nd asking for special matter for your Anniversary number. In consultation with the Computing Scale Co. on the subject they informed me that they are so far behind on orders that they are almost tempted to stop advertising.

This speaks well for the "man behind the gun." However, you may announce that we will be the last to stop advertising on account of such swamping prosperity.

Yours Respectfully,

KENNEDY,

Adv. Manager for
THE COMPUTING SCALE CO.

