

We Offer You

## 3 Pretty Up to Date Lamps

Packed in our

No. 825 Assortment

at

\$2.25 Each.

Assortment costs you but \$6.75. No charge for package.



No 825 Lamp.

Trimmed with 9-inch globe. No. 2 Royal center draft fount. Metal base, finished in gilt. Tinted in green, pink and yellow shades, with floral decorations in natural colors. 23 inches to top of chimney.

## There Are Others

To be found in

Our  
New  
Lamp  
Catalogue

That are just as good  
values



Don't You Want to Make a Selection?

We sell to  
dealers only

**Burley & Torrell**

42-44 Lake Street,  
Chicago.

### A Satisfied Customer

Is your best advertisement. Are you advertising that way? It's easy if you have the right kind of cigars. **Ours are right;** we say this because we mean it. Do you handle them? If not, better get in line at once.

**PHELPS, BRACE & CO.,**  
Detroit, Mich.

The Largest Cigar Dealers in the Middle West.  
F. E. BUSHMAN, Manager.

# 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



PAT'D MAY 10, 1899.

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.

**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**

## 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.**



## 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.



# MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 13, 1899.

Number 834

## 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.....                | 51,001 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 340, Marshall, Mich., to call on you, or meet him at Sweet's Hotel, Grand Rapids, Sept. 25 to 30 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.

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- Grocery Price Current.
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## INDUSTRIAL UNIVERSITIES.

Great commercial and industrial expositions are institutions peculiar to the present age of commerce. The reason for them is plain enough: They are vast advertising concerns.

The present age is peculiarly commercial, because peoples of all nations, kindreds, languages and tongues are specially concerned in exchanging products, and to this end are great international, national, state and other fairs or expositions held in which the products of the various peoples and countries are exhibited and held on sale.

A century ago there was very little change in the style of products. Machinery had but little supplanted hand labor and most manufacturing was done according to a routine that gave an air of sameness to articles of the same class. When an article became a standard for quality, its style and fashion never changed, for fear that with the changes of form it would fall out of favor.

The remarkable impulse that has been given to inventive genius and scientific discovery has created not only new processes of production, but an almost infinite variety of styles. While the excellence of quality is maintained, the changes in style and appearance have been wonderfully various, while entirely new products have come into use. Improvements are being constantly made in all departments of production, and one of the most important results has been a cheapening of prices.

How are people to keep themselves informed of these changes and improvements? The only possible way is to view them at the various expositions and fairs. It must be apparent, then, that these fairs are necessities to the conduct of business upon modern methods, and those who fail to patronize them, unless so constrained by necessity, are simply blind to their own interests. A great commercial and industrial fair is a commercial and industrial university. More than this, it is a market, a place to buy and sell.

Great national and international fairs have been known for ages in Asia and Africa, but the first of them held in Western Europe was the Crystal Palace Exposition, at London, in 1851. Since then similar exhibitions have been held

in various countries of Europe and in several cities of the United States. The fact is, so numerous and rapid are the changes in processes of production and in the styles of the products, that a world's fair is necessary every ten years to enable a fair account of the progress made to be taken, and the value and importance of the improvements to be ascertained.

## Re-establishment of Equality on a Firm Basis.

Retail grocers generally will hail with satisfaction the news that a new arrangement has been entered into by the wholesale grocers of the United States and the American Sugar Refining Co., providing for the re-establishment of the equality plan on a substantial basis. The old equality plan worked very satisfactorily until the advent of the independent refineries in New York, which had a tendency to unsettle values and demoralize the business methods which prevailed prior to that time. It was manifestly ridiculous for the wholesale grocers to enter into an arrangement with the independent refineries, because their combined output is not sufficient to meet one-half of the consumptive requirements of the country, and the only course left open for them was to seek an alliance with the American Sugar Refining Co., with which negotiations have been in progress for some months, culminating, last week, in the adoption of the following plan, as promulgated by the American Sugar Refining Co.:

Sugars will be billed by the American Sugar Refining Co. at the New York (long) list price for each state, plus the freight to jobber's town, same as heretofore.

The 3-16c will be deducted from the invoice, and same will be subject to a discount of 1 per cent. for cash in seven days. The 1 per cent. trade discount is discontinued.

The jobber must sell the sugar according to the factor plan: Taking the New York card price for each State as a basis, adding the rate of freight in the rate book, and may deduct up to 3-16c per pound, and this will give the lowest delivered price at any point.

Jobbers who handle the American Sugar Refining Co.'s product (with the exception of domestic beet and domestic cane sugar), and sell them strictly according to their rules and terms, and not below the lowest prices, as expressed above, of the factor plan, will at the end of 60 days receive from the American Sugar Refining Co. a voluntary gratuity of 1/8c per pound on their purchases.

All outstanding contracts to conform to above.

## How the Grocer Got Even.

The bad boy had a roguish lamb  
That followed him around,  
And every place the bad boy went,  
The lamb it would be found.

The boy would to the grocer's go,  
The lamb would follow after.  
The way the pair the grocer gouted  
Would kill a mule with laughter.

The boy would "work" the inside,  
The crackers, pie and cheese;  
The lamb would "work" the outside,  
The cabbage, squash and peas.

Yet, strange, the grocer rolled up wealth—  
All honest grocers do—  
For every dollar's worth they ate  
He charged the boy's pa two.

## DISTRIBUTION OF THE JEWS.

The vast and widespread interest manifested in the Dreyfus case has arisen from many causes, not the least important of which was that it was believed to be a case of religious or race persecution.

Dreyfus is a Jew, and his case has brought to light a strong anti-Semitic feeling in France. In this connection questions have been asked as to how many Jews there are in Europe and other parts of the world.

The statisticians figure out a total Jewish population in the world of 6,200,000, fewer than is generally supposed. Of these, 5,000,000 are in Europe, chiefly in Russia. There are 200,000 in Asia, 700,000 in Africa, 300,000 in America and 20,000 in Australia. In European Russia there are 2,600,000. The next greatest numbers are in Austro-Hungary, the figures being put at 1,400,000, leaving 1,000,000 to be divided among the other European countries.

There are 130,000 Jews in the British Islands, and not more than 200,000 in France. In the whole of Palestine there are about 40,000, and in Jerusalem 20,000. From these figures it does not appear that the increase of the Jewish population gives any reason to fear that any country can be seized and conquered by them. It is, therefore, not likely that anti-Semitism attains the importance of a race or religious conflict, but that it is the result of prejudice, largely superstitious, confined entirely to individuals.

The Jews in the United States and in England enjoy exactly the same privileges and are subject to exactly the same conditions as all the other inhabitants. Some of them are to be found in the richest and some in the poorest classes. In the United States they have been members of both houses of Congress, just as in England they have sat in both houses of Parliament. In both countries they hold offices in the army and navy. They appear in all fields of art, literature, commerce and industry, and there is not a profession nor field of intellectual activity in which the Jews are absent. These facts constitute the greatest argument against the return of the Jews to their "Holy Land." As citizens of the most free, civilized and enlightened countries on the globe, they have all that human life can give, and they have no reason whatever to give up such benefits to return to the ancient land of their fathers.

## Keeping in Touch with the World. From the Christian Union.

Men grow narrow because they do not live in sympathy with the times; they grow hard because they keep the world outside; they lose in spiritual force because they keep that force under in their daily life. Every day witnesses to the life lived the preceding day; this must be so, for life is cumulative either in good or evil; there is no blank. Consciously or unconsciously, this force is working for good or evil; stagnation is death. When we realize this to the full, we strive to compel attainment. When we look upon each day as a period by itself, we become the playthings of time.

## Dry Goods

### The Dry Goods Market.

**Staple Cottons**—The tendency of the staple goods market is still upward, although at the present writing the actual advances named openly have not been large. Heavy brown sheetings are against buyers. Wide sheetings, cotton flannels and blankets are firm and unchanged. Denims and ticks and the lines of coarse colored cottons are firm, but are not actually changed in prices.

**Prints and Gingham**—This week has seen an improvement in the demand for prints over that of last week. Fancies have shown this improvement more than staples. Prices have shown no material changes, so far as actual quotations are concerned. Staples, such as indigo blues and dark red prints, show a very large business in the market, with their prices steady. Dark and light percales are selling easily, and there is a fair demand for wide fancy printed goods. There is very little to report in regard to printed flannels and blankets, but there is a fair demand, both lines being well sold up. Staple gingham remain sold well ahead, but orders still come to hand for future delivery. All dark dress gingham are scarce, while for spring fine grades are still moving easily.

**Dress Goods**—The continued activity in fall goods, and the manner in which the average mill is sold up, tend to keep the spring season in abeyance. In jobbing circles the past week has been a very satisfactory one; buyers have taken hold with a will such as is seldom seen. The strongest attractions continue to be homespun, crepons, fancy backs, plaids and venetians. Fancy chevrons are doing well, as are also ladies' cloths, broadcloths, sackings, flannels, serges, etc. Of course there is a good deal of speculation regarding spring goods. Plain fabrics, such as broadcloths, venetians, serges, etc., are strongly supported for spring, and agents handling crepons predict a continued good share of interest for them, despite views expressed to the contrary. Fancy backs for skirts are looked upon by a good many agents as a permanent good thing. Plaids are stoutly championed by some agents, who predict big business thereon. Higher prices must be paid for spring goods than have ruled during the current season. The increased cost of raw materials must have an offset in the selling price of the finished fabric. Imported novelties will show an advance oftentimes of from 20 to 30 per cent., as compared with a year ago. The principal advance will be shown in the finer goods and novelty patterns, but even on medium and lower fabrics the market level must go higher.

**Hosiery**—The importers are finding an excellent trade at the present time and have their hands full attending to customers. Their sales have been excellent, and at prices which are said to be satisfactory. It seems that when the buyers are able to find just the goods they want, there is very little trouble about the price, but when they are not quite satisfied, there is effort made to secure concessions; as a rule, and, in fact, it is said to be so in every case, these concessions are refused. Naturally the most interesting part of the market is that of the fancy goods, and many new ideas in both men's and women's hosiery are shown. Some fine lisle thread hosiery with silk embroidered clocks is very neat, and has secured large orders. Fancy plaids have also been fairly ac-

tive, but Scotch tartans are asked for very little, and, in fact, comparatively few samples are seen. In these fancy goods there has been a fairly satisfactory business in the high grades, where naturally the choicest selections are found. American full fashion hosiery is considered to be at present the strongest branch of the domestic hosiery industry. Prices are satisfactory, and the knitting mills are all busy. Staple hosiery shows no change from our last report. There is a satisfactory business coming to hand in grades under \$2, and a few very large bids have been placed within the last ten days. Seamless hosiery is steady and a fair business continues to come to hand.

**Carpets**—While it is a fact that the carpet manufacturers are well employed on initial orders, enough, in some instances to last until practically the close of the season, manufacturers, especially of ingrain, will not derive any material benefit from the recent advance of 2½¢ on all duplicate orders. The apparent prosperity of the ingrain and tapestry carpet manufacturer is not fully realized. While the volume of business during the past two seasons has rapidly increased and checked the cutting of prices and forced sales at auction, it will still be some time before they will have reached a live-and-let-live price that will warrant the manufacturer in increasing expenses. In other words, the prosperity of the carpet industry is prospective rather than real. There are also other factors at work which have not only affected the ingrain but all other lines of carpets. One of these is the increased use of art squares and all wool Smyrna rugs. The increased use of straw matting is assisting to help one branch of the carpet industry to the detriment of others. It is true that some ingrain manufacturers, having seen the drift of trade to art squares and Smyrna rugs, have put in some machinery in order to be in the swim, and not let the business drift into the hands of a few manufacturers who formerly made the lines referred to a specialty. To-day all wool Smyrna rugs are more popular than ever.

### A Significant Motto.

Whoever was the author of the motto, "Selling below cost closes the store; pretending to do so cheats the customer," was a person of wide discernment. It is a motto that should at all times be borne in mind by retailers, particularly when clearance sales are the order of the day. To use the most euphemistic expression possible under the circumstances, it is utter nonsense to inform the public that you are "selling below cost." They ascribe the statement to one of two things: Either that the person making it is an advanced edition of Ananias, or that he is a fool of the first water. The world is too advanced nowadays to believe that people embark in business simply for the pleasure of ruining themselves. In such announcements, therefore, it is better to confine one's self within the bounds of reason than have recourse to such gross exaggeration.

A Georgia shoe manufacturing firm has adopted tactics that at first amused and now cause considerable annoyance to manufacturers of New York and neighborhood. At this time New York is full of the buying agents of Southern and other stores. Many of them go there to buy shoes. The Southern manufacturer sent men to New York with a full stock of samples. They established a show room and set out after the Southern buyers. They were able to undersell the New York market in dealing with buyers from the Southern States because of the saving of freight charges from their factory to dealers in the same neighborhood. The incursion has been felt to a marked degree by the Northern manufacturers whose headquarters were in New York. The Southerners were astonished by their own success.

## 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.

## 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.

## 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.

## Just a Plain Story Without Any Frills

We manufacture pure spices. We guarantee them to be the cheapest, quality considered, of any on the market. Wait until our traveling representatives show you our line of **Northrop Spices** before ordering, or write to

**NORTHROP, ROBERTSON & CARRIER,**  
LANSING, MICH.



### The Monotony of Labor.

One of the complaints with which the domestic woman is always vexing the ears of the public is a wail over the monotony of her life. It is not the work she laments, but the sameness that kills. She is always ordering meals that are eaten up as soon as prepared, dusting rooms that get into immediate disorder, mending and making, picking up after the careless, hearing little prayers, and darning little socks, from one year's end to another. So the days go by, each one so much like another they might be the undistinguishable links in an endless chain.

To her it appears that no other life could be so dull, and she turns envious eyes upon the women who, in the cant phrase of the day, are pursuing careers in some profession, or earning their bread and butter in office or shop. "There," she cries to her discontented soul, "life must be different. There are fresh interests, excitement, something to change the daily round of toil and make labor a pleasure."

Never was there a greater mistake made. The labor of the office, of the workshop, is not one whit more exciting, or one iota less monotonous than the labor of the house. The girl who spends her days adding up columns of figures in a ledger isn't being a bit more thrilled than the one who is doing a day's washing. The one who is pounding for eight or ten hours at a stretch on a typewriter isn't finding it any more sensational than making up a batch of bread, and even the lady at the counter finds, in time, that she has heard every possible comment, and complaint, and objection to the goods she is trying to sell, and that there gets to be a deadly and wearisome monotony in her patrons' remarks upon them. Anything that you do day after day, year in and year out, gets to be monotonous—and curiously enough this monotony comes to have a certain worth. It is the hand and brain trained in doing the same thing until they acquire a certain machine-like quality that are valuable. It is never the brilliant flash of inspiration of the amateur that can be relied on to carry things through. It is the steady, monotonous work that goes on quietly and constantly and that has done the same thing over and over again until it has become habit to do it, and to do it right.

The only remedy for the domestic worker or for any other worker who chafes at the monotony of her occupation is to learn to find interest in her work. As a matter of fact nothing is stranger than that this complaint of monotonous labor should so often come from women with families. How a woman with a home and all the interests that implies in the way of beautifying and entertaining; how, above all, a woman with children, with all the infinite possibilities of the awakening little souls and minds, could ever find the work of guiding, forming and suggesting monotonous is a miracle beyond all understanding. Such a woman is hopeless. She would be like the bored youth who found nothing worth looking at in the country and complained that it was always the "same old daisies, same everything."

Cora Stowell.

### Jenkintown's Tramp Dentist.

From the Philadelphia Record.

After an absence of over fifteen years Jenkintown can again boast the possession of a genuine oddity in the shape of a tramp dentist, who carries his workshop about with him. The itinerant

dentist is not an ordinary hobo, but boasts a lineage and a college education. A peculiarity about this man is that he carries a folding chair with a comfortable headrest, and will pitch his outfit anywhere he can find a job. His great field is the mill district, where people have no time to go to a dentist. The forceps with which the teeth of the customers are pulled are made of solid silver, and were won as a reward for writing a scientific essay. Some years ago this strange man was the leader of a gang of desperate tramps, whom the police had much trouble to break up. The other day a Newfoundland dog was brought to him with an aching tooth. Although a little out of his line the obliging dentist pulled the tooth, and, as a reward for his kindness, was bitten by the ungrateful dog.

### A Slight Misunderstanding.

"Smithkins," said the employer, "you may take a month off."

"Oh, sir," replied the clerk as soon as he could command his voice, "it is so good of you to suggest it! I have felt the need of a rest for some time, but have hesitated to ask for it, knowing how busy we are. But it will do me no end of good, and I thank you most heartily for your consideration."

"Smithkins," said the employer, "are you crazy?"

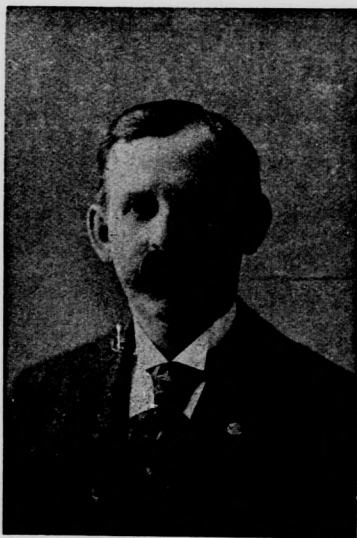
"Why, no, sir. Didn't you say I might take a month off?"

"Certainly that is what I said. This is the first of the month, while last month's calendar remains over your desk. Take last month off and keep up to date. That's what I meant."

Tourists traveling in Italy have been warned against eating small birds served with polenta or otherwise. A number of cases of poisoning after eating such birds led at last to investigations, which showed that the birds had been handled carelessly by persons who took off their feathers for milliners and used arsenic to preserve them.

### 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.

Established 1780.

### Walter Baker & Co. LTD.



Dorchester, Mass.  
The Oldest and  
Largest Manufacturers of

PURE, HIGH GRADE  
COCOAS  
AND  
CHOCOLATES

on this Continent.

No Chemicals are used in  
their manufactures.

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

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

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

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

Walter Baker & Co. Ltd.

Dorchester, Mass.

### 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 2 and 5 pound cans.

Orders promptly filled.

Jackson, Michigan.

## 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."



MICHIGAN'S MOST FAMOUS CIGAR

MANUFACTURED BY

COLUMBIAN CIGAR COMPANY, BENTON HARBOR, MICH.

## 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.

Office, 82 Campau st.  
Factory, 1st av. and M. C. Ry.

ESTABLISHED 1863

Detroit, Mich.

Foot 1st St.

## Around the State

### Movements of Merchants.

L'Anse—Dr. J. O. Zellen has opened a drug store at this place.

Reading—Frank L. Shiley will shortly open a drug store at this place.

Cass City—Jas. J. Wallace has sold his harness stock to Wm. Messner.

Port Huron—E. J. Hardy has sold his grocery stock to Robt. J. Close.

Chapin—Geo. W. Clark, general dealer, has sold out to C. M. Loynes.

Yale—Thos. H. Parkinson has sold his general stock to H. C. Martin.

Akron—Frank E. Stone, general dealer, has sold out to Crandall & Co.

Quincy—Bowen & Etheridge have purchased the carriage stock of O. F. Crego.

Port Huron—R. J. Close has purchased the grocery stock of E. J. Hardy.

Detroit—John Robb succeeds Robb & Morris in the grocery and meat business.

Romeo—Frank Bishop succeeds E. R. Matthews in the grain, salt and lime business.

Rathbone—Hopkins & Becker have purchased the general stock of Lewis E. Zacharias.

Detroit—Frederick J. Holtz continues the paint and wall paper business of Benton & Holtz.

Mayville—Dimond & Hopkins succeeded Geo. F. Dimond in the grain and produce business.

West Olive—Ed. Maynard has engaged in the general merchandise business at this place.

Bancroft—Phillips & Coyne have purchased the hardware, paint and oil stock of Garrett Gerould.

Houghton—W. R. Daskam & Co. is the name of a new hardware firm established at this place.

Reading—Hartwell & Doig have purchased a new stock of hardware and re-engaged in business.

Gladwin—Isaac Hanna succeeds Hanna & Berdan in the furniture and undertaking business.

Moorland—N. A. Cook has sold his general stock to Geo. A. Garvey, who has already taken possession.

Onaway—The Onaway Mercantile Co. broke ground last week for a 22x60 two-story addition to its present store building.

Elsie—Leroy Lawrason has put in a stock of drugs in the building lately occupied by the furniture stock of F. Peck.

Reading—L. H. Doty, late of the firm of Orr & Doty, has leased a store building and will put in a new stock of dry goods.

Coon—A. B. Whale, of Sault Ste. Marie, has purchased the drug stock of A. J. Karchner and will continue the business.

Stittsville—J. V. Moran has sold his general stock to Mitchell Bros., who will continue the business on a much larger scale.

Detroit—Wm. O. Lee, of the grocery and produce firm of W. O. Lee & Co., will hereafter conduct the business in his own name.

Clio—Goodfellow & Co. are succeeded in the drug, wall paper, crockery and undertaking business by Harriet H. (Mrs. E. E.) Huyck.

Dimondale—C. H. Porter is closing out his grocery stock. The store building will be occupied by the grocery stock of W. J. Bateman.

Caledonia—N. A. Close, formerly identified with B. H. Lester in the clothing business at this place, has opened a clothing store at Rockford.

Arcadia—The general store building of H. J. Gardner was burned last week. The cause of the fire is unknown, but was probably the work of an incendiary.

Benton Harbor—Geo. B. Warren, who for some time has managed the business of the Enterprise Mercantile Co., has purchased the stock of that concern and will continue the business in his own name.

Reading—Cook & Culver, whose hardware stock was partially burned in the recent fire at this place, have decided not to re-engage in business and have sold out to the new firm of Wells, Mead & Spaulding.

Albion—The grocery firm of Foot & Clancy has been dissolved, Bennett Clancy retiring. B. C. Wilcox has purchased the interest of Mr. Clancy and the business will be continued under the style of Foot & Wilcox.

Benton Harbor—The oldest dry goods store in this place is that of James Pound, which will hereafter be conducted under the style of James & James H. Pound, the junior member being Capt. J. Harry Pound, one of the heroes of Santiago.

Traverse City—E. F. Ferris and Guy L. Champney have formed a copartnership and purchased the store building owned by Geo. Raff and the agricultural implement stock of Dr. A. E. Ming. The new firm will be known as Ferris & Champney.

Bellevue—C. D. Kimberly, who has dealt out groceries here for nineteen years, has sold his grocery stock to Ray E. Stevens, who will consolidate it with his grocery stock in the corner store. Mr. Kimberly has sold his meat market to Ripley & Wetmore.

Port Huron—Edward Bromley, who purchased the drug stock of the late Dr. D. S. Pace about three years ago, has left for parts unknown, leaving many creditors to lament his unexpected departure. The stock will be sold to satisfy the chattel mortgage.

Cheboygan—Mr. Thompson, of the Racket store, has leased the store building formerly occupied by the grocery stock of D. H. Mooney, and will take possession Oct. 1. He will put in a 5 and 10 cent stock, which he will conduct in addition to his other business.

Maple Rapids—Chalmer Redfern and John Watkins have formed a copartnership under the style of Redfern & Watkins to continue the business formerly conducted by Redfern Bros. and A. N. Howe & Co. Both general stocks have been consolidated in one building.

Onaway—J. M. Clark has arranged to sell his store building and general stock to Orlando Steel, of Detroit, and Chas. Fox, of Lansing. In case the deal is closed, Mr. Clark will erect another building and engage in the sale of brick, lime and farming implements.

Oxford—J. C. Evans recently received a case of matches by freight. On opening the box he found that a small box of matches in the very center of the rest had in some way become ignited and had burned box and matches without injuring a single other box. How the rest of the case ever escaped is miraculous indeed.

South Haven—J. S. Malbone, hardware merchant, has nearly completed a three-story brick block containing three stores. Two of these he will occupy with an enlarged stock and a merchant from Detroit will occupy the other with a line of clothing and men's furnishing goods. The second floor will be arranged for offices and the third for a large assembly hall.

Saginaw—Duncan V. Stewart & Co., retail grocers, have leased the first floor of the Nickodemus building, at the corner of Genesee and Weadock avenues, and will occupy it about Oct. 1.

### Manufacturing Matters.

North Dorr—The cheese factory at this place has discontinued operations on account of the lack of milk.

Detroit—The Al Monte Cigar Co. has filed articles of association with the county clerk. E. B. Easter, James B. Swan and Albert de Montebeliard are the stockholders.

Detroit—The Wohlgenuth Automatic Telephone Holder Co. has been organized, with \$10,000 paid-in capital, by Moses and Martha Wohlgenuth and Benjamin Jacobson.

Coldwater—The Tell Right Stove Co. has filed articles with a capital stock of \$10,000. Ex-Gov. Luce is one of the incorporators. The stockholders are among the wealthiest of Coldwater's business men.

Detroit—The Detroit Computing Scale Co. has filed with the register of deeds articles of association, stating that the company is capitalized at \$500,000, with all the stock subscribed. The business of the company will be the manufacture and sale in Detroit of scales of all kinds.

Detroit—The Northern Engineering Works has filed articles of incorporation for the purpose of manufacturing and selling general machinery and equipments. The capital stock is \$125,000, of which 35 per cent. is paid in. The incorporators are: William S. Conant, Henry W. Standart, George A. True, William V. Moore and Edward S. Reid, all of Detroit.

### Adrian Clerks in Line for Shorter Hours.

Adrian, Sept. 11—A meeting of the clerks employed in the shoe and clothing stores was held last Friday evening and the Retail Clerks' Association formed. Geo. H. Look acted as temporary chairman, and the following officers were chosen:

President—Fred Henig.  
Vice-President—Geo. H. Look.  
Secretary—O. L. Mitchell.  
Treasurer—Robert Thompson.

The principal object of the Association is to secure the adoption of early closing hours. The Association will not attempt to dictate terms, but will depend on public sympathy to uphold it in this move. So far as seen, the proprietors are practically a unit in favor of the plan, and no trouble is anticipated.

At present the Association is composed of clerks employed in clothing, boot and shoe, and merchant tailoring establishments, but it is the intention to branch out and include other lines of business.

### The Drug Market.

Opium—Is in fair demand at unchanged prices and market is firm.  
Morphine—Is unchanged.

Quinine—Is dull and weak.

Cocaine—Shows another advance of 75c per ounce. It is very firm at the advance.

Cocoa Butter—Has again advanced, on account of scarcity abroad.

Cuttlefish Bone—Is still advancing and will be very much higher, on account of scarcity.

Glycerine—Has advanced and is very firm, on account of the higher price for crude.

Sugar of Milk—Is scarce and tending higher.

Essential Oils—Cajeput is firm at the advance noted last week. Wormwood is very scarce and is advancing. Oil sasafra is tending higher.

### The Boys Behind the Counter.

Lansing—Charles Fox has resigned his position in Bement's hardware store and gone to Onaway, where he will engage in the hardware business.

Holland—S. A. Martin has engaged Frederick R. Dunning, of Vicksburg, as prescription clerk.

Mt. Pleasant—N. Hauck has taken charge of the dry goods department of John F. Butcher & Co.

Nashville—Fred Wotring succeeds Hiram Perkins as clerk in C. L. Glasgow's hardware store.

Grand Haven—Wm. Millman, who has cut meat several years for I. Seifert, has gone to Alma to engage in the meat business on his own account.

Marquette—Edward J. Barabe, of Ne-gaunee, has taken a position as salesman in the clothing store of Archambeau & Co.

Ypsilanti—George Kinney, formerly clerk for M. J. Lewis, will have the position of head clerk in the clothing store to be opened in the near future by J. B. Wortley.

St. Ignace—George Hoban, who has been in the employ of Doud Bros. for the past five years, has taken a position as clerk in the hardware establishment of J. J. Post & Co., at Cheboygan.

Owosso—Harry Byerly, of Bennington, has taken a position in the grocery store of L. D. Wilson.

Dorr—Frank Noel succeeds E. Kuenzel as clerk in the general store of J. C. Neuman & Co.

Kalamazoo—E. T. Van Ostrand, formerly engaged in the retail drug business at Allegan, has taken charge of the drug department of the Dunkley Canning and Preserving Co.

Manistee—Fred Noble has taken a position as clerk in J. E. Mailhot's grocery store, made vacant by the resignation of Samuel Dean, who goes to Stanton to accept a position with a grain house there.

Mackinaw City—Geo. Wolford succeeds Geo. Anderson as grocery clerk for S. B. Chamberlain. Mr. Anderson has taken a similar position with Mrs. B. F. DeWolfe.

Belding—Charles A. Ireland, manager of Ireland's hardware business, has secured the services of William Polhemus, of Lowell, to take the place of Robt. McLaughlin.

Ann Arbor—Mr. Dickinson, ten years in the carpet department of Branch & Co., of Coldwater, has taken charge of the carpet emporium of Mack & Co.

Bellevue—Arthur Waterbury succeeds Fay Wetmore as meat cutter for John Madison.

Kalamazoo—Hascall Harrington has secured a position in the drug department of Parke, Davis & Co., Detroit.

Dowagiac—Will Bryar, for the past few years in the employ of a large dry goods house in Kalamazoo, has succeeded R. W. Sheldon in the management of the White Front dry goods house of this city, formerly conducted by Hackstadt & Sheldon, now the property of Lee Bros.

Sherwood—Aldrich Swain has taken a position in the general store of A. W. Morris.

Ketchum & Mulholland have opened a grocery store at Rodney. The stock was furnished by the Clark-Jewell-Well Co.

Johnson & Larson have engaged in the grocery business at Mancelona. The stock was furnished by the Musselman Grocer Co.

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



## Grand Rapids Gossip

## The Grocery Market.

**Sugars**—The raw sugar market is weak, showing a decline of 1-16c. Few sales were made, as offerings continue to be very small. Nothing at all is offered from the West Indies or Cuba. Java sugars are now coming in more freely. These and Hawaiian sugars will furnish the bulk of refiners' supplies for the immediate future. There is no change in the refined sugar market, but there is a feeling that there may be a break in prices in the near future. The total stock of sugar in the United States is 175,674 tons, as against 239,192 tons a year ago.

**Canned Goods**—The canned goods market was particularly active last week and there were probably more goods sold than for the entire three previous weeks. The only reasonable explanation that can be given for this heavy buying is that buyers realize that all canned goods at to-day's quotations are more than a reasonably safe purchase. The tomato market is particularly interesting. It seems strange that, with the prices of cans advancing at the rate of 25c per hundred a week, and other material increasing in value, tomatoes should decline instead of advance. The crop in Indiana is very short, owing to the drought, and it is understood that some Western packers have been looking over the ground in the East, with a view of covering some of their contracts if possible. This fact, and the probability of cans continuing to advance, mean higher prices for tomatoes shortly after the packing season is over and we would advise buying at to-day's prices, as the market has undoubtedly touched bottom and any change will be for the better. It is reported now that few packers of corn anywhere in the East will be able to put up more than half a pack, while in some instances the estimates are placed at one-third to one-half. Those who have sold largely are alarmed and are looking about to find some way to cover their contracts. As about all producing sections are in substantially the same position, it is difficult to see where they are going to find relief. From Maine come discouraging reports, although not as serious as from New York. The Maine yield may be reduced one-fourth, but not over that. Maryland will have about an average. The West is uncertain as yet, but will probably be about up to an average. Prices promise to rule high and buyers in some instances are making sure of their supplies now. It will be seen from these reports that instead of the largest output for years, as was confidently expected early in the season, it is likely to be one of the smallest and those who are fortunate enough to have corn will be able to realize very profitable prices from it. Peas and string beans are still firm and high, with prospects of a further increase as soon as active fall trading begins. The crops of both were very short and the quality of string beans scarcely satisfactory. Peaches are to be short, principally because of the small crop in the East, but this would have been partially overcome if California packers could have obtained cans enough to put up the green fruit offered. Prices will rule high and trade may be dull and limited to small transactions. Reports from Arizona are that the Bartlett pear crop is the largest ever grown. The harvest began Sept. 1.

**Dried Fruits**—The dried fruit market is practically the same as at last reports, but greater activity is expected soon. The trade is now waiting for prices on new raisins, which are expected daily. The market will be in a very favorable position. Last year at the opening of the season there were fully 1,000 cars of carry-over goods. This year the Association has disposed of all its holdings and dealers are not heavily stocked. While at present there is by no means an active demand for prunes, the outlook is considered decidedly encouraging. Recent estimates of the California crop place the total yield at from 150,000 to 200,000 pounds short of that of last year. Estimates based on the careful enquiry into the holdings of the old crop place the total hold-over from last year at not more than 100 carloads. The outlook is certainly for higher prices. In view of the foreign shortage, there is a strong probability that a much larger percentage of the crop grown in this country will be required for export. The principal demand at present is for the large sizes, and prices on them are held high. The proportion of large sizes appears to be higher than last season. Apricots are firm but quiet. Peaches are dull and the market is weak, with scarcely anyone willing to make firm offers for large lots. The supply has been heavily increased by the throwing back of green fruit by canners. Improvement may come later, but few have any faith in it now. The currant market is stronger with an advance of 1/4c in price. The evaporated apple market is doing a little better. Stock now coming in is made from winter fruit and will keep much better than the earlier fruit which has been on the market for the past few weeks. There is a good demand all over the country and prices are firmly maintained. Advances from abroad are to the effect that this year's fig crop will be no larger than previous statements have indicated, but that the quality will be better than last year. If such is the case, the market will rule strong, and prices high because of the shortage last year.

**Rice**—There is a good demand for both domestic and foreign rice. The new crop rice is coming in very freely now and is very good quality. Several purchases for the emergency fund were made for distribution at Puerto Rico. This had a strengthening effect on the market. Reports from the South show activity at all points. On account of the past rains in the Carolinas, harvesting has been materially delayed.

**Tea**—There is a fair business in tea with the general feeling in the market decidedly favorable to holders. The demand in general is increasing with further improvement expected.

**Molasses and Syrups**—There is nothing of particular interest in the molasses market. There is the usual small demand for current wants, and these small sales are made at full quoted prices with a firm tendency to the market. The demand for corn syrup is very good.

**Green Fruits**—Lemons are scarce and higher, the advance amounting to nearly 50c on some grades. Receipts are very light and a continued firm market is probable, although no further advance is expected at present. Bananas are doing better. Although there has been no change in prices, the downward course appears to have been stopped for the present. Arrivals are small and trade seems to be getting on a better basis.

**Fish**—A further advance in the price

of mackerel is reported and the high prices restrict trade to a great extent and purchasers are not buying more than they actually require. New mackerel of the domestic catch are coming in rather more freely, but the fish are small and are not specially wanted by the trade at the high prices. Demand for codfish is very active. Holland herring are nearly out of market. The catch for the year is 100,000 barrels short.

**Nuts**—The season for trade in nuts is opening and so far as indications go thus early, the prospect for a large and active trade is promising. The opening is fully as encouraging as usual at this season and an increasing activity is anticipated until the holiday trade is finished. Prices on some varieties, notably pecans and shelled peanuts, are advancing. The pecan crop is short. Last year's reduced output was made worse by the conditions surrounding this year's crop. The drought and a caterpillar about ruined the Texas crop and now dealers are buying everything obtainable. Almonds show an upward tendency and prices will go up on all varieties as stocks are absorbed. At present there is a firm feeling in the market. Walnuts are steady at about previous quotations. There is a fair and increasing demand, but prices have not been advanced, although dealers are firmer in their views. Peanuts are firm and high. The crop is short and the tendency of prices is upward. No opening prices have been made on California walnuts as yet, but they are expected within a few days. The yield will not be as large as was expected but the quality is said to be exceptionally good. The yield of Marbot and Chili walnuts will be about an average as to yield and quality. The promised yield of Grenobles is 10,000 bales, compared with 15,000 last year. Prices will, therefore, be higher in all probability.

**Oil**—The Standard Oil Co. announces an advance of 1/2c per gal. on all grades of illuminating oil. The advance is attributed to the fact that the shipments from the producing regions exceed the production by about 20,000 barrels per day, thus causing a scarcity in oil which naturally results in a higher range of values. The advance takes effect Sept. 14.

Local dealers complain bitterly of the action of the fish trust in withholding supplies from Michigan markets. White fish and trout are so scarce that it is impossible to secure sufficient quantities to meet the consumptive demands of the market. The same is true of pike and pickerel, although not to so great an extent. The supposition is that the trust is pursuing this policy in order to convince the people that a closed season is necessary to protect the fish from the ravages of the fishermen. The trust, of course, is interested in the sale of frozen fish and this is the reason why it undertakes to withhold supplies of fresh fish from the market.

E. C. Spalding has purchased the interests of his partners in the glass bending works at the corner of Kent and Newberry streets and will continue the business under the style of E. C. Spalding & Co. Mr. Spalding has relinquished his relations with the Commercial Credit Co.

J. S. Dennis has engaged in the grocery business at Butternut. The Olney & Judson Grocer Co. furnished the stock.

## MORNING MARKET.

## Wherein the Surroundings Could Be Greatly Improved.

There are localities about the city which are pleasanter than the Island Market during the chill morning hours of autumn days. There may be less danger from the malarial exhalations of the half-filled channel and the dumps than in the warmer season, but the fog and heavy chilly air of the city seem to settle in this lower part of the valley, and a half hour spent there is enough to cast a gloom over the entire day. There is such a harmony between the cold, stagnant pools of the channel and the chill of the hour that the latter seems to depend on the local stagnation. It may be that the filling of the channel and the removal of the surroundings so suggestive of rheumatism and malaria may not make material difference in the temperature or salubrity, but there is no doubt that such a change would not only make the place more pleasant and attractive and more conducive to health in the heated term, but would do much to mitigate the sense of cold and discomfort during the fall months. There is a strong probability, now that Government restrictions are removed, that when the pressure of street work, which now so largely engages common labor, diminishes, steps will be taken to have the filling completed. This is a matter which should have careful attention, for it is as important that the surroundings of the thousands who visit this locality should be made pleasant as that we should beautify our streets and provide parks for the esthetic culture of our citizens in other parts of the city. Not only should the city see to it that its share of the work of making the market locality a suitable and pleasant place to visit is thoroughly and effectively done, but good business policy would dictate that the owners of adjacent property do their part in the same work. In no way could they enhance the value of their holdings more rapidly than by the removal of the moral and visible eyesores and seeing that such improvements as they may make are suitable. Some are doing this and it is to be hoped that the importance of the matter may be brought to the attention of all.

The market business continues heavy, although the height of the season is past. Tuesdays of last and the preceding week were probably the heaviest days of the season. The attendance is yet large, but there is less standing and waiting than earlier in the season, or in other seasons. During the market hours teams are coming later and more are leaving early, so while it is not so full at any time there is the usual amount of business.

The fruit season is on the decline, except for grapes. Plums are still offered in large quantities, but prices are advancing. Pears are high priced for good qualities. Peaches are so scarce as to cut little figure and most of the supply in the stores has been shipped from other more fortunate localities. Apples are plentiful, but command good, although greatly varying, prices. Grapes are in great abundance, but prices are yet kept up to a level which makes the growing and handling profitable.

The vegetable market is still abundant, but not to the extent of surfeit. Sales are good and prices are kept at a profitable basis. Potatoes often seem on the point of demoralization, but demand comes to the front in season to save them and prices are kept up to a good level.



## Woman's World

**The Quality Which Women Most Urgently Need.**

It was the twilight when women confide in each other, for no better reason than because it is dark, and the talk had gone merrily on to the click of fans and the soft froufrou of skirts. Finally the conversation drifted to the ever-absorbing topic of woman and her needs, and Elise said:

"In my opinion, if we women were to pray for the quality of which we stand in most urgent need we would importune heaven without ceasing for courage. Not that kind of physical courage that dares to brave the ferocious mouse in his den in the closet, but the moral backbone that would enable us to stand alone and live our lives like we want to, instead of the way we think other people want us to. Just what this means in peace and restfulness and comfort is a vision so ecstatic I never dare to let myself seriously contemplate it. In our secret souls we all know that if we could rid ourselves of the fear of what the woman next door and the one across the way think we could have a very acceptable understudy of the millennium right here at home, but the thought of defying their opinion and doing as we please in spite of it is an idea so audacious it gives us the cold chills merely to contemplate it, and we know we will never, never, never have the courage to do it.

"The other day, when the mercury was sizzling around the boiling point a man for whose opinion I have the most unbounded respect—except when he tackles the subject of women's clothes—asked me why I had my neck swathed in a ribbon stock as tight and as high as I could get it. I cast about in my mind for a suitable reply. I couldn't claim that it was neat, when two hours after I put it on it was reduced to the consistency of moist pulp. I couldn't urge economy in its behalf, when I remembered how many bolts of ribbon it took to get one decently through the summer. I couldn't say it was comfortable, when a mustard plaster would have been just as cool and well-suited to the weather. So I bleated like the sheep that follows all the other silly sheep over the fence and into the ditch.

"Oh, because everybody wears 'em. If I had told the truth I should have said, 'Because I'm too big a coward to make myself comfortable;' and my dear, suffering sisters and fellow-cowards, there's just where we all are. What makes us wear dresses that sweep the streets and require to be held up fore and aft? Is it because our common sense and good judgment approve of it or because they are so entrancingly convenient? Neither. There isn't a mother's daughter of us who wouldn't whack them off to the knees if we had the courage to go about in short skirts, and who wouldn't enjoy lynching the dress-maker who invented long sleeves that flop over the hand and get into everything. But we will never do it. Instead, we will go meekly along, breaking our backs, trailing heavy skirts in the mud and wearing sleeves as big as balloons one year and skin-tight the next, and for no better reason than none of us have the independence to dress as we please."

"The trouble doesn't stop there, either," said another woman; "the lack of courage is the root of half of the misery in the world. Take the matter

of poverty, for instance. If, when misfortune comes our way, we had only bravery to frankly meet the situation and adapt ourselves to it, its bitterest sting would be taken away. It is the trying to keep up appearances, the pitiful subterfuges, the transparent make-shifts that are so heart-breaking. I never knew but one woman who had the courage to rise to the occasion. She had been rich, but in the twinkling of an eye almost everything was swept away from her. She didn't make a single effort to gloss matters over. She left the big fine house, dismissed the servants, and moved at once into a cottage, where she did her own work. The little income left to them, on which they would have starved along in the big house, made them perfectly comfortable in the little one. Wisest of all, she made no frantic attempts to cling to fashionable society. You never saw her in a shabby, made-over gown on the outskirts of a swell gathering, in that deprecating kind of an attitude that says as plainly as words that she knows she is there because some good natured woman has asked her out of charity and that she is receiving hospitality she is too poor to return and is a guest on sufferance. Somebody said once to this philosopher: 'If you don't try to go around society will drop you. You know it has a bad memory for poor people.' 'It can't drop me,' returned my friend, serenely, 'because I dropped it first.' The attitude always seemed to me one of incomparable dignity and good sense. She had the courage to live according to her means and she was comfortable and happy and contented, instead of growing morbid and overwrought, fretting herself to fiddlestrings by clinging frantically to the fiction of wealth and appearances, that everybody knows for the hollow mockery and fraud it is."

"Then, there's hospitality," chimed in another; "do you ever think of how much genuine pleasure we miss by not having the courage to entertain our friends in the simple way we could afford? If we could set them down to such a meal as we have every day, we might enjoy it with a clear conscience, without feeling that they were accessory to the crime of the champagne bought on credit, or morally responsible for the nervous prostration of the hostess; but we have read in the papers or heard somehow of some woman who gave a dinner where there were forty-seven courses and a different wine with each, and we feel, if we can't approximate it, we had better never gather our friends about us. So we go in debt for game and things out of season and the hostess and her maid-of-all-work make burnt offerings of themselves over the kitchen stove, and it is all so much worry and care and trouble that the only pleasure we get out of it is when we see the vanishing backs of our gorged guests. They didn't want us to do it. Nobody likes to feel they have put anyone else out. There simply was no earthly excuse for it, except that we were such cowards we were afraid somebody would say that we didn't have but six wax candles, with pink crepe shades, when Mrs. Blank had eight."

"Do you know what I would do if I had the courage to do what I want?" asked the woman who is considered to be progressive and up-to-date. "Well, I'd just come right out flat-footed and cut the whole club business. I would never, so long as I lived, listen to another paper on any subject whatever. I've belonged to clubs for the study of

the whatness of the what. I have belonged to higher thought clubs and clubs to study the intention of the builders of the pyramids and clubs to fix the place of heroes of fiction in evolution and clubs for heaven knows what folly and idiocy, masquerading under the guise of culture. I am dead tired and weary and bored with it all and I'd just like to get the members of all the clubs I belong to together and say, 'Ladies, let's skip the papers and get down to the gossip and the salad at once. That's what we are really here for.' But I don't dare do it. We are all hypocrites together. We sit up and look wise and murmur our admiration to hide our yawns and wonder if it is possible for anything else under the blue canopy to be as much of a bore as a club paper."

"Another place where there is a crying need for courage is in weddings," put in a woman in the corner. "The folly and the idiocy that are committed in the name of those are enough to make angels weep. To-day I went to see a girl who is going to be married this fall. Her people are poor, and the young bridegroom has his own way to make in the world, and is working on a salary, but they are going to be married in church, with ushers and carriages and white satin and all the rest of it that is such arrant tomfoolery where poor people are concerned. 'Look, here,' I said to her, 'don't you know that a poor clerk's wife has no more need of white satin than she has of angel wings? Don't you know that the money such a wedding will cost would furnish you up a nice little cottage? What on earth makes you want to do anything so foolish?' Well, she and her mother hemmed and hawed and beat around the subject. They admitted that the white satin was bought at the expense of useful things she was dead sure to need every day. The mother winced at the thought of the pinching and economizing it was going to take to pay for it, but they simply didn't have the courage not to do it, because Annette and Marie and some other

girls they knew had all had display weddings."

"To my mind," said another, "the most pitiful of all is the cowardice we see so often displayed about the dead. I have known families who impoverished themselves over a funeral and whose earnings for years afterward went to the undertaker. Sometimes there were little children who couldn't be sent to school on account of it, or sick people or old people who had to be denied the comforts and food they should have had, but every penny must be paid on the big debt they incurred in the funeral. Not being fools they must have realized what they were doing, but they didn't have the courage to simply put their dead away with tears and love and reverence, without a horde of dead-beat loafers following in the hired carriages, whose every turn of the wheels spelled ruin to the living. The same thing may be said about the wearing of mourning. Not one-tenth of the women you see swathed in black would have it on if they had the courage not to wear it. To the delicate woman it is a menace, to the nervous one it is a horror, to every one it is a perpetual reminder of loss that they would be only too thankful to avoid if they only dared."

"I have known women," interrupted Elise, "to make miserable marriages because they didn't have the courage to be old maids. I have known women to starve in genteel poverty because they didn't have the courage to go to work. I have known them to cut their old friends because they didn't have the courage to know plain people after they got up a little in the world themselves, and that's what makes me say that the greatest need in the world to-day, so far as women are concerned, is courage."

Dorothy Dix.

Reliability is a business characteristic which is none too frequent. The merchant whose goods are always to be relied on has reached the straight road to peace and prosperity.

WORLD'S BEST

**S.C.W.**

50c. CIGAR. ALL JOBBERS AND  
G. J. JOHNSON CIGAR 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.

### 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.



# LYON BROTHERS.

## SPECIAL IN

# RUBBER INTERLINED DUCK COATS

AT \$11.00 PER DOZEN,

ASSORTED IN BUNDLES TO THE DOZEN AS FOLLOWS: SIZES, 36, 38, 40, 42, 44, 46.

Our Duck Clothing Department, by continual improvement in both quality of the garments and extremely low prices, has become, without question, the greatest Duck Clothing headquarters that dealers can look to for their supplies. The reputation we have gained in the past by supplying the trade with the very best, reliable, thoroughly well made and perfect fitting, high grade popular price Duck Coats has, no doubt, convinced dealers of the benefits they can avail themselves of by placing their orders with us.

For this season we are offering a line that has been especially manufactured to meet the demand of a popular price, reliable wearing garment, and in contracting for these coats before the advance of material and labor, we feel justified in making the statement that we can save dealers more money this year than we have ever been in a position to do.

We herewith quote three styles, selected at random. For a complete line we refer you to pages 638 and 639 of our complete Fall and Winter Catalogue, No. 250.



### SPECIAL LOT NO. 41236

This special, heavy Waterproof Duck Coat is guaranteed to the trade to be the most reliable duck coat ever produced at the price. We have sold this duck coat in immense quantities, and it is favorably known to the trade as "The Boss." The only **rubber interlined** duck coat at the price in the market. Three outside strong-stayed pockets with flaps, fancy enameled rivet buttons, strong worked button-holes, three-inch genuine corduroy collar, heavy blanket lining. Per dozen, **\$11.00**

**SPECIAL LOT NO. 41237, SAME STYLE AS NO. 41236, IN BLACK.** Per dozen, **11.00**

**44404 The Famous Byron.** Best medium price full **rubber interlined** duck coat in the market. Made of an 8-oz. brown water-proof duck; style of coat, 4-button single breasted straight cut, stripe pattern, blanket lining, 5-inch winter weight, **plushette** collar, 3 outside pockets with flaps, shaped shoulders, entire garment stitched with bright color waxed linen thread, black japanned rivet buttons, strong worked button-holes. Per dozen, **\$12.75**

**44405 Same style as No. 44404, in black.** Per dozen, **\$12.75**

**44406 The Blizazd.** Special high-grade coat, full waterproof rubber interlined. Made of an 8-oz. brown color waterproof duck, lined with a fancy stripe pattern blanketing, three outside pockets with double-stitched flaps, fancy japanned riveted buttons, strong worked buttonholes, shaped shoulders, 4-inch sheep's pelt collar. Entire coat stitched with bright colors waxed linen thread. Per dozen, **\$13.75**

**44407 Same style as No. 44406, in black.** Per dozen, **\$13.75**

The Complete Fall and Winter edition of our Catalogue is now ready for mailing. This catalogue is the most complete we have ever published, containing 832 pages of General Merchandise. We mail this catalogue free to merchants upon application only. It is the most complete for General Store Supplies, Dry Goods, etc., that has ever been published in this country. Every up-to-date merchant should have one of these books.

**LYON BROTHERS**

Importers and Jobbers

**GENERAL MERCHANDISE**

246, 248, 250, 252 East Madison Street, CHICAGO.



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Published at the New Blodgett Building,  
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Advertising Rates on Application.

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

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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 13, 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.

#### GOOD TIMES AND FAKES.

Not for many years has there been a time when there was so much capital seeking investment as the present. Returns from all legitimate business have been good for many months; debts have been paid; business has been expanded, and there are many thousands who have moderate sums for which they are seeking safe and profitable investment. During recent months there has been a partial outlet for such funds through the organization and exploitation of the great combinations of business, and this has attracted attention toward speculative investment until a wide harvest seems ready for any enterprise which offers reasonable assurance of profit and safety.

Naturally such a condition is not only favorable to legitimate undertakings, but opportunity is afforded for those of a less assured character, and even for the rankest fakes and swindles. Professional promoters of this sort of enterprise are as watchful of favoring conditions as any class and are ready to avail themselves of every opportunity. These have found their greatest success in imitating the great industrial organizations, and in many cases the schemes are so well worked out that they are calculated to deceive the very elect. Of course, there are all degrees of fraudulence in these enterprises, some being based on conditions which may to some extent even deceive the projectors—may have some apparently legitimate bases of operation, although foredoomed to failure—while others are deliberately planned to "catch suckers." Usually these are carefully perfected by months of preparation and then sprung with a sudden rush of advertising which brings the harvest before the fraudulence of the schemes can be demonstrated.

One such enterprise is just now in the height of exploitation which would seem to have achieved a marked success. Its prospectus is ingeniously contrived to secure prompt returns in stock subscriptions at \$3 per share, par value being \$10, by limiting the time before an advance in price is to be made. This conveys the idea that \$10 value is to be secured for \$3, which is attractive to most liable to be caught by such schemes, and the limit in time is made

so as to prevent investigation. This prospectus makes the most astounding claims, involving perpetual motion and the other mechanical absurdities usually figuring in such schemes. There is a degree of plausibility in the claim of controlling the forces and products most engaging public attention which is calculated to catch the unwary and superficial. "Superheating liquid air by electricity" and using it to drive automobiles at a small fraction of the cost of any present motive power is a claim calculated to arrest the attention of the greatest possible number of those interested in the developments of current scientific research. During the past two weeks there has been expended a vast sum of money in advertising in all parts of the country. The mails have been loaded with prospectuses and there is little doubt that an immense harvest is now pouring in as a result of the undertaking.

#### BUSINESS CONDITIONS.

It is probably a matter for congratulation that there has been enough of financial uneasiness and disturbance in the Eastern centers to put a healthy restraint upon the advancing stock markets. While this disturbance was most manifest during the past week, and bear pressure caused a decline in many lines, the average of all industrials showed an advance owing to a rapid rise in values of a few leading stocks. The general downward tendency was enough to lower the average for transportation shares to a slight degree notwithstanding the fact that there is no diminution in the ratio of increasing earnings. There has been a decided disturbance in the Eastern money centers, caused by the exploitation of the new corporations which were organized during the spring and summer months. These have been financed by the New York banks to an extent enormous in the aggregate. It is not strange that so sudden and extensive a demand should create a stringency, but there is assurance in the fact that the money has simply changed hands and has been scattered through the country in the banks where industrial plants have been paid for. The effect on stock speculation is considerable, latest reports indicating continued decline in many lines, but there is no possibility of anything more than a temporary derangement.

Improvement in the industrial and transportation lines continues with a regularity almost monotonous. Prices are steadily advancing in almost all manufactured products, while there is less of the seasonal decline in natural products than usual.

The iron situation shows the same pressure of unprecedented demand notwithstanding the fact that new works are coming into the field every day. Most works are contracted ahead and the advances quoted mean premium for quick delivery. The hindrances which have interfered with the ore traffic on the Lakes in the obstruction of the "Soo" and the low water in the Detroit River are embarrassing some works and tend to still further strengthen prices.

Cotton consumption in 1898 surpassed all previous years, but is exceeded this year by over 20 per cent. Demand holds prices strong and the utmost confidence is felt in the situation. Wool sales have been moderate and prices somewhat irregular, but goods are strong in demand. Leather and its products are steadily advancing and greater activity is shown than for years at this season.

#### BRAINS NOT DEGENERATING.

In this age of extraordinary scientific discovery and general intellectual progress it seems preposterous to tell mankind of the most advanced races and nations that the human brain is deteriorating and that man's intellectual power is steadily decreasing until it may reach the low level of general stupidity, if not of idiocy.

But this is just what Colonel Elsdale, an English officer of the Royal Engineers, puts forth in an article in the Nineteenth Century for August. He assigns as the reason for this brain degeneration mental hurry and overstrain; the leveling spirit in politics; the steadily increasing mammon worship, and the growing love of luxury and ease.

Such incongruous and heterogeneous causes are presented to account for a proposition which is merely assumed and is by no means proved, for, after all, is there any evidence of the decline in the power of the human brain? Are there no great discoverers of the secrets of nature? Are there no daring explorers of the vast regions of our globe long wholly unknown? Is nobody reading the hieroglyphic records of dead and lost races and nations and are there no achievements in other fields of intellectual research? Is there any evidence that the skulls of the people of leading races are growing smaller and are there other signs of physical degeneration?

The answer is, emphatically, "No!" It is entirely possible that in some lines of thought the human mind may have reached the limit of its power. It is admitted that in poetry and sculpture no moderns have surpassed the ancient Greeks. The British engineer quoted should be competent to speak on the subject of mathematics, and he thinks that the science of quantities can not be developed much further. He says:

We may not have as yet reached what I would venture to call the saturation point, that is, the point at which the human mind can go no further in mathematics; but at all events it is looming well in view ahead of us, and apparently in a very few generations more, at the present rate of progress, we are bound to reach it.

Admitting that no further progress is to be made in the science of mathematics, have we not in its laws and methods the means of developing every problem in astronomy and the mechanics and chronology of the system of the universe? If the body of principles and formulae which make up the mathematics should never be added to, they afford already resources for determining every quantity that can have any definite relation to any other quantity, and for solving the quantitative problems of the ages.

After all, mathematics is but a tool with which to work. In connection with physical research, it has opened a vista of usefulness in mechanical and theoretical engineering that seems practically endless. Then there are chemistry and electrical science. They are so unspeakably vast and far-reaching that their lavish treasures of beneficial revelation appear inexhaustible, so that if it shall be found that some veins of research in art and philosophy have been worked out, there are innumerable other mines of knowledge that are limitless.

Something over three centuries ago there appeared in Paris a man named James Crichton, surnamed "Admirable," because he knew everything in art, philosophy and arms better than anybody else. He distinguished himself by vanquishing the doctors of the

university in public discussions intended to display their learning; then he rode into the lists at the tourney and overthrew all the celebrated knights who contested with him for victory, and afterwards outshone all other cavaliers at court with his gallantries and fascinations. In the three centuries that have elapsed since the wonderful Crichton passed off the stage the increase in every branch of knowledge has been so vast that the learning with which he was then able to astonish the world is by comparison entirely insignificant and for the most part erroneous.

The idea that the growth of democracy can exert any effect to dwarf and damage the human intellect is absurd in the extreme. True democracy means competition, aspiration and exertion to ascend. It is radically opposed to leveling or dragging down. It encourages every citizen to do his best and to attain the highest distinction possible in any field of effort.

There is no evidence of any weakening of the human mind or body other than in the cases of individuals. The excessive use of drugs, such as stimulants or opiates, and the undue indulgence of the physical appetites and passions are the chief causes of human degeneracy. The ancient world did not know of alcohol or distilled spirits. But little was known then of the juice of the poppy. Only in the Far East were the intoxicating powers of the Indian hemp and the betel nut used or known, while it is only in the present generation that numerous depressing drugs which can dull the senses and destroy the mind have been created by chemistry, while tobacco is a product of America and was unknown before the days of Spanish discovery.

Thus it is that, while there are as many means of debauching the intellect than were known in earlier times, it seems an entirely unwarranted assumption that human brains are steadily degenerating.

In New Jersey the other day a woman tried to reform her intemperate husband by getting drunk at the same saloon and before him, so that he might see how disreputable it was. Instead of reforming instantly, the fellow thrashed her soundly and then got as drunk as usual.

Many of the ills we suffer are caused more by disordered stomachs than by disordered business. Keep your liver in good order and your cash book will balance easily every day.

A commissioner of pensions, if he does his duty, can not be popular with dead-beat claimants and unscrupulous members of the bar who claim to be claim agents.

Many good people derive their greatest happiness from their belief that a judgment day is coming to do somebody else up.

The man who couldn't fill the office better than the man appointed has yet to be born in this great and glorious Republic.

If a man is never lied about by blackguards, he can put himself down as of no particular account.

It is far better to have one hand on a postoffice than both eyes on a foreign mission.

When a man preaches economy, his wife is bound to practice it.



## MODERN LABOR TRUSTS.

The term trust, while properly a misnomer as applied to a simple monopoly, is being used in this connection to an extent which bids fair to give it a new signification. Properly the term is only applicable to such organizations of industry as merge their interests and place the management in the hands of a board of trustees, thus giving the name trust. This method of combination in manufacturing and trade industries early ran against legal obstacles and so had to be largely abandoned and in its place was substituted the actual combination of interests into a veritable stock company, in which the identity of the individual concerns is entirely lost. While in some industries such combinations may and do amount to a monopoly, their enterprises are conducted in harmony with the generally accepted customs and methods of business, and are entirely legal. Those which are most permanent and successful conform most closely to the rules governing the smaller enterprises—look for their profit in decreasing cost of production and distribution and in perfection of product and not to the exercise of the power of extortion which may be derived from a more or less effective monopoly. While the organization of these mammoth companies, even when conforming to the most correct principles of economics, must needs work injury to some in the loss and change of employment, it is to be considered that if there is an improved product furnished at a decreased cost the change in the industry is a benefit to the world at large.

But not all combinations are of this character. In the mad rush for gain the first consideration of many is the increase in selling price. If improved product receives any consideration it is made secondary and the reduction in the machinery of distribution is offset by reckless increase in official salaries, made possible by the spirit of extravagance actuating the movement. Such industrial combinations, however, are usually short lived; their administration invites competition, and soon they find that there only remains for them to divide the ill-gotten gains as best they may and abandon the one line to take up some other admitting of similar exploitation.

There is another type of trust in which the principle of monopoly is depended upon as the sole motive and object of existence. They are simply and purely combinations made to control the work in some general industry. These are made possible and effective because they can employ the term "labor" in their names and so arrogate to themselves philanthropic motives and objects. The fact is lost sight of that only the parties to these combinations are beneficiaries and that they are veritable Ishmaelites to all the rest, and the great mass, of the labor world.

The power of monopoly in labor unions is locality. If all the members of any particular craft or trade in a locality can form a combination, and can exclude all other members of the same craft or trade, they can make their monopoly perfect. It is difficult to conceive of a more utterly selfish and heartless monopoly; and yet the cry of "labor" makes them possible. That they are ostensibly arrayed against capital, and so claim the right of existence, conceals the fact that they are still more venomously opposed to any labor except such as they themselves control. The operation of these monopolies

serves, usually, to raise the price of the industries concerned to the highest possible level, resulting in driving all except those held by local limitations to other places where conditions are such as to prevent union control.

Among the lines of industry in which it is possible to carry the operation of the selfishness of unionism to its utmost effectiveness may be noted the building trades in large and growing cities, or the printing of metropolitan newspapers. For obvious reasons such work can not be sent elsewhere, and the extent to which extortion and monopoly may be carried is almost without limit. In these lines are to be found some of the most effective and characteristic unions. The fact is not generally advertised that these unions are armed against their own craftsmen in other unions, but such is the case.

For example, the rate of wages for a carpenter in Grand Rapids is \$2.25 per day for nine hours' work. In Chicago the rate is \$4 for eight hours. Naturally the difference occasionally leads to an investigation of the situation by members of the union in the less favored town. An instance recently came under notice of the writer in which a man undertook to better his condition by joining the better paid fraternity. A fortnight brought him back to his old position, his application having been rejected, with the loss of a considerable sum in expenses, fees and time, a wiser if not more contented man. His experience is that of a vast number who are constantly trying to thus improve their situation, each to find that he is trying to deal with a monopoly as cruel to the members of its fellow unions as to those outside such organizations.

The recent strike of the printers on the New York Sun is serving to bring out the characteristics of this kind of union monopoly most forcibly. The typographical union called the "Big 6" has for many years controlled all the leading newspapers of the metropolis, and the power of locality is so great in these enterprises that they have been able to carry their control to an almost unlimited extent. For many years they have entirely excluded apprentices in these offices, thus barring their own sons from the industry, and have only admitted to membership such as came with the requisite pulls or qualifications to keep the monopoly effective, and such admissions are few.

The story of the arbitrary tyranny and extortion in these offices, as represented by the Sun, is a forcible illustration of the operation of unionism under ideal conditions, and the account of the humiliation and aggression to which the management is subjected is enough to make one's blood boil with indignation. It is too long to recount in detail here, but a few samples may be noted:

The organization of the union is represented in each office by a "chapel" comprised of the union members, whose official head is the "chairman." It is the primary duty of this official, who draws his salary from the paper, to see that all union rules are properly observed. The management of the paper is represented by a foreman, who must be a member of the "chapel" and is under the authority of the chairman. All intercourse with employees must be through the foreman and the management is forbidden to hold communication with the chairman of the "chapel."

The minimum rate of wages in the Sun office is made by the union \$24 per week for eight hours. All proofreaders

and persons in subordinate or comparatively unskilled positions must be members of the union and must receive this salary. Some women who were related to former employees of the office were kept at \$6 to \$8 per week on consideration of charity. The union enforced its rule, intending to secure these positions for its members, but succeeded in raising the salaries of the women to \$24, which the management conceded rather than have them turned adrift. All composition or plates appearing in the paper must be paid for to the union. If an advertiser took a page in the paper and preferred to have it set up in an outside job office and a plate made of it, the union must also be permitted to set it, and have pay for it just the same as though it were used. Then such division of duties was enforced as would give employment to as many as possible, many being idle much of the time, avowedly for the purpose of forcing the employment of a greater number of the members of the union.

These and many other forms of extortion and annoyance finally forced the Sun to some change and it turned its attention to automatic machinery. As the union could not prevent this, it determined to keep the control to as great an extent as possible. The type of machine employed does away with the compositors' work entirely, requiring only the attention of machinists, whose work printers could not do. As the machinists were union workmen, the management asked that they be admitted. This could only be arranged on condition that a printer be put in charge of each machine, which was done, although there was nothing he could do. Of course, this arrangement could not continue and the result is the final throwing off of the union yoke by the Sun.

These instances illustrate conditions which are of varying force wherever unions have control. It is the first object to control the industry and get the most out of it that conditions make possible, and their dealing is as ruthless against their own fraternities as others, when occasion arises, notwithstanding their philanthropic pretensions. They are "trusts," and their work is the exponent of all that is most reprehensible in the modern significance of that term.

The head of the Frankfort house of the Rothschilds recently received a modest request from a young man who stated that the cooper's trade, to which he had been apprenticed, was distasteful to him, and asked to be accepted as "an apprentice millionaire," promising diligence and all application in learning "the business."

The Kansas farmer is wealthy this season. His mortgages have been lifted and he keeps his money. It sticks in his crop.

New Jersey is bragging over a cat that has forty-one toes. The animal ought to be able to win by a scratch.

Some obscure men make themselves conspicuous by telling what means they use to avoid publicity.

The popularity of rag-time songs is wearing out. The songs are old and ragged already.

A bad man does his best and most careful lying when he is under oath.

There is hope for a man who does not love his sins.

## OVER-DRAUGHTS ON NATURE.

In the mad rush of modern material development, where nature's resources are drawn upon with utter recklessness, and no doubt is ever permitted to enter the mind that these resources are exhaustless, the world is speeding to some costly and alarming embarrassments in the not distant future.

Invention has been so universal in finding new appliances and comforts that familiar products which were once practically useless, and were found in prodigal profusion, are now being put to such a variety of uses that not only has their value risen, but the question of their continued supply is becoming serious. We have seen forests along our Northern boundary disappear in a quarter of a century when it was once thought they would last for centuries! Great coal and oil fields have been exhausted and in many directions the voracious appetite of our phenomenal modern civilization is causing a scarcity on nature's table.

But the most pronounced and in many respects most serious result of this prodigal use of an important article in commerce and industry, without effort heretofore to provide for replenishing the exhausted output, is the growing scarcity of the rubber supply. The vast amounts of this universally useful product which have been required within the past two or three years for bicycle and carriage tires, for electric insulation and the multitude of uses to which rubber is now put, have produced almost a rubber famine, which will have a tendency to put a check on the manufacture of a number of useful things, those mentioned among others, or to raise prices to a point beyond popular reach. The rubber of commerce comes from the sap of the rubber trees and the latter are being recklessly exhausted. It takes twenty years to grow the tree to a profitable producing point. Even if countries where the tree flourishes should be now utilized for the planting of millions of more trees, what is the world to do in the next twenty years, with the present supply short and the demand increasing?

Questions such as these are worthy of international consideration, as much so as great political matters, and it will not be many years more before governments will have to begin taking energetic measures for preserving nature's fruitfulness and resources by enforcing economy, discouraging waste and providing for replanting, restocking and restoring in every direction.

There is a man in Huntington, W. Va., who has just been married to his fifth wife, all of his wives having been sisters. He has just passed his 50th year, and was married to his first wife when 19. She was Miss Jennie Moffatt, and her four successors have been her sisters, Ada, Catherine, Missouri, and finally Anna. She is 26 and good looking. There is but one more of the Moffatt girls left, and she is now 20. The parents of the girls made no objection to their daughters wedding Mercer. Consumption carried off most of the Mrs. Mercers. Mr. Mercer is the father of eight children. Mercer declares that he just simply fell in love with the Moffatt family.

Buffalo wants to be a Chicago. It would be much better to be a greater Buffalo.

Someone who has been there says the happiest part of a vacation is getting home.

## Shoes and Leather

An Octogenarian's Reminiscences of Whipping the Cat.  
Written for the Tradesman.

But few of the readers of the Tradesman will understand the meaning of the heading of this contribution, but there are doubtless some veterans in the boot and shoe trade, and out of it, who will recall its significance and perhaps smile at the recollections it inspires.

Aged men and matrons who in childhood were content and happy in the possession of a single yearly pair of cowhide or calfskin shoes or boots, manufactured at their own homes, usually during the months of October and November, will realize the full significance of those three words, "whipping the cat."

The writer's recollections carry him back to 1824, the year of the election of John Quincy Adams to the presidency, and for many years after "whipping the cat" was a busy time with the local sons of Saint Crispin, and a source of excitement and pleasure to all the members of the family, from oldest to youngest. The yearly visit of the village shoemaker to the farmers' homes was at hand and the boots and shoes to supply the entire family were to be made up under their own roof. Just why this regular custom of going from house to house by the shoemaker to make and mend shoes was called "whipping the cat," or how it originated, is unknown to the writer. These visits were of long or short duration according to the size of the family and the expertness of the shoemaker. He always boarded in the family, and it was sometimes charged that where the fare was unusually good he was liable to stretch out his job a little. The work was done by the piece, and the price varied according to sizes. Of course, all the old shoes came in for repair.

The farmers always furnished their own leather, which was from hides of animals that had died during the year or been butchered for consumption and made into leather by the village tanner and currier. Mechanics and laborers purchased their leather of the shoemaker or of the general dealer nearest at hand. The regular merchants always kept a small stock of leather on hand.

With the exception of light calfskin shoes for ladies, or an occasional pair of calfskin boots for a gentleman, all shoes were pegged. The shoemaker manufactured his own pegs out of a block of thoroughly-seasoned hard maple timber, a block of which he always carried with his kit of tools, sawing off the length he needed, splitting with a knife made for the purpose and pointing by beveling the two edges of the strips, and again splitting the strips into pegs the size required with his shoe knife. This would be thought a slow process in this fast age.

Lastmaking was still more bungling and slow. Shoemakers usually made and altered their own lasts, frequently making them for their customers where unusual sizes or shapes were required. Such a thing as rights and lefts was unknown. The lasts were all made straight. I can remember having my ears boxed for neglecting to change a new pair of shoes from one foot to the other every morning. This was required to prevent their running down at the heel.

In writing of lastmaking I recall a little incident that very much amused me when I was a boy: I was waiting

in the village shoemaker's shop for a toe-cap to be put on my shoe, when a large man, the blacksmith of the village, who was conspicuous for his enormous feet, came in to try on a pair of calfskin boots just finished for him. The boots proved to be too tight a fit, and the blacksmith was making things look blue by his remarks when the shoemaker interrupted him by pulling down the last upon which they were made, as he exclaimed; "I cut the biggest hard maple tree I could find in Major Allen's woods to make that last and do you own up to a foot bigger than that block of wood?" The good natured retort of the blacksmith was what amused me: "Well, Deacon," he replied, "you don't need to take it to heart so. You measured my foot for these boots more than six months ago, and my foot has had time to grow considerably since then." To appreciate the joke the reader is informed that the shoemaker was as remarkable for his lack of promptness in filling orders as the blacksmith was for the enormous size of his feet.

Surely time has wrought wonderful changes in footwear. I recollect seeing, when a boy, a well-preserved pair of high-heeled sharp-toed shoes that were worn by my Grandmother at her wedding, and they were exactly like those that ornament the show windows of our up-to-date shoe stores to-day, only made of coarser materials. This unnatural style of footwear had slumbered more than a hundred years. Alas that it should be revived by the present generation! It is to be hoped that when fickle Dame Fashion again consigns it to oblivion it may stay there. Square-toed shoes have had their run, and varied in width from three-fourths of an inch to two and one-half inches. The latter extreme was a libel on the shape of the white man's foot. Round toes have gone through all the changes in widths, from the ungainly duck's bill down to a medium, common sense, narrow, shapely toe, when the length of the shoe could be proportioned to the size of the foot and become what it ought to be, a thing of comfort as well as of beauty. Alas that they should have been superseded by that fad of fashionable torment, the shark-toed monstrosity.

At the time of which I write ladies' dress shoes were made of morocco or prunella as it was called. The manufacture of that soft and beautiful material for ladies' shoes known as kid was unknown. Verily, the changes in the shoe trade have been great within the last seventy years and the gorgeous shoe emporiums of to-day would not have been dreamed of in the days of which I write.

W. S. H. Welton.

### Prosperity Gauged by Pie.

A curious feature of the prosperous times is the fact that the consumption of pastry has increased largely within the past few years. A well-known baker said yesterday that he is now selling fully 25 per cent. more pies than he was four or five years ago.

"To what do you attribute this?" he was asked.

"Well, I think, to put it in a few words, a great many people can afford to eat pie now who could not when the hard times were upon us. The clerk who went to the restaurant to get his lunch would then put up with a sandwich. Now he feels he can afford some dessert, and there the pie comes in.

"A laborer, who formerly was content with the plain fare put up for him by his wife now stops in a baker's on his way to work and adds a pie to the contents of his dinner pail."

## 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.



## BUY GOLD SEAL RUBBERS

They are Pure Gum and the best made. Send for price list to

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W. W. WALLIS, Western Manager.

## GET THE BEST



GOODYEAR GLOVE RUBBERS can be purchased at 25 and 5 off from new price list. Write

HIRTH, KRAUSE & CO., Grand Rapids



### Deductions from Shoes, as Interpreted by the Porter.

"Yes, sah, yes, sah," said the porter, as we sped along in the smoker at midnight, "sho's you bawn I kin always tell er man by de way he wears out his shoes. I been shinin' shoes on dis run fo' yehs an' yehs, an' nevah make er mistake 'bout any man." And the old fellow gazed at the long row of footwear in front of him.

"Dis heah gemman, fo' instance," he said, picking up a neat looking tan, "dis heah gemman, he been wearin' dis pah o' shoes fo' er long time, but dey is wo'n 'bout de same all roun'. You don't see any runin' ovah heah and wearin' out dar. Dey jes' de same all roun'. Now dat gemman, he gave mo' trouble den all de res' ob de cyah all togeder. He want everything jes' so, an' ef I fo'git de leas' thing he be ringin' me up fo' I kin git back to where I started. Nex' mawnin' ef I give him er brush off he keep me busy doin' dis and doin' dat tell I don't have time to pay 'tention to t'other gemmen, an' den he gives me ten cents."

The old man was silent for a moment as he contemplated the villainous tendencies of such a character.

"An' den, ef he makes reg'lar runs, he don't even give me ten cents, but he say 'Nex' time, Sam, I give a quatah,' but I don't git no quatah, sho's yer bawn, tell he makes sev'ul mo' trips. No, sah, don't you talk ter me 'bout dese men what weah dey shoes out de same all 'roun'. Dey am pow'ful mean men, an' no mistake.

"Now, heah am de kind o' shoe I like. You see dis one, it am worn out at the heel an' at de toe, an' worn flat in the centah ob de hoof. Now dat gemman, he's all right. He call me an' he say, 'Ole man, make down my bed de fust chance you git,' an' den he go an' loaf roun' in de smakah tell I tole him his bed made down, an' den he swing in widout sayin' anything, an' fust thing you know he soun' sleep. No, sah, he don't go tearing roun' 'bout dis thing and dat thing. Ef t'ain't jes' right he jes' say, in his min', yo know, 'Dam de diff'ence,' an' off he go to sleep.

"Dis gemman, he all right, too. He ain't no cah'luss man, but he jes' go 'long and tend his business widout raisin' so much cain, an' yet he do mo' in er day den dat yan' feller he do in er month. Nex' day I brush him off an' get done an' he not say er word, an' den he rec'h down an' han' me er quatah while he finish readin' his papah. Dat am er nice gemman, sho's yeh bawn.

"An' den heah's er nother kind o' gemman, which sometime I like an' sometime I don't like. You see his shoe, hit am worn all kinds o' ways. Dey am hollered out here and turned off dar an' have all sorts o' cu'ous bruises. Now dat fellah, he don't give er damn whether he go ter bed er not, sometime, an' den agin he apt to sleep all day. Sometime I like to watch an' see jes' whut he gwine do nex', fo' he certily am a cu'ous white man. Ef he got any stuff he jes' apt to give yeh a dollah as er quatah, but den sometime he broke an' yeh don't get nothin', but all de same I like dis gemman. Ef he git mad he madder'n de debbil hisself, but gen'ly he don't care how de win' blow.

"Dis gemman I don't like neither. No, sah, I don't like dis gemman," said the old man, picking up another pair of tans. "Yeh see, dis heah shoe? Hit

am worn out mo' at de toe den anywhar else. Dat man he a pow'ful lot o' trouble. He am fidgity, an' er fidgity man am worse'n er fussy woman, an' er fussy woman—may de Lawd sab me.

"Dis man he always in er hurry. He asks me er thousand questions. He want his bed made down befo' anybody else an' he want hit made up befo' anybody else, an' all enduin' ob de night he ringin' fo' de potah. Dere he go now, heah him? Let him ring. I done been dere sev'l times, an' he don't want a Lawd's blessed thing wuth nothin'. De wus thing 'bout him, he got er bad mem'ry. When he get nigh whah he goin' he so fidgity to get off dat he fo'git ev'rything else, fo'git his grip an' his walkin' stick, an' he nevah fails to disremember dat you done wait on him like er dawg all night. Das de meanes' thing 'bout dis heah fidgity gemman. I hope he don't git on my cyah no mo' dis summah.

"But heah's sompin' I don't like. He has one ob dem Jonah shoes. You ask any potah an' he tell you dat dis kin' er shoe mighty nigh bring er wreck er sompin' wuss ev'ry time. Now look at dat shoe, sah. See dat lef' heel. Evah see anything like it? Hit am worn right off'n one side. How you spose dat gemman evah weah he shoe off dat way? Don't know? Cose you don't, nobody else. Dat man am a Jonah man, sho's yeh bawn, an' I been feelin' on-comfitabul evah since I see dat shoe. I say to myself, 'Sam, yeh bettah be pow'ful cahful ternaht, case dat Jonah man am on de cyah,' an' I am still pester'd 'bout hit. Dat man he cu'ous sho' 'nuff. He nevah say nuthin' all de time. He sot still an' look out'n de winder, an' now an' den when you pass by, he roll dem eyes o' his roun' at you an' it make your blood freeze, dat whut he do. I plum' 'fraid o' dat kin' o' man, an' I nevah do anythin' mo'n I kin help fo' him. No, sah, I wouldn't touch dat man wid my broom fo' sev'n-ty-five cents, no sah.

"Heah am er nother kin' o' shoe I don't like. Look at it. Hit am narro' all er long an' flat as er pancake, wid a short toe, an' hit am worn down on de inside ob de fron' sole. Dat man am er dude. Anybody kin see dat. He gib de potah a heap o' trouble an' pow'ful little ob anything else, lemme tell you. He call me in de mawnin' an' he say: 'Potah, potah, did you polish—he allers says polish—did you polish my shoes?' Den I gins ter git mad, but I keeps polite an' I say: 'Yes, sah, I shined 'em,' but he say, 'Well, dey don't look like hit. I wish you would take them back an' go ovah dem agin.' An' den I take dem back an' sot dem down in de conah fo' er few minits widout so much as touchin' dem, an' when I take dem back he look pow'ful pleased, case he think he goin' ter look finer'n anybody else. He take up mo' room in de smakah dan anybody, an' he fool eroun' an' com' his hair an' fix his tie tell de dinin' cyar am pulled off an' den he almos' break his heart case he miss his breakfas'."—New York Sun.

There is an epidemic of fleas in one of the New York markets. It is said that the torments have been brought from Puerto Rico in the warships that are being overhauled at the navy yard, and that the insects are traveling about the city in all directions. In the particular market referred to, which is not far from the navy yard, the market men who can afford it have gone away, leaving their clerks in charge. The Puerto Rico visitors are larger than those indigenous to North America, and are as vicious as New Jersey mosquitoes, so say the market men.

### Seasonable Hints for Merchants in Any Line.

No matter how busy you may be, turn to the customer and say: "In a moment I'll wait on you," or something else to make him feel that it is best to wait.

Fly-specked, dirty goods, ill-arranged boxes, windows in need of scrubbing, floors that are dirty and not swept, offend the eye and drive away customers.

When a man praises goods don't expect to sell him; or, if you sell him, look out that he pays his bill promptly. A man seldom flatters unless he has an object in view.

A clerk is selected not only to be a seller of goods, but to his keeping are committed the honor, dignity and respectable standing of the house.

The clerk completes the work of the printed advertisement; the advertisement brings the buyer to the store, and the clerk has it in his power either to attract or repel.

The ideal clerk is the man or woman who is uniformly polite; who shows proper interest in the purchase of the customer, and who is equally courteous to all of whatever station.

Don't neglect the child; the mother may have no one else to do the shopping for her, and, although children are trying to one's patience, they should be treated with equal attention and politeness.

### Stammered Only When He Talked.

A story is told of a drummer who stammered badly and went to an institute where they make such cases a specialty. His infirmity was so bad that even the expert in charge was aghast, and finally could restrain himself no longer.

"Heavens alive, my good man," he exclaimed, "do you always stammer like that?"

"O-o-o-o-oh, n-n-n-n-no," gasped the drummer, "o-o-only when I t-t-t-t-talk."



Some shoes not only wear out themselves, but they wear out their wearers.

## TAPPAN SHOES

wear well and feel delightful. Those are the kind of shoes people want. Do you sell them? If you don't, why don't you?

These goods should find a place in your store. Write for price list.

**TAPPAN SHOE MFG. CO.,**  
COLDWATER, MICH.



**HEROLD-BERTSCH SHOE CO.,**

Manufacturers  
of Shoes,

**Grand Rapids.**

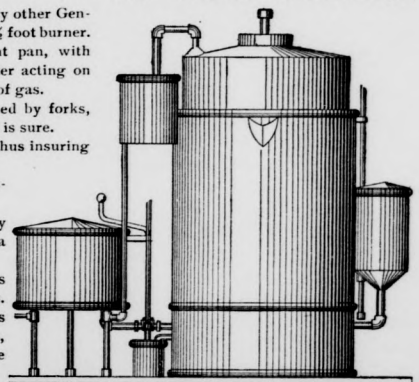
## For Winter

Pretty warm just now—but Winter's coming—there will be snow and rain and slush; cold winds will blow. Your customers will ask for **Overgaiters** and **Lamb's Wool Soles**; they will ask for **Sox** and **Felt Boots**. Have you them? If not you can get them, our stock is complete. Write to us.

The Best of Reasons why you should be prejudiced in favor of

## THE BRUCE GENERATOR

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 condens-ing chamber.
6. Our Gasometers for same rat d 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.



**BRUCE GENERATOR CO.,** Mrs. 183-187 W. 3d St., St. Paul, Minn

**AMERICAN CARBIDE CO.,**  
Agents for Mich. Jackson.

## Fruits and Produce.

### Observations by a Gotham Egg Man.

Some shipments of Western refrigerator eggs have recently been noticed in the receipts at this point. It is rather a risky business landing these goods on our docks during such weather conditions as are to be expected in August and early September. Refrigerator eggs taken out of cold storage now must be used up very quickly for they depreciate rapidly in quality; consequently stock of this character now arriving must be forced to sale and it is hard to find buyers for cold storage eggs outside of the warehouses. Dealers here who can use this class of stock at all want it in the cold rooms whence they can take out a few at a time as immediate needs require. For this reason eggs stored right here in New York have a considerable advantage over those stored at a distance so far as the local consumptive trade is concerned.

\* \* \*

The experience of egg receivers who have been handling the best marks of Western candled eggs this summer leads to the conviction that this method of grading and packing eggs for the New York market is bound to grow to larger proportions in the future. Heretofore it has been a common belief among egg shippers that it did not pay to grade eggs for this market, but it is probable that this experience was gained by those who did not grade as closely as necessary to permit sales at top market prices at mark. Of those shippers who have sent candled eggs to New York this summer only two or three have put the goods up in such manner as to secure prompt buyers at mark, and they have been very well satisfied with the results. Their goods have been sought for and were promptly salable on arrival at mark, even when the general condition of the market for average qualities was of a decidedly unsatisfactory character. Those who have made the attempt to furnish stock of this character and who failed could easily have kept their goods up to the required standard by a closer grading and a better appreciation of the demands of buyers willing to take stock at full prices case count.

\* \* \*

It is an old subject but one which some egg shippers seem too old to learn about. A receiver called me in the other day to exhibit some fillers which had been used in a lot of eggs consigned to him. They were weak, flimsy things with no more stiffness or stability than a high collar in dog days. The cardboard used was of the thinnest sort and the weight of the eggs had broken the fillers down and caused serious loss from breakage. I suppose the shipper saved as much as three cents a case by using these abominable makeshifts and their use cost him at least 30c per case in broken eggs. It seems singular that any one familiar with eggs should not fully appreciate their fragile character and the necessity of packing them in good, strong and substantial packages.

\* \* \*

Something about cull eggs may be interesting to egg shippers. There is a very good outlet for these goods, the Jewish trade taking them in liberal quantity, but their value is so irregular that an explanation of the different qualities may be useful. Of course the quality of the second grade varies according to the method of grading. We have in mind one shipper up in the Northwest

who is grading his eggs very closely and who realized 13½c at mark for his seconds toward the close of last week. In this case the first grade was rated as "extra" and sold at 17c at mark. The seconds from these goods, however, do not contain all the eggs thrown out of the highest grade; all very dirty and all eggs which are made weak and watery by reason of hot weather are broken out into tins and frozen for winter bakers' trade; naturally the seconds are thus made of very nice quality and command a relatively high price. There are other marks of seconds from candled firsts which contain the very dirty and the weak eggs; on the same market as mentioned above these sold for 12c generally, in rare instances 12½c, but only when the loss in bad eggs was very light. Seconds from eggs which are not carefully candled, but which are only roughly assorted as to size and cleanness by hand, naturally show heavier losses and have to go at lower prices—generally about 9@10c, but with occasional lots showing unusually light loss going at ½@1c higher.

\* \* \*

It has been estimated by an English statistician that the use of eggs in the United Kingdom amounts to about 42 per year for each head of population. This would be altogether too low an estimate for the consumption in this country. When one begins to figure on probable egg production in the United States startling figures are encountered. Considering that a population of about 4,000,000 people is served with eggs from the receipts at New York City, the consumption in this vicinity would seem to be about 250 eggs per year for each person. Probably this is a greater average consumption than would be found to prevail in the whole country, but it would be reasonable to estimate an average of 150 eggs for each person in the United States—about 3 eggs per week each. This would necessitate a production of say 10,500,000,000 eggs, about 26,000,000 cases averaging 400 eggs each. When it is considered that the receipts in New York City alone are about one-tenth of this amount while the population using New York's receipts is little more than one twentieth of the whole, it would seem certain that the above estimate is below rather than above the fact. If all these eggs were placed in a row lengthwise, they would form a solid chain of eggs nearly 340,000 miles long—long enough to encircle the earth more than fourteen times or to reach 100,000 miles beyond the moon. If they were packed in cases of the average size and these were piled one on the other in the usual way they would make a tower of egg cases over 5,000 miles high or they would stretch 10,000 miles if the cases were placed end to end. If the hens of the country average 105 eggs a year each this rate of production would indicate a population of 100,000,000 hens, not to speak of roosters and non-laying chickens. At an average price of 12c per doz., the egg crop at this rate of calculation would represent a value of \$105,000,000 per year. Truly, the American hen is a great bird!—N. Y. Produce Review.

### Excursion Rates to Detroit.

Sept. 16 to 20, inclusive, the Michigan Central will sell tickets to Detroit and return at one fare for the round trip. Good to return until Sept. 30. Phone 606 for full particulars.

W. C. Blake, Ticket Agent.

Many a candidate thinks himself a Clay, only to discover after the election that his name is Mud.

... WE BUY ...

## BUTTER AND EGGS

CARLOTS OR LESS. WRITE FOR PRICES F. O. B.

**T. B. TRUESDELL & Co.,** 215 DUANE ST. New York

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.

## 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.**

## 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.**

## 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.

## WANTED

## FANCY YELLOW PEACHES

**STRANGE & NOKES,**

**WHOLESALE FRUITS.**

**CLEVELAND, OHIO.**

MAKE A NOTE OF IT. WE HANDLE

## POTATOES APPLES CABBAGE ONIONS

**CABBAGE NOW WANTED. QUOTE US.**

**MILLER & TEASDALE CO.**

**RECEIVERS AND DISTRIBUTORS.**

**ST. LOUIS, MO.**

## 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.**



## GOTHAM GOSSIP.

News From the Metropolis—Index to the Market.  
Special Correspondence.

New York, Sept. 9.—This town is full of visitors and the hotels are jammed. The people are here from all over the world and seem to have money to spend without stint. The grocery jobbing houses are all rushed to death to fill orders, and yet it would be hard to pick out any one thing that is selling beyond all precedent. Prices are firm and nothing shows weakness.

The chief topic among grocers has been the new sugar factor plan. As given out the new plan will make sugar cost about 1-16c less than under the old regime. It is not compulsory that jobbers buy of the trust to get this rebate, as was reported at one time. The schedule will go into effect on Monday. This will make trust sugar quotations the same as Arbuckles.

Among all staples coffee seems to be about the duldest and the actual transactions have been very light indeed. They are having a lot of holidays in Brazil just now and the reports from there are meager. In store and afloat the stock aggregates 1,264,062 bags, against 1,103,537 bags at the same time last season. Rio No. 7 is quotable at 5½c. For West India growths there is a quiet market, with the volume of business of an everyday character. For good Cucuta 8c prevails. East Indias, dull and unchanged.

There has been a fairly satisfactory amount of trading in sugar and quite a good many new orders were placed, and these, together with the withdrawals of sugar under old contracts, made a very handsome total of business. Arbuckles have issued quite an interesting circular, which will be read by grocers generally with "neatness and dispatch."

The demand for teas is moderate and yet the situation contains some encouraging points and, upon the whole, the market is in better shape than for a long time past. Sales have not been very large in any case, but there have been so many small orders that the aggregate is very satisfactory. Prices have undergone no change, but for the lower grades are very firmly held.

While the volume of business was not large, the tone of the rice market is firm and altogether the situation is encouraging. Prices seem to be well sustained and many enquiries are coming, which indicates some good transactions farther on. Prime to choice Southern rice is quotable at 5½c@5¾c.

Pepper is still very firmly held and no concessions are made whatever. Buyers recognize the value of the article and are taking supplies without trying to find "bargains." Singapore, 11½c@11¾c in invoice lots; West Coast, 10¾c@11c. Other spices are moving with a fair degree of freedom and the outlook is favorable.

The molasses market is steady, for grocery grades of New Orleans, but for lower sorts little activity prevails. Good to prime Centrifugals, 16c@28c.

Desirable grades of syrups have met with ready sale and the market closes in a very satisfactory manner to sellers. Prime to fancy sugar syrup is worth from 18c@22c.

A great deal of injury has evidently been done by drouth and in some parts of New York State it is thought the canned goods pack will not be over one-third of what was expected. Packers are making every effort to cover contracts, but they are going to have trouble. Tomatoes have become suddenly ripe and reports from Maryland indicate that the pack may be over by the 25th of this month. Prices are firm for all sorts of canned goods. Standard New Jersey tomatoes are worth 80c. Few goods are offering of New Jersey brands. Salmon is in very light supply and the situation is rather mixed. Prices are very firmly adhered to.

Butter is firm. All the week this market has been active and closes with no signs of weakness. Extra Western creamery is worth 22c, and if the goods are very nice perhaps ¼c more. On the other hand, if the stock is not fully "up

to the scratch," it falls off very quickly. Thirds to firsts, 17½c@20c. June creamery has been in very good request at about 21c; seconds, 18½c@20c; imitation creamery, extras, 17c@17½c; seconds to firsts, 14½c@16c, and the latter represent about the correct quotations for imitation creamery as well. Western factory, 14c@15½c, the latter for very best.

The cheese market is strong and the outlook is good for a continuance of well-sustained quotations for the remainder of the season. New York State, small size, full cream cheese is worth 11½c@11¾c; large size, 11¼c.

Arrivals of desirable eggs continue light and the demand is more than equal thereto. Western eggs, fancy stock, 17½c; seconds, 13½c@14½c.

Lemons are firm. Oranges are so scarce as to be luxuries. Bananas are in lighter request and the market is well supplied. Sicily lemons, \$4.25@6. Oranges, fancy Rodi, \$7@7.50.

#### An Original Collector Who Gets the Money.

"There's the best collector in town," and the head of the house indicated the man on whom his praise had been bestowed.

"He doesn't look it."

"No, nor anything like it, yet I believe that his appearance is about 20 per cent. of his stock in trade. Just size him up. Did you ever see a more ingenious face? He got his job just as he gets money from debtors that are bad pay. He came right to me and asked for employment. I told him that we were not in need of any one, and followed the usual form in telling him to call again.

"He took the invitation literally, walked around the square and dropped in to make another application. 'You told me to call again,' he said. 'Want a good man?' I did the usual thing once more, carelessly asking him to call again.

"Another trip around the square, and he put in his third appearance, once more informing me that he was a good man in search of a job. I tried him again, and he proved to be a four-time winner.

"Then it struck me that he would make a collector if he carried his persistency into his work, and he has proved a wonder. He has realized on old accounts that we had given up as hopeless long ago, simply wearing debtors down to where they would rather pay than be bothered any further.

"One sharp rascal, who makes no pretense of paying his debts, told our phenomenon that he would have to get up early in the morning to get anything out of him. Our man was at that fellow's house at 2:30 a. m., routed him out, and actually got the money. He never tires and never lets go.

"Another maddened debtor told him to sing for his money, and 'Old Reliable' simply took a stool in the office and sawed away on 'Old Grimes is dead' until he got the cash. He's an odd stick, but he's a world beater."

#### Fresh Eggs from the Farm.

A general dealer at Lapeer took in a basket of eggs the other morning and they were piled on a large tub of hen fruit. The peeping of a chicken was soon heard and the clerks selected the inhabited egg and one of them took it in charge. She wrapped the thing in flannel, held it over a lamp and carefully coddled it at home. Next morning she was rewarded by seeing a fine chicken leave its prison home. On account of its humorous advent the chick has been named "Bill Nye."

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.

# 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.



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**

## DRUG TRADE IN PERIL.

## Organization the Paramount Duty of the Hour.\*

The actual and distressing need of universal, thorough and practical organization has never been more apparent and imperative than it is to-day in the retail drug business. Our attendance here to-day is small and represents but parts of the State, and those widely scattered; we have no authority to act for those not present and we do not even know, to a certainty, what they really want us to do. The day of the department store is at hand, and our business and profession are in jeopardy. Unless your postmaster, express agent and freight agent "put you on" or keep you posted, little do you know, or realize, of the vast amount of our business that is being done by it; but there is scarcely a town or village in this State but whose inhabitants are daily contributing to the support of the department store by the purchase of drugs and druggists' sundries through the use of the mails and express companies, and the monster gains and grows momentarily; surely but silently it is eating into the very vitals of trade, and if we do not organize and protect ourselves now, as we ought to, and while we have a chance to, my friends, the time will come, and it is not far distant, either, when our business shall entirely pass into its hands and we shall be compelled to relinquish the profession in which we have invested our talents and to which we have devoted the priceless years of our lives in study and care and responsibility, only to become its hired mechanical clerk—and all simply because we have neglected the duty of organization and self-protection in the time when the opportunity was ripe for it.

The law is now on our side, the people are now on our side and, indeed, there are none against us, to speak of, but the department stores (and a few nice friends like the Cuticura people); yet alas! "Sufficient unto the day is the evil thereof." We shall have our hands full with this one enemy alone. With its grip of greed, it despises and ignores the laws of equity and justice and exactly reverses the Golden Rule; it presumes not to care whether we are learned and skilled or ignorant and careless; it recognizes not the cost of preparation for a life of responsibility, and it renders valueless and sets at naught the learning and the skill and the services of the schools and colleges of pharmacy in our land. In this respect it is an enemy and a menace to the safety of the public and it laughs and scoffs and sneers at intelligent, trained and skilled public service. It has no business to handle drugs; that business is a profession and belongs only to those who have made it a careful study and whose stock in trade is not all piled upon the shelves of their stores or displayed in their mammoth windows, but invested as well in years of study and preparation for the careful sale of poi-

\*Paper read at annual convention of Michigan State Pharmaceutical Association, by Samuel Kidder, Jr., of Almont.

sonous and dangerous drugs and for the safety and protection of the public health, and whose capital is brains as well as goods. I repeat that the drug business is a profession and belongs only to the registered pharmacists of this Republic, but once the department store gets in possession of it, nothing short of anarchy will ever cause it to let go again. In the city of Chicago to-day there is being reared a building higher than the highest now standing there. I will not advertise it further here and now except to say that it will be occupied by one of these, our enemies, whose tentacles of greed and avarice reach out through the mails and express companies, even now to the very doors of the customers of every man who sits in this assembly! Friends, I tell you it is about time that we did something to stop this monster of greed from meddling with our business, and it is time it was done quickly, too. It is high time to wake up and find out what we don't know—where 'tis folly to be ignorant 'twere better to be wise. I'll venture to say that a whole lot more than half of us actually don't know how much business is being done right in our own towns by these same department stores, let alone what they are doing in their own cities, and I tell you further, if you don't take pains to find out about it, you will never know until it is too late to stop it.

As the worthy Secretary of the National Association so forcibly puts it, "We are like a great giant, who, pitifully unconscious and unmindful of his vast strength, allows himself to be treated as a child." We have the power to control the situation now, if we would only use it. The reason we have not used it is because we are in the same condition that people were in before the days of steam and electricity—they had the power, plenty of it, but they did not use it; they did not know how to apply it. And that is just what is the matter with us. Then it is plain our duty to-day lies in the application of the power we already have. This fact the National Association of Retail Druggists is aptly demonstrating, and it remains for us simply to "keep up steam," to develop more power, to do our duty individually. "In unity there is strength," therefore let us get together, form associations in every section of the country and transmit the accumulated power to the central station—the National Association. Let us form a small or local association in every county in this State; therein—and in no other way, it is my opinion—we shall reach every druggist who is too poor, too busy, or too negligent to come here or to go any great distance from his store to a meeting; therein we shall get acquainted; obtain his support, teach the lesson of co-operation and combination, the essential laws of true progress to-day, and dispel the old and false doctrine that "competition is the life of trade" in a business which is half profession. It is too much like the old story of the boys stoning the frogs—fun for the boys (and the people) for a little while, but death to the frogs. Competition, however, like

everything else, is of two kinds—healthy and unhealthy, honest and dishonest; it may have been, as it has often been called (but I doubt it), the "life" of trade, but it surely has been in our trade the death of many a tradesman and of his business, much to the satisfaction and engorgement of the department store. It is no longer called the "life" of trade by men who are large enough and wise enough to see its true, real and final effect. It is far too often born of selfishness and grows on into adulteration and substitution. Competition of the kind that kills legitimate trade will do well enough for department stores, where the clerks are largely girls who ought to be in school and where the rankest kind of substitution is daily practiced upon a people half blind to their own interests; but it should not and must not be fostered by a professional class of merchants who devote both time and money to become skilled in the preparation and careful sale of medicine for sick and suffering humanity.

Our business is a dangerous one. A single careless or accidental act may cause death and suffering and forever ruin the business reputation of the pharmacist. Not so with the department stores. Let them compete for the low price and substitute and furnish shoddy and inferior goods, but let us compete for the high quality and careful service. Let us set a standard price and then let us compete to furnish the best article, the finest material, the highest quality, and the most careful service for that price—that's the kind of competition the old man meant when he said it was the "life" of trade.

Co-operation is the power we must use to obtain success and to climb to prosperity, not by attempting to drag and keep down our fellows, but by aiding them and being in turn aided by them, thus combining and multiplying the power of all, instead of wasting a large part against each other. A house divided against itself can not stand.

The work of organization is now go-

## ON THE RACED 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.

## 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

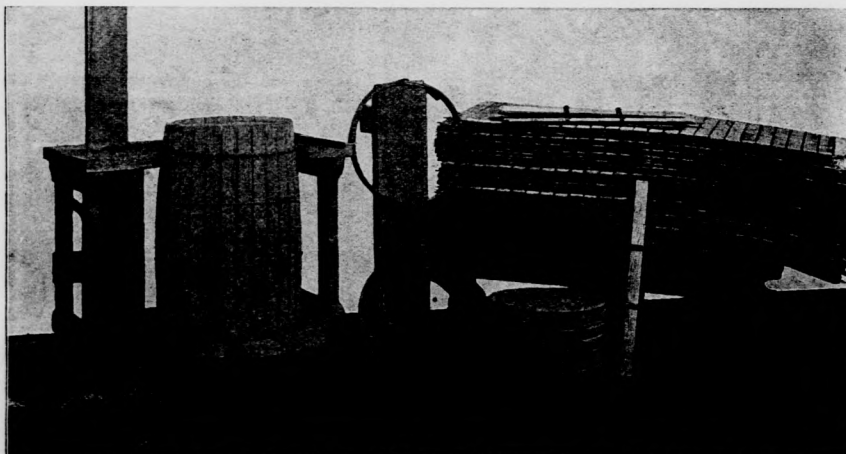
We also guarantee it to be of not less than 40 grains strength. We will prosecute any person found using our package for cider or vinegar without first removing all traces of our brands therefrom.

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.



## The Hercules Ventilated Barrel

Just the barrel in which to ship apples, potatoes, onions, vegetables, or anything that requires ventilation. We furnish the barrels to you knock-down in bundles, thereby making a great saving in freight. Fourth-class freight rates apply in less than car lots. One boy can set up from 75 to 100 barrels per day, and with your first order for 500 barrels we furnish free our setting-up outfit, or we charge you \$3.00 for it and refund the \$3.00 when you have purchased 500 barrels.

The Hercules has been endorsed and recommended by all prominent fruit and commission men in Chicago, and is considered the very best barrel for shipping any product requiring ventilation. Our prices, f. o. b. Chicago, are as follows: Apple-barrel size, 17 1/2-inch head, 29-inch stave; 12 pecks. In lots of 100, heads & hoops complete, knock down, each, .22c. In lots of 200, heads & hoops complete, knock down, each, .21c. In lots of 500, heads & hoops complete, knock down, each, .20c.

Setting-up outfit included. We can ship promptly. For further particulars and sample barrel address,



Hercules Woodenware Co.,

293 W. 20th Place,  
Chicago, Ill.



ing on everywhere in this country and in every kind of business. Organization and united effort are now acknowledged to be the genuine principles of success, and a great step toward prosperity is gained when any community shows its desire to act in concert.

Having a profession, as well as a business, we ought to be the most prosperous class of merchants in America to-day, instead of the petty set of advertised robbers we are said to be by the cutters and department stores. The public have been sadly misinformed about our business and our supposed 500 per cent. profits. They have heard, but heard and forgotten, about one-half the whole truth. Everybody, except druggists themselves, thinks there is "lots of money" in the retail drug business to-day. Why? Because no two retail druggists in the same locality have the same prices for the same identical goods, and the public have "guessed" from this fact that we can make or dispose of our goods at almost any old price and still make about 500 per cent. profit—hence the multitude of people engaged in our business; hence the long hours of service and the inroads of traitors to our profession; hence the special burden yoked to our necks of an internal war revenue tax.

But there is money enough in our business yet to pay us well for the work of organizing it. Let me show you, for instance, one of the legitimate results of the system of organization which I propose: Take, for example, morphine, that soul destroying, degrading drug, whose sale is a constant menace to the safety of the public—how much do you sell it for—40, 50, maybe 60 cents per vial? In many places in this State it is sold for 40 cents, two for 75, and three for a dollar! What is the sense of it, my friends? Why, if it brought a dollar a vial it wouldn't fully repay us for the danger and disgrace liable always to occur from its sale. Under the proper control of this system of organization it will bring what it ought to bring in every locality where we are not so foolish as to fight instead of help each other.

The real value of an organization depends upon the degree of its completeness, upon the perfection of its details, and to accomplish permanent and beneficial results the entire community must be ready to act in unison. The country places must be reached first else the sources of supply can not be kept track of nor controlled. The only way we can ever overcome the cut-rate evil and replace the drug business where it belongs—in the hands of registered pharmacists (unless we form a trust)—is to organize so thoroughly that we can know the exact position and attitude of every man in it, in regard to this question, and can know and control all sources of supply with promptness and accuracy. We must form small or local associations in every competing locality. From them delegates should be sent to the State and National Associations which will then represent the whole and not a few scattering parts only of the country and which will then have vested in them authority to act for those not present, as well as to pass resolutions which, at the present time, may never be noticed, much less recognized, by the vast majority; which will then be able to dictate as well as to notify, and to control as well as to advise. Then we won't have to put up with any such slim representation of the great State of Michigan as we have here to-day. Then the patent medicine people whose goods we have sold for them for years and helped to build their fortunes shall not turn on us and say, "You sell my goods because you have to and you can't help yourselves!" My friends, this is no idle talk. Less than one month ago, in the city of Chicago, the proprietor of a patent medicine well known in Michigan told me those very words to my face, and he didn't leave off the emphasis either! I went to see him about this very work of organization and the very first words he said were, "Oh, I don't care anything about the retail druggists!" That wasn't all he said either, but just a sample of the mean, despicable

manner in which he treated the subject of organization of the retail drug trade, and gentlemen I tell you there is a whole lot more of his ilk who don't care any more about us than he does, only they are most all too mighty wise and shrewd to say it out loud except a few of our particularly fine friends like Mr. Hood and the Cuticura people and a few others we all know well. But we don't know who'll be next! If we don't get together and organize pretty soon the way we ought to, my friends, it is my impression we are not going to be in it much longer, that is all! I have had quite a little personal business and experience with some of these fellows during the past few months and I can tell you it is the same old story, with but little variation, Heaven does help those who hustle themselves, but while God feeds the dear little sparrows, He doesn't throw the food right into their nests. They have to hustle to get it and we have got to hustle to get ours. We have all got to get together, stay together and work together if we are going to live together in harmony and prosperity and keep what little belongs to us, instead of becoming the patent medicine proprietors' hired men who work for their board, and the "easy mark" and the standing advertisement of the department stores!

I have developed a system for organizing small local associations which makes it a paying investment for the retail druggist to join and to keep up his interest therein. It has been thoroughly examined, heartily endorsed, and recommended to all retail druggists by the Secretary and the Executive Committee of the National Association of Retail Druggists and I am now having it published in book form. It contains a comprehensive retail price-list of all drugs and poisons, in all ordinary salable quantities, and is systematically and suitably arranged for both city and country use. Its use contemplates thorough organization. One of the main ideas of this system is to reach the fellow-druggist who always stays at home—who's there to-day, not by choice, perhaps, but because he can't afford to go so far away and be gone so long; and yet it is true it is often because he thinks it would do him no good if he did go, or because he fancies himself secure from all the evils of the trade, just because none of them have yet appeared in his own locality. This plan will create an association right in his own county where he will have no excuse for non-attendance, where he can not even keep out of the way of it, and, in fact where it will almost compel him to take an interest in it, and once he becomes interested, it is like freemasonry—he will soon want another degree.

The plans of procedure are as follows: To approach the retail druggist in his own store upon this question of forming a local association in his county; if he is favorable, present him with a printed slip, like a ballot, with the titles only of the officers of the association thereon, which are: President, Vice-President, Secretary, Treasurer, Organizer, Inspector and Delegate to the State Association. On this slip is also a blank space for the time and place of the first meeting to be held. Let him fill out this slip with the names of the druggists whom he selects for the officers and the time and place when and where he can best go to the first meeting, and sign

it, likewise the constitution, bylaws, rules and regulations of the association. Then review and arrange the price-list with him, taking his lowest prices. After seeing every druggist in the county thus, count the ballots and inform them all by personal letters who is elected and when and where the first meeting will be held. Then arrange a complete price-list for each member, taking the lowest prices given by any and all members as the minimum scale to be adopted, except such ones in which there may be a great variation, which should be left blank and decided upon at the first meeting. Attend this meeting, complete the list of prices to be

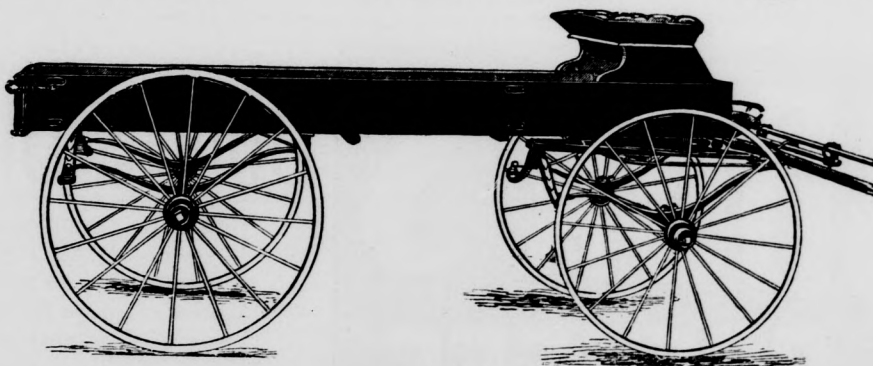


Manufacturers of all styles of Show Cases and Store Fixtures. Write us for illustrated catalogue and discounts.



This Showcase only \$4.00 per foot. With Beveled Edge Plate Glass top \$5.00 per foot.

## Platform Delivery Wagon



NO. 113

Not how cheap but how good. Write for catalogue and prices.

THE BELKNAP WAGON CO., Grand Rapids, Mich.

adopted, compile a complete black-list of every member's bad debtors, adopt a private cost-mark to be used on all out-going prescriptions, copies, formulae, receipts, etc., and then you will be better acquainted, you will have a good time, and you will have an association which will accomplish actual results every day, right in each member's own store, in which the "net returns" will very soon become visible in your own money tills and in which life holds forth some prospects of better times well worth the slight efforts it has cost to form your association. Best of all, you will have an association whose influence "works while you sleep," which shall furnish one certain sure representative every time there is a meeting of this State Association. Then you will have a crowd instead of a handful here. They will be clad with the garb of authority and sent here for a purpose other than a good time (as is the case to-day in the opinion of a good many who stay away on that very account), but then they can have that also. Then if they raise the price on you, \$1.30 per dozen, for instance, or make you pay the war tax—and you are looking—it will only be because your representatives do not know what they are about, nor where they are at! But they won't do it, not on your life they won't, when they know you are organized like that! They say now that a few of you get together and pass a few resolutions and that is all it will amount to; that you are perfectly harmless and that they can just as well make you pay the war tax as not. That is what they say to-day, and you know it, and the worst of it is they believe what they say and they practice what they preach, don't they?

If the county is not large enough to send a delegate to the National Association also, let two or three counties join together and send one, so that every 100 retail druggists in this State shall have one representative in the National Association of Retail Druggists. Then we will be "it" and we can do business at headquarters, as we ought to do.

Realizing that faith without works is dead, I not only advocate this work of organization, but I am prepared and stand ready to take it up and promote it throughout this State with all my time and energy. My paramount object is to organize the retail drug trade thoroughly and permanently and, given the proper credentials of this Association to enable me to carry out these or any other plans of organization with promptness and efficiency and to awaken the interest of those not present here, I, for one, will undertake to form local associations in every county in this State and place them upon a practical working basis, without any expense whatever to this Association, my expenses to be paid out of the membership fees which I myself collect and place within the treasury of each local association formed. I only ask your co-operation, and I submit this proposition to you purely as a matter of important business, and I thank you for your kind and close attention.

## Getting the People

**Criticising the Critic—Timely Advertising for Grocers.**

The following letter explains itself:

Plainwell, Sept. 8—It is with absolute satisfaction that I read your criticism in your issue of Sept. 6 of my little attempt at poetry in advertising sticky fly-paper—it shows that it serves its purpose. It attracts attention. I didn't dream of so much success.

My aim in advertising has been to make myself heard. If I can't do it with "Headquarters for Sticky and Poison Fly-Paper at Star's," I can startle the public with poetry. The more shocking the poetry, the bigger the startle.

This is my first offense in that line and probably the last. In any case, I don't believe in the long, common, everyday advertising that nobody reads, such as the samples in the same issue that W. S. Hamburger says are "really good." People, of course, are not all alike, but I don't think that I am much out of the ordinary, and judging by the way they impress me they never would be read.

To my poor taste they're too long, too wordy. The average man isn't interested enough in our affairs to wade through long small-typed advertisements containing no ripples to break the monotonous dead calm, no matter how faultless the wording may be.

My opinion may be erroneous, but our business is good. Star Drug Store.

I want to say right here that I was under a wrong impression in my criticism of the verse(?) in question. I thought it was an advertisement. My friend, the Star, calls it a "startle." He is right; I am wrong, and I apologize. As I have said before, attracting attention is only one of the objects of advertising and wholly subordinate to its main object—that of selling goods. It is easy to attract attention. Two cats serenading on the back fence at midnight can attract all the attention that's loose, but the only effect they produce is an overwhelming desire to throw bricks and old shoes. A good salesman doesn't find it necessary to dance the cake-walk in your office in order to promote the sale of his goods. Neither does a good advertiser find it necessary to turn verbal flip-flops in the newspapers. Business is a serious matter and advertising should be just as serious. I don't mean by this that it should be absolutely devoid of humor, but that the main object—selling goods—should be always kept in view.

As to my correspondent's disbelief in the "long, common, everyday advertisements that nobody reads," I would remind him that the catalogue houses have built up an immense business by the use of just such advertisements. If no-

body read them, where would their business have come from? It is also a fact that the big department stores have grown, and are still growing, from the use of such advertisements. Would poetry, so-called, of a character that would cause the Nine Muses to go into hysterics have developed these businesses?

I have taken up rather an undue amount of space in my reply to this letter, but I have done so because the writer was evidently sincere in his belief that he was in the right. I am glad to hear that his business is good. I rather thought that the public would be rather chary about dealing at such a "startling" establishment.

\* \* \*

G. E. Hain, of Fremont, whose advertising I reviewed in this department a short time ago, sends me a specimen of his latest advertisement, which is a decided improvement over his previous efforts. It would have been well to quote a few prices in the buggy and harness department; otherwise the advertisement is decidedly good.

\* \* \*

A Wayland correspondent sends me a batch of three advertisements, one of which I reproduce, as follows:

## Groceries

The quality of nearly everything in the grocery line is judged from its purity, freshness and cleanliness.

- So with our goods—they are pure, fresh and clean—hence of highest quality.
- Just so you can see how we sell them we quote these few prices:

Lenox Soap—10 bars for 25c.  
Sears' Crackers—4½ lbs. for 25c.  
Our "Best" Coffee, pure Mocha and Java mixture in 1 lb. packages—put up by us—35c.  
Our "Best" Tea—½ lb. packages—35c.  
Royal Baking Powder—20c cans—17c.  
Other goods at proportionate prices. Call and see us.

BLANK & CO., Blankville, Mich.

There is no reason why such advertising as this, kept up persistently and changed as frequently as possible, should not bring business to a grocery store. The average grocer can make his advertising extremely interesting to his customers if he will list such articles as the

housewife is likely to need at the time the advertisements appear. Timely advertising is a necessity for the grocer. He should keep his advertisements up-to-date as carefully as he does his stock—he should change his advertisements as religiously as he dusts his shelves. It is a specially good thing for a grocer to have a line of goods put up under his own name, and these goods should be the highest quality he keeps. He should guard the reputation of that brand with the greatest care. He should sell the goods under the most absolute money-back guarantee. He should advertise it vigorously. It is not so much the profit he makes out of this line of goods, as it is the prestige that the goods will bring him, that he should consider. Every can and every package that goes out under his special brand is an advertisement for him. It will aid him not only to retain his present trade, but to make new customers. This is not an experiment that I am advising—the thing has been done, and done successfully in most of our large cities. It will pay any grocer to try it.

\* \* \*

I would like to have some specimens of shoe advertising for criticism in the next issue. Will some of my readers who are in the shoe business kindly oblige me with some sample advertisements?

W. S. Hamburger.

### Why He Wanted Small Change.

It was Saturday, and he was on his way home.

Stepping to the showcase in the cigar store he carefully surveyed the goods that were displayed in the boxes.

"Are those three for a quarter?" he asked, pointing out a brand that seemed to please him.

"Yes," said the man behind the counter. "We're making a special sale of them this week. They have always been 10 cents straight."

"All right," said the customer. "Let me have three of them."

A handful of the cigars was laid on top of the case, and he carefully selected three of them, after which he handed out a half dollar.

The shopkeeper played a little tune upon his cash register and passed back a quarter.

"Say," said the man who had bought the cigars, "can't you give me some smaller change? My wife wants me to go to church with her to-morrow, and I'll need something for the contribution plate. I s'pose I might give up a quarter; but, by George, I have to work hard for every cent I get."

### More Effective Than Valerian.

"This new man wants a room to himself. He says he has nervous prostration."

"Well, give him No. 20, at \$8 a day—that will either kill or cure him."

# 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.



# 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.

Antonio Van Lopik, of Grand Haven, has engaged to travel in Arizona, New Mexico and Texas for Cohn Bros. & Co., of Chicago.

Don't talk politics. You are not out selling goods to democrats or republicans, but to merchants. When you are selling goods that is what you are out for, and attend strictly to business.

G. S. Valmore, Grand Secretary of the United Commercial Travelers of Michigan, who has been spending the summer at his cottage near Henrietta, has returned to his home in Detroit.

A successful drummer writes: "I let the merchant get the very best joke he can on me, and after a while he will be so pleased with the way he wound me up, and got the laugh on me, that he will turn around and give me a good order."

If a man tells you that he will not look at your samples, and means it, and is a square man, it will be just as well to take your hat and leave. Let the leave-taking be gentlemanly and kindly on your part, and perhaps you have opened the way for your next call.

Saginaw Courier-Herald: F. M. Roberts, traveling salesman for Phipps, Penoyer & Co., lets few opportunities for excitement pass him. Within the past three months he has been in three hotel fires and he was a passenger on the steamer Petoskey when it ran on the rocks in the Soo River last Sunday morning. Whether the diversion was arranged especially for his accommodation does not appear.

Do not be afraid to approach a merchant when the store is full of customers. Congratulate him upon the amount of business he is doing. Tell him that he is cleaning out his goods so fast that he will need a fresh supply very soon. Give him a hint in a single graphic word about some peculiarly desirable goods that you have that will soon be taken up, and you would like to give him a chance. If you put the matter just right he will do more business with you in five minutes than he would in five hours when there was no trade in the store.

Boots and Shoes Weekly: "There are hundreds of clerks in retail shoe stores who are anxious to become traveling shoe salesmen," remarked an old-time salesman recently. "There isn't one chance in a hundred for them to succeed," he said. "Many of the lines are carried on a commission basis, and it is a pretty tough proposition for a new and inexperienced man to make even a fair showing the first year. That is where they fail. Persistency will eventually win out, but it costs time and money to be persistent in selling shoes. There are men selling shoes to-day who

would jump at the chance of exchanging jobs with the retail shoe clerk who is getting fifteen dollars a week and getting it. A man to be a successful shoe salesman nowadays must have a wonderful makeup. Even then he is up against it, unless he has a line that is strictly in it. These shoe dealers—or at least most of them—know as much about shoes as the man who is selling them. Old and tried lines are given the preference, complimentary orders being few and far between as compared with the good old times. Stay where you are, boys, and make your services just as valuable as possible."

## Arrangements For Annual Picnic.

At a meeting of the Grand Rapids traveling men, held at Sweet's Hotel last Saturday evening, Manley Jones was selected to act as chairman and Geo. Owen was permitted to officiate as scribe. After due discussion the chairman announced the following special committees:

Athletic Sports—Will Pipp, Geo. Rysdale, Fred J. Ephlin, J. W. Sleight, Samuel Simmons, B. S. Davenport.

Arrangements—Geo. F. Owen, Chas. B. Fear, W. E. Richmond, Manley Jones, Jos. S. Perkins.

Refreshments—Mrs. Will Pipp, Mrs. Will Richmond, Mrs. Manley Jones.

On motion of Jos. S. Perkins, an invitation was extended to every traveling man in Grand Rapids to attend the picnic with his family, with a double allowance of eatables adapted to the occasion.

At the suggestion of Mr. Perkins, it was decided to place signs in all of the hotels on the day of the picnic, inviting all visiting salesmen to participate in the event.

Inasmuch as the Saginaw traveling men are anxious to come to Grand Rapids and get a dose of the same medicine taken by the Kalamazoo fraternity, it was suggested that it would be a good idea to play the game on the afternoon of the picnic, so that the effort involved in getting up a spread for the guests might not have to be repeated on another occasion. It was therefore decided to request Geo. Rysdale, captain of the Grand Rapids Invincibles, to arrange, if possible, to have the Saginaw visitors come to Grand Rapids on the date named. This he has undertaken to do, as will be seen by the following letter from Editor McPherson, who naturally acts as spokesman for the Saginaw nine:

Your kind letter of the 10th has been received. The manager and most of the boys are on the road, so it will be impossible for me to give you a decided answer. I can only say that the manager suggested that if you could advertise the game and charge an admission, you might be able to pay our team's expenses out of the proceeds. It seems as if such a game would be quite an attraction. That is the way the Elks did when our team went over there on the Fourth. However, this is merely a suggestion. I will submit your letter to the team next Saturday and we shall then give you a decided answer. I think, however, that we will have no difficulty in making an agreement. It would be impossible to play a return game here on account of there being no suitable grounds, and also on account of the lateness of the season. I think the 23 would be satisfactory to us, especially as you have your picnic on that date. I reckon the boys would want to come back that night, if possible, but I understand the only train leaves at 5:10. If they don't come then they can not get here until Monday noon, there being no Sunday train on the D., G. R. & W. or D., G. H. & M. If there is a later train that night we can take that and be O. K. Please write, stating whether you favor charging an admission and then paying our railway fare or not, so that I can have your answer in time to submit to the boys next Saturday.

Some politicians who claim to be self-made were evidently interrupted before the job was completed.

## The Vanishing Drummer.

Now the glory of the drummer slowly pales and fades away,  
Like the crimson of the sunset at the close of summer day;  
And he looks into the future that contains no ray of hope,  
And he sees his finish waiting, without aid of telescope.  
Soon, ah, soon he will be jobless; stay at home henceforth he must,  
And go down into oblivion as a victim of the Trust.

Nevermore before the box stove, in the country grocery store,  
Will he smoke Havanas fragrant with some glum "proprietary";  
Who refused to listen to him as he talked, both suave and long,  
Of some goods he had to offer—goods he'd sell for just a song.  
Nevermore will he be kicked out, nevermore will he be cussed,  
For his occupation's vanished—he's of no use to a Trust.

On the faces of the landlords who supplied him food and drink,  
And a dinky bed to rest in where he couldn't sleep a wink,  
There are lines of care deep graven, and their actions indicate  
That their innocent souls are worried, that they're in an awful state,  
For this drummer was their mainstay, he it was that made their dust,  
And no more he's calling on them—he's been done up by a Trust.

He was good, this dashing drummer, with his clothes of latest style,  
With his mustache curled and perfumed, with his winning, genial smile;  
And we boys who used to carry on the rural industries  
Always looked on him with envy; wished that we had jobs like his;  
For a lulu was this drummer, always upright, courteous, just,  
And we're sad to see him vanish—wiped out by a grasping Trust.

They were good, these city drummers, when they gathered 'round the fire  
In some little country tavern, and each practiced, gifted air,  
Tried to tell the biggest story of the goods he'd sold that day,  
And all to men whose ratings were nothing less than A.  
They were never tired of hustling, never went off on a "bust,"  
But attended right to business, never dreaming of a Trust.

But the glory of the drummer sadly frayed and frizzled is,  
And no longer 'round the country he perambulates for biz.  
Like Othello in the story, now his occupation's gone,  
And he wanders, aimless, listless, dreads to see each new day dawn.  
May he find reward in heaven, where there's neither moth nor rust,  
And where nothing finds an entrance that looks like a blooming Trust.

## The Latest Maud Muller.

Maud Muller jumped on her time-worn bike  
For an evening hit at the dusty pike.

An old rod frame of a way down gear  
With a rattle the sleeping dead could hear!

The judge came pounding along behind,  
Out airing his great judicial mind.

He noted the figure neat and trim  
And graceful motion of hidden limb.

And he said to himself in his grave delight:  
"Whatsmatter with Maudie? She's all right."

He drew beside her and asked her flat  
Why she rode such an old ice cart as that?

And she said saleslady could ill support  
Such wheel as the judge of the district court.

He told her she could on a chainless ride  
With a diamond frame, if she'd be his bride;

Or if she would bust up his solo life  
They would tandem together as man and wife.

Maud bit at the bait like a hungry trout,  
And the old judge smiled as he yanked her out!

They ride on a tandem now, of course,  
But Maud has to work like a treadmill horse!

For the judge has learned how to sit and shirk  
And let his darling do all the work.

He weighs two hundred and fifty-one,  
But the poor girl thinks it an even ton!

And she often says with a pain-rent heart:  
"I wish I was back on my old ice cart!"

"Of all true words that I ever spake,  
The truest are these: 'He's a bloomin' fake!'"

## The Grain Market.

Wheat has been rather passive during the week. The Government crop report was very bullish, as it gave only 70.9 per cent. against 86.7 per cent. in 1898 and 82.5 per cent. of a general average of ten years. The amount of wheat raised weighing 60 pounds to the bushel is probably in the neighborhood of 485,000,000 bushels for the United States—rather small. To be sure we had

about 145,000,000 bushels left over from the crop of 1898, but we can not see how this will hold out if the foreigners will want 200,000,000 bushels from us. Wheat needs more life. It needs a few more buyers than sellers to advance prices. Home wheat receipts, in fact, receipts all through the winter wheat belt, have been abnormally small. In the Northwest, where threshing is at its height, receipts are rather large, which was expected. However, after the first rush is over receipts will drop off, which will affect prices for the better.

Corn remains the same. It is exceedingly quiet, with no trading. The weather has not been very favorable to corn of late.

Oats is surprising even its friends by an advance of fully 2c per bushel. While the crop is large, really good choice oats are not plenty.

Rye is as firm as a rock, with no let-up in demand, and prices are ½c up.

The mills keep on an even tenor in running full time. Local and domestic demand for flour is fair and the mills are sold ahead on mill-feed.

Receipts of wheat have been moderate, being 46 cars, 17 cars of corn, 9 cars of oats, 8 cars of rye and 1 car of hay.

Millers are paying 64c for new and 66c for old wheat. C. G. A. Voigt.

## Beware of the Dead-beat.

The last issue of the Coopersville Observer contains the following reference to a young gentleman who has made something of a record for himself in this city:

One DeWitt C. Andrews, claiming to reside in Grand Rapids, has been soliciting subscriptions in Allendale and vicinity for some time past for a new paper called the Ottawa County Record. One number was issued week before last from our office, but the second issue failed to materialize, because the necessary ducats were not forthcoming. Our experience with him in getting out the first issue was of such a nature that we decided he was entitled to first honors in an Ananias club. If you were "taken in" by him, you are now "out" whatever you paid him.

The Tradesman regrets the necessity of referring to the matter in this manner, but duty to its readers impels the statement that Andrews is a first-class dead-beat who is entitled to no consideration at the hands of decent people. He has persistently deceived those who trusted him and pursued a policy which has deprived him of the sympathy of friends and the confidence of associates.

About twenty-four women in too are stronger in the left arm than they are in the right; women, too, are more frequently equally strong in both arms than are men.

Get away from business occasionally. It is cheaper to take a voluntary vacation than to wait until the doctor orders it.

## 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.

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Village Clerk, Newberry, Mich.

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## Drugs--Chemicals

### Michigan State Board of Pharmacy

Term expires  
A. C. SCHUMACHER, Ann Arbor - Dec. 31, 1899  
GEO. GUNDRUM, Ionia - Dec. 31, 1900  
L. E. REYNOLDS, St. Joseph - Dec. 31, 1901  
HENRY HEIM, Saginaw - Dec. 31, 1902  
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. MANS, Detroit.  
Treasurer—J. S. BENNETT, Lansing.

### Should Assist in Framing an Equitable National Law.

As to the general subject of adulteration, every one possessing common honesty is agreed that an article should be true to the name under which it is sold, and that valuable constituents should not be abstracted nor cheaper ones added, unless the label or style of package is such as to enable the purchaser to judge for himself as to the qualities of the goods which he is buying. Beyond these points, however, there is no common agreement. There is a disposition on the part of some to consider everything a fraud and adulteration which is designed to take the place of any other commodity which has been long in use. Butter manufacturers are opposed to the introduction and use of butter substitutes, and not content with requiring that such substances shall be sold upon their merits, and for what they are, insist that they shall be labeled in such a way as to prejudice the consumer at the outset against their purchase. So, also, producers of meat and milk have resisted the use of modern preservatives, probably on the ground that whatever retards putrefaction diminishes consumption. Forgetful of the fact that for ages men have used such active antiferments as salt, saltpeter, vinegar, creosote, etc., these people have an attack of the horrors at the mere mention of such modern preservatives as boric and salicylic acids, formaldehyde, etc., which differ from the older preservatives mainly in that they are more efficient and need to be used in smaller quantities.

It is likely that some of this popular prejudice against the new preservatives is merely a scare at unfamiliar chemical names, like that member of the Legislature who harangued vehemently in favor of an antiadulteration law, giving as an awful example of the prevalence of adulteration that he was reliably informed that it was almost impossible to find in the market a sample of vinegar which did not contain acetic acid. Such an example as this enables us to imagine the terrific outburst of eloquence that would follow, should legislators discover that manufacturers put sodium chloride in their common salt, and potassium nitrate in their saltpeter, and that meat is cured with wood smoke containing creosote and other horrible antiseptics. Since all of these substances are antiferments, it follows that they must interfere with the natural digestive processes, and that, if persisted in, they must inevitably destroy the digestive apparatus of the nation and bring the great Republic, in dyspeptic ruin, to the ground.

But, to be serious once more, no one favors adulteration. The adulterator is a scoundrel and deserves a scoundrel's punishment, and so does the man who falsely substitutes one article for another; but here the law should stop. The producer of a new food or drug or

of a new compound is as much entitled to the name of "benefactor" as the inventor of a new machine, and should have the same opportunity of placing it upon the markets and of selling it upon its merits. Legislation which forbids this sale, or which compels it to go before the public bearing a brand that is a badge of disgrace, is a relic of barbarism. Unfortunately, however, such legislation does exist, and more unfortunately still, there are a class of people who would, if they were able, extend the scope of such laws from the state to the entire nation. It behooves us as druggists, therefore, to take an active interest in such matters, both in helping to educate the public to a true appreciation of the subject and in opposing all national legislation based upon the vagaries of populism or the buncombe of rural congressmen fishing for votes by legislating in favor of some local product.

To an observer of the trend of events for the last few years, it must be evident that some form of a national food and drug law is almost certain to be enacted within the near future, regardless of the forces that may be brought to bear in opposition. Some sections of the drug trade, fearing that such legislation may be of too radical a nature, or that its enforcement may be carried out in an oppressive manner, insist that we should oppose any and all pure food and drug bills that may be introduced into Congress. This policy we object to for two reasons: First, that it would put pharmacy in a false position by making it seem to be the champion of adulteration and falsification, when, on the contrary, it is utterly opposed to such practices; and second, that since it is evident that there will be a national pure food and drug law in spite of our opposition, the wiser course for us to pursue is to take an active part in the framing of such a measure, so that when it goes upon the statute books of the nation it shall have been framed with good sense, and in accordance with the principles of justice, and that its enforcement shall be entrusted to hands that will carry out its provisions justly and equitably. This is the policy which has been pursued by the pharmaceutical delegates at the two pure food and drug congresses which have been held, with the result that the original Brosius bill has been materially modified. James H. Beal.

### Fills a Place Not Hitherto Occupied.

It affords the Tradesman much pleasure to reproduce the paper read at the last meeting of the Michigan State Pharmaceutical Association on the subject of the National Association of Retail Druggists. This organization is unique in that it is organized upon the federal or representative plan, membership being confined exclusively to other associations which are represented by means of delegates apportioned according to the number of members in the constituent associations. The advantages of this plan, and the importance and strength which it gives to the new Association as a commercial force, need only to be enumerated in order to be fully appreciated: First, it represents not merely the individuals who compose it, but the associations which send the several delegations, so that its acts and resolutions represent practically the entire retail drug trade of the nation, something which would be absolutely impossible if the members were individuals acting as such, no matter how

large its membership might become. Second, the constituent associations of the N. A. R. D. are most likely to select as their delegates their strongest and so representative members, so that the policy of the organization will be dictated by the most intellectual and brainy men to be found within the drug trade.

A third characteristic feature of the new organization is its singleness of purpose, by which we refer to the fact that it was organized specifically for, and expects to confine itself strictly to, the regulation of the commercial side of the drug business, in which respect it fills a place not hitherto occupied by either the American Pharmaceutical Association or the various state pharmaceutical associations.

Pharmacy is a many-sided occupation, and the purpose of the older organizations has been to represent, to a greater or less extent, all of these various sides. In a general way, they have discharged their purpose with a fair degree of success. They have enormously stimulated pharmaceutical education and legislation, have encouraged scientific research, and have exercised a powerful influence upon every pharmaceutical interest. That they have not been more successful has been chargeable more to failure of support on the part of druggists than to indifference or incompetence on the part of the associations. They are entitled to full credit for all that they have performed, and to the fealty and good wishes, not only of the various classes of pharmaceutical interests, but of the general public, and of posterity as well. These associations, however, by the very nature of their constitution, have not been adapted to deal successfully with the commercial problems which confront the druggist. Their influence has been necessarily that of moral suasion alone. They have not been in position to compete successfully with opposing interests, nor to compromise with them when compromising was expedient. All of these the new Association is qualified to do; it possesses the strength of all the old associations combined, and by confining itself exclusively to the commercial interests of pharmacy will be able to exercise an influence that, if properly directed, will be almost irresistible.

The retail trade is the base of the pharmaceutical pyramid upon which the jobbing and manufacturing interests must depend for success. If the retail trade is consolidated in favor of any particular policy, the jobbing and manufacturing interests must recognize and support that policy. The N. A. R. D. promises this consolidation.

Some men would rather be right than be President; but there are others who are not so bloomin' particular.

### The Poison Law a Protection to the Druggist.

The average druggist is inclined to regard the registration of the sale of poisons as considerable of a nuisance, and to comply with the provisions of the law either very negligently or not at all. While it is true that the registration and labeling is intended primarily for the protection of the public, it may also be made of valuable service to pharmacy. The truth is that the negligent manner in which druggists have sold poisons in the past has had much to do with the popular tolerance of the sale of such articles by unqualified persons. People reason that if it is proper for a druggist to handle poisons without precautions, it is proper for a grocer to do likewise, and who shall say that their conclusion is not correct?

In the writer's opinion, the true policy is to dispense poisons with all the precautions which the law calls for, not alone for the prevention of crime and accidents, but also for the purpose of instructing the public in the fact that only a skilled pharmacist is competent to handle and dispense substances which are inimical to human life.

Here and there an unreasonable customer may object to the questioning and form of registration, but the loss of his custom will be more than compensated for by the increased respect gained from the intelligent and thinking classes, who appreciate care and precaution in the handling of poisons.

### The First Quinine in Europe. From the Chicago Record.

Peru is the birthplace of the potato, which was used as an article of food by the Incas and exported to Europe by the Spaniards when they took over quinine bark and named it in honor of the Countess of Chincon, whose husband at that time was viceroy. The Indians had used the bark for medicinal purposes as long as any one could remember, but this noble lady was the first European to test its efficacy, and it proved so excellent a cure for the malaria which saturates the atmosphere of Lima that she induced the Jesuit fathers to recommend it to the medicos of the Old World. These wise old chaps sent it to Spain and Italy, and it is said that one of the first doses of quinine that was ever administered in Europe was swallowed by the Pope.

### The Great Burden of Pharmacy.

The great burden of pharmacy is the enormous number of incompetent men who already crowd its ranks and compete with the competent for a livelihood. It is still too easy for young men to become pharmacists, and as a consequence too many, allured by the glitter of the drug store and by the popular opinion of the fabulous profits to be made therein, have thrust themselves into a profession for which they were unfitted either by talent or education. One-half of the present number of drug stores could supply all the pharmaceutical wants of the population. Could the profession be rid of its incompetent members, it would be possible for the remainder to conduct a profitable business.

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## WHOLESALE PRICE CURRENT.

| Advanced—<br>Declined—   |            |                         |              |                           |             |
|--------------------------|------------|-------------------------|--------------|---------------------------|-------------|
| <b>Acidum</b>            |            |                         |              |                           |             |
| Aceticum, \$             | 60¢ 8      | Conium Mac.             | 35¢ 40       | Scilla Co.                | 50          |
| Benzoicum, German.       | 70¢ 75     | Copaiba                 | 1 15¢ 1 25   | Tolutan                   | 50          |
| Boric                    | 16         | Cubeba                  | 90¢ 1 00     | Prunus virg.              | 50          |
| Carbolicum               | 26¢ 37     | Exechthitos             | 1 00¢ 1 10   | <b>Tinctures</b>          |             |
| Citricum                 | 48¢ 50     | Erigeron                | 1 00¢ 1 10   | Aconitum Napellis R       | 60          |
| Hydrochlor.              | 36¢ 5      | Gaultheria              | 1 50¢ 1 60   | Aconitum Napellis F       | 50          |
| Nitrosum                 | 8¢ 10      | Geranium, ounce.        | 6¢ 75        | Aloes                     | 60          |
| Oxalicum                 | 12¢ 14     | Gossypii, Sem. gal.     | 50¢ 60       | Aloes and Myrrh           | 60          |
| Phosphoricum, dil.       | 40¢ 50     | Hedeoma                 | 1 25¢ 1 35   | Arnica                    | 50          |
| Salicum                  | 40¢ 50     | Juniper                 | 1 50¢ 2 00   | Assafetida                | 50          |
| Sulphuricum              | 13¢ 6      | Lavendula               | 90¢ 2 00     | Atropine Belladonna       | 50          |
| Tannicum                 | 90¢ 1 00   | Limonia                 | 1 35¢ 1 45   | Aurant Cortex             | 50          |
| Tartaricum               | 38¢ 40     | Mentha Piper            | 1 25¢ 2 40   | Benzoil                   | 50          |
| <b>Ammonia</b>           |            | Mentha Verid            | 1 50¢ 1 60   | Benzoil Co.               | 50          |
| Aqua, 16 deg.            | 4¢ 6       | Morhuac, gal.           | 1 00¢ 1 15   | Barosma                   | 50          |
| Aqua, 20 deg.            | 6¢ 8       | Myrcia                  | 4 00¢ 4 50   | Cantharides               | 50          |
| Carbonas                 | 12¢ 14     | Olive                   | 75¢ 3 00     | Capsicum                  | 50          |
| Chloridum                | 12¢ 14     | Picis Liquida, gal.     | 10¢ 12       | Cardamom                  | 50          |
| <b>Aniline</b>           |            | Ricin                   | 92¢ 1 00     | Cardamom Co.              | 50          |
| Black                    | 2 00¢ 2 25 | Rosmarini               | 6¢ 1 00      | Castor                    | 1 00        |
| Red                      | 45¢ 50     | Rose, ounce.            | 6 50¢ 8 50   | Catechu                   | 50          |
| Yellow                   | 2 50¢ 3 00 | Succini                 | 40¢ 45       | Cinchona                  | 50          |
| <b>Bacca</b>             |            | Sabina                  | 90¢ 1 00     | Cinchona Co.              | 50          |
| Cubeba, po. 15           | 12¢ 14     | Santal                  | 2 50¢ 7 00   | Columba                   | 50          |
| Juniperus                | 6¢ 8       | Sassafras               | 55¢ 5 00     | Cubeba                    | 50          |
| Xanthoxylum              | 20¢ 25     | Sinapis, ess., ounce.   | 6¢ 65        | Cassia Acutifol           | 50          |
| <b>Balsamum</b>          |            | Thygl                   | 1 50¢ 1 60   | Cassia Acutifol Co.       | 50          |
| Copaiba                  | 50¢ 55     | Thyme, opt.             | 40¢ 50       | Digitalis                 | 50          |
| Peru                     | 40¢ 45     | Theobromas              | 15¢ 20       | Ergot                     | 50          |
| Terabin, Canada          | 35¢ 40     | <b>Potassium</b>        |              | Ferri Chloridum           | 50          |
| Tolutan                  | 40¢ 45     | Bi-Carb.                | 15¢ 18       | Gentian Co.               | 50          |
| <b>Cortex</b>            |            | Bichromate              | 13¢ 15       | Guaiac.                   | 50          |
| Abies, Canadian.         | 18         | Bromide                 | 52¢ 57       | Guaiac ammon.             | 50          |
| Cassia                   | 12         | Carb.                   | 12¢ 15       | Hyoscyamus                | 50          |
| Cinchona Flava           | 18         | Chlorate, po. 17 & 19   | 16¢ 18       | Iodine                    | 75          |
| Eucynus atropurp.        | 30         | Cyanide                 | 35¢ 40       | Iodine, colorless         | 75          |
| Myrcia Cerifera, po.     | 20         | Iodide                  | 2 40¢ 2 50   | Kino                      | 50          |
| Prunus Virgini           | 12         | Potassa, Bitart, pure   | 28¢ 30       | Lobelia                   | 50          |
| Quillaia, gr'd.          | 12         | Potassa, Bitart, com.   | 6¢ 15        | Myrrh                     | 50          |
| Sassafras, po. 18        | 12         | Potass Nitras, opt.     | 7¢ 10        | Opil.                     | 75          |
| Ulmus, po. 15, gr'd      | 15         | Potass Nitras           | 6¢ 8         | Opil, comphorated         | 50          |
| <b>Extractum</b>         |            | Prussiate               | 23¢ 26       | Opil, deodorized          | 1 50        |
| Glycyrrhiza Glabra       | 24¢ 25     | Sulphate po.            | 15¢ 18       | Rhatany                   | 50          |
| Glycyrrhiza, po.         | 28¢ 30     | <b>Radix</b>            |              | Rhei                      | 50          |
| Hamatox, 15 lb. box      | 11¢ 12     | Aconitum                | 20¢ 25       | Sanguinaria               | 50          |
| Hamatox, 1s.             | 13¢ 14     | Aitha                   | 22¢ 25       | Serpentaria               | 50          |
| Hamatox, 1/2s.           | 14¢ 15     | Anchusa                 | 10¢ 12       | Stromonium                | 60          |
| Hamatox, 1/4s.           | 16¢ 17     | Arum                    | 6¢ 25        | Tolutan                   | 60          |
| <b>Ferru</b>             |            | Calamus                 | 20¢ 40       | Valerian                  | 50          |
| Carbonate Precip.        | 15         | Gentiana, po. 15        | 12¢ 15       | Veratrum Veride           | 50          |
| Citrate and Quinia       | 2 25       | Glycyrrhiza, pv. 15     | 16¢ 18       | Zingiber                  | 20          |
| Citrate Soluble          | 75         | Hydrastis Canad.        | 6¢ 75        | <b>Miscellaneous</b>      |             |
| Ferrocyanidum Sol.       | 40         | Hydrastis Can., po.     | 6¢ 75        | Ether, Spts. Nit. 3 F     | 30¢ 35      |
| Solut. Chloride          | 40         | Hellebore, Alba, po.    | 12¢ 15       | Ether, Spts. Nit. 4 F     | 34¢ 38      |
| Sulphate, com'l.         | 2          | Inula, po.              | 15¢ 20       | Alumen                    | 21¢ 30      |
| Sulphate, com'l, by      | 80         | Ipecac, po.             | 4 60¢ 4 75   | Alumen, gro'd., po. 7     | 3¢ 4        |
| Sulphate, pure           | 7          | Iris plox., po. 35 & 38 | 35¢ 40       | Anarcho                   | 40¢ 50      |
| <b>Flora</b>             |            | Jalapara, pf.           | 25¢ 30       | Antimoni                  | 5           |
| Arnica                   | 12¢ 14     | Maranta, 1/2s.          | 25¢ 30       | Antimoni et Potass T      | 40¢ 50      |
| Anthemis                 | 22¢ 25     | Podophyllum, po.        | 25¢ 30       | Antipyrin                 | 6¢ 35       |
| Matricaria               | 30¢ 35     | Rhei                    | 75¢ 1 00     | Antifebrin                | 6¢ 20       |
| <b>Folia</b>             |            | Rhei, cut.              | 6¢ 1 25      | Argenti Nitras, oz.       | 6¢ 50       |
| Barosma                  | 20¢ 25     | Rhei, pv.               | 75¢ 1 35     | Arsenicum                 | 10¢ 12      |
| Cassia Acutifol, Tin-    | 18¢ 25     | Spigella                | 35¢ 38       | Balm Gilead Buds          | 38¢ 40      |
| nevelly                  | 25¢ 30     | Sanguinaria, po. 15     | 40¢ 45       | Bismuth S. N.             | 1 40¢ 1 50  |
| Cassia Acutifol, Alx.    | 18¢ 25     | Serpentaria             | 40¢ 45       | Calcium Chlor., 1s.       | 6¢ 9        |
| Salvia officinalis, 1/2s | 12¢ 20     | Senega                  | 40¢ 45       | Calcium Chlor., 1/2s.     | 6¢ 10       |
| and 1/4s                 | 12¢ 20     | Smilax, officinalis H.  | 6¢ 40        | Calcium Chlor., 1/4s.     | 6¢ 12       |
| Uva Ursi                 | 8¢ 10      | Smilax, po. 35          | 10¢ 12       | Cantharides, Rus. po      | 6¢ 15       |
| <b>Gummi</b>             |            | Symplocarpus, Fati-     | 6¢ 25        | Capsici Fructus, al.      | 6¢ 15       |
| Acacia, 1st picked.      | 6¢ 65      | dus, po.                | 6¢ 25        | Capsici Fructus, po.      | 6¢ 15       |
| Acacia, 2d picked.       | 6¢ 45      | Valeriana, Eng. po. 30  | 6¢ 25        | Capsici Fructus B, po     | 6¢ 15       |
| Acacia, 3d picked.       | 6¢ 35      | Valeriana, German.      | 15¢ 20       | Caryophyllus, po. 15      | 12¢ 14      |
| Acacia, sifted sorts.    | 6¢ 28      | Zingiber a              | 12¢ 16       | Carmine, No. 40.          | 6¢ 3 00     |
| Acacia, po.              | 45¢ 65     | Zingiber j.             | 25¢ 27       | Cera Alba                 | 50¢ 55      |
| Aloe, Barb., po. 18 & 20 | 12¢ 14     | <b>Semen</b>            |              | Cera Flava                | 40¢ 42      |
| Aloe, Cape, po. 15.      | 6¢ 12      | Anisum, po. 15          | 6¢ 12        | Cocculus                  | 40¢ 40      |
| Aloe, Socotri, po. 40    | 6¢ 30      | Apium (gravelcons).     | 13¢ 15       | Cassia Fructus            | 6¢ 35       |
| Ammoniac                 | 55¢ 60     | Bird, 1s.               | 4¢ 6         | Centraria                 | 6¢ 10       |
| Assafetida, po. 30       | 28¢ 30     | Carul., po. 18          | 10¢ 12       | Chloroform                | 50¢ 53      |
| Benzoinum                | 50¢ 55     | Cardamom                | 1 25¢ 1 75   | Chloroform, squibbs       | 6¢ 1 10     |
| Catechu, 1s.             | 6¢ 13      | Coriandrum              | 8¢ 10        | Chloral Hyd Crst.         | 1 65¢ 1 90  |
| Catechu, 1/2s.           | 6¢ 14      | Cannabis Sativa         | 5¢ 6         | Chondrus                  | 20¢ 25      |
| Catechu, 1/4s.           | 6¢ 16      | Cydonium                | 75¢ 1 00     | Cinchonidine, P. & W.     | 38¢ 48      |
| Camphoribum, po. 35      | 6¢ 40      | Chenopodium             | 10¢ 12       | Cinchonidine, G. & M.     | 38¢ 48      |
| Caplauribum, po. 35      | 6¢ 40      | Dipterix Odorata        | 1 40¢ 1 50   | Cocaine                   | 4 80¢ 5 00  |
| Gamboge                  | 65¢ 70     | Feniculum               | 6¢ 10        | Corks, list, dis. pr. et. | 6¢ 35       |
| Guaiacum, po. 25         | 6¢ 30      | Fenugreek, po.          | 7¢ 9         | Creta, prep.              | 6¢ 2        |
| Kino, po. \$2.00         | 6¢ 2 00    | Lini, gr'd.             | 3 1/2¢ 4 1/2 | Creta, prep.              | 6¢ 5        |
| Mastic                   | 6¢ 60      | Lini, gr'd. bbl. 3 1/4  | 4¢ 4 1/2     | Creta, precip.            | 9¢ 11       |
| Myrrh                    | 6¢ 40      | Lobelia Canarian.       | 35¢ 40       | Creta, Rubra              | 6¢ 8        |
| Opil., po. 4.40 & 4.50   | 3 35¢ 3 40 | Phalaris Canarian.      | 4 1/2¢ 5     | Croci                     | 15¢ 18      |
| Shellac, bleached.       | 40¢ 45     | Rapa                    | 4 1/2¢ 5     | Cudbear                   | 6¢ 24       |
| Tragacanth               | 50¢ 80     | Sinapis Alba            | 9¢ 10        | Cupri Sulph.              | 6 1/2¢ 8    |
| <b>Herba</b>             |            | Sinapis Nigra           | 11¢ 12       | Dextrine                  | 7¢ 10       |
| Absinthium, oz. pkg      | 25         | <b>Spiritus</b>         |              | Ether Sulph.              | 75¢ 90      |
| Eupatorium, oz. pkg      | 25         | Frument, W. D. Co.      | 2 00¢ 2 50   | Emery, all numbers.       | 6¢ 8        |
| Lobelia, oz. pkg         | 25         | Frument, D. F. R.       | 2 00¢ 2 25   | Emery, po.                | 6¢ 6        |
| Majorum, oz. pkg         | 25         | Frument, 1 25¢ 1 50     | 1 25¢ 1 50   | Ergota, po. 70            | 50¢ 60      |
| Mentha Pip. oz. pkg      | 25         | Juniperis Co. O. T.     | 1 65¢ 2 00   | Flake White               | 12¢ 15      |
| Mentha Vir. oz. pkg      | 25         | Juniperis Co.           | 1 75¢ 3 50   | Galla                     | 6¢ 23       |
| Rue, oz. pkg             | 39         | Saacharum N. E.         | 1 90¢ 2 10   | Gelatin, Cooper.          | 8¢ 9        |
| Tanacetum V oz. pkg      | 22         | Spt. Vini Gall.         | 1 75¢ 6 50   | Gelatin, French           | 35¢ 60      |
| Thymus, V. oz. pkg       | 25         | Vini Oporto.            | 1 25¢ 2 00   | Glassware, flint, box     | 75 & 10     |
| <b>Magnesia</b>          |            | Vini Alba.              | 1 25¢ 2 00   | Less than box             | 70          |
| Calcined, Pat.           | 55¢ 60     | <b>Sponges</b>          |              | Glue, brown.              | 11¢ 13      |
| Carbonate, Pat.          | 18¢ 20     | Florida sheeps' wool    | 2 50¢ 2 75   | Glue, white.              | 15¢ 28      |
| Carbonate, K. & M.       | 18¢ 20     | Nassau sheeps' wool     | 2 50¢ 2 75   | Glycerina                 | 15 1/2¢ 22  |
| Carbonate, Jennings      | 18¢ 20     | Velvet extra sheeps'    | 2 50¢ 2 75   | Grana Paradisi.           | 6¢ 25       |
| <b>Oleum</b>             |            | wool, carriage          | 6¢ 1 50      | Humulus                   | 25¢ 55      |
| Absinthium               | 5 00¢ 5 50 | Extra yellow sheeps'    | 6¢ 1 25      | Hydrarg Chlor Mite        | 6¢ 90       |
| Amygdale, Dulc.          | 30¢ 50     | wool, carriage          | 6¢ 1 00      | Hydrarg Chlor Cor.        | 6¢ 80       |
| Amygdale, Amara.         | 8 00¢ 8 25 | Grass sheeps' wool,     | 6¢ 75        | Hydrarg Ox Rub'm.         | 6¢ 1 00     |
| Anis                     | 1 85¢ 2 00 | Hard, for slate use.    | 6¢ 1 00      | Hydrarg Ammoniat          | 6¢ 1 15     |
| Aurant Cortex.           | 2 40¢ 2 50 | Yellow Reef, for        | 6¢ 75        | Hydrarg Unguentum         | 45¢ 55      |
| Bergamli                 | 2 80¢ 2 90 | slate use.              | 6¢ 1 40      | Hydrargyrum               | 6¢ 75       |
| Cajiputi                 | 80¢ 85     | <b>Syrups</b>           |              | Ichthyobolla, Am.         | 65¢ 75      |
| Caryophylli              | 70¢ 80     | Acacia                  | 6¢ 50        | Indigo                    | 75¢ 1 00    |
| Cedar                    | 35¢ 45     | Aurant Cortex.          | 6¢ 50        | Iodine, Resubi.           | 3 60¢ 3 70  |
| Chenopadii               | 6¢ 2 75    | Zingiber                | 6¢ 50        | Iodoform                  | 6¢ 50       |
| Cinnamoni                | 1 40¢ 1 50 | Ipecac.                 | 6¢ 50        | Lupulin                   | 6¢ 50       |
| Citronella               | 35¢ 40     | Ferri Iod.              | 6¢ 50        | Lycopodium                | 45¢ 50      |
|                          |            | Rhei Arom.              | 50¢ 60       | Macleis                   | 65¢ 75      |
|                          |            | Smilax Officinalis      | 6¢ 50        | Liquor Arsen et Hy-       | 6¢ 25       |
|                          |            | Senega                  | 6¢ 50        | drarg Iod.                | 6¢ 12       |
|                          |            | Seilla                  | 6¢ 50        | Liquor Potass Arsenit     | 2¢ 3        |
|                          |            |                         |              | Magnesia, Sulph. bbl      | 1 1/2¢ 1 40 |
|                          |            |                         |              | Manna, S. F.              | 50¢ 60      |

# 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

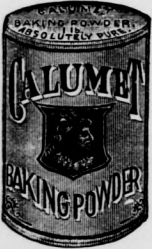
We have a full stock of

**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.

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        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| <b>AXLE GREASE</b><br>doz. gross<br>Aurora ..... 55 6 00<br>Castor Oil ..... 60 7 00<br>Diamond ..... 50 4 00<br>Frazer's ..... 75 9 00<br>IXL Golden, tin boxes 75 9 00<br>Mica, tin boxes ..... 75 9 00<br>Paragon ..... 55 6 00<br><br><b>BAKING POWDER</b><br><b>Absolute</b><br>1/4 lb. cans doz ..... 45<br>1/2 lb. cans doz ..... 85<br>1 lb. cans doz ..... 1 50<br><b>Ame</b><br>1/4 lb. cans 3 doz ..... 45<br>1/2 lb. cans 3 doz ..... 75<br>1 lb. cans 1 doz ..... 1 00<br>Bulk ..... 10<br><b>Arctic</b><br>6 oz. Eng. Tumblers ..... 85<br><br>6 oz. cans, 4 doz. case ..... 80<br>9 oz. cans, 4 doz. case ..... 1 20<br>1 lb. cans, 2 doz. case ..... 1 20<br>2 1/2 lb. cans, 1 doz. case ..... 4 75<br>5 lb. cans, 1 doz. case ..... 9 00<br><b>El Purity</b><br>1/4 lb. cans per doz ..... 75<br>1/2 lb. cans per doz ..... 1 20<br>1 lb. cans per doz ..... 2 00<br><b>Home</b><br>1/4 lb. cans, 4 doz. case ..... 35<br>1/2 lb. cans, 4 doz. case ..... 55<br>1 lb. cans, 2 doz. case ..... 90<br><b>JAXON</b><br>1/4 lb. cans, 4 doz. case ..... 45<br>1/2 lb. cans, 4 doz. case ..... 85<br>1 lb. cans, 2 doz. case ..... 1 60<br><b>Jersey Cream</b><br>1 lb. cans, per doz ..... 2 00<br>9 oz. cans, per doz ..... 1 25<br>6 oz. cans, per doz ..... 85<br><b>Our Leader</b><br>1/4 lb. cans ..... 45<br>1/2 lb. cans ..... 75<br>1 lb. cans ..... 1 50<br><b>Peerless</b><br>1 lb. cans ..... 85<br><b>Queen Flake</b><br>3 oz., 6 doz. case ..... 2 70<br>6 oz., 4 doz. case ..... 3 20<br>9 oz., 4 doz. case ..... 4 80<br>1 lb., 2 doz. case ..... 4 00<br>5 lb., 1 doz. case ..... 9 00<br><b>BATH BRICK</b><br>American ..... 70<br>English ..... 80<br><b>BLUING</b><br><br>Small 3 doz ..... 40<br>Large, 2 doz ..... 75<br><b>BROOMS</b><br>No. 1 Carpet ..... 2 30<br>No. 2 Carpet ..... 2 15<br>No. 3 Carpet ..... 1 85<br>No. 4 Carpet ..... 1 45<br>Parlor Gem ..... 2 50<br>Common Whisk ..... 95<br>Fancy Whisk ..... 1 00<br>Warehouse ..... 2 70<br><b>CANDLES</b><br>88 ..... 7<br>168 ..... 8<br>Paraffine ..... 8<br>Wickling ..... 20 | <b>CANNED GOODS</b><br><b>Apples</b><br>3 lb. Standards ..... 75<br>Gallons, standards ..... 2 10<br><b>Beans</b><br>Baked ..... 75 @ 1 30<br>Red Kidney ..... 75 @ 85<br>String ..... 85<br>Wax ..... 90<br><b>Blackberries</b><br>Standards ..... 75<br><b>Cherries</b><br>Standards ..... 90<br><b>Corn</b><br>Fair ..... 75<br>Good ..... 85<br>Fancy ..... 95<br><b>Hominy</b><br>Standard ..... 85<br><b>Lobster</b><br>Star, 1/2 lb ..... 1 85<br>Star, 1 lb ..... 3 10<br>Picnic Tails ..... 2 25<br><b>Mackerel</b><br>Mustard, 1 lb ..... 1 75<br>Mustard, 2 lb ..... 2 80<br>Soured, 1 lb ..... 1 75<br>Soured, 2 lb ..... 2 80<br>Tomato, 1 lb ..... 1 75<br>Tomato, 2 lb ..... 2 80<br><b>Mushrooms</b><br>Stems ..... 14 @ 16<br>Buttons ..... 20 @ 25<br><b>Oysters</b><br>Cove, 1 lb ..... 90<br>Cove, 2 lb ..... 1 55<br><b>Peaches</b><br>Pie ..... 1 25<br>Yellow ..... 1 65 @ 1 90<br><b>Pears</b><br>Standard ..... 70<br>Fancy ..... 80<br><b>Peas</b><br>Marrowfat ..... 1 00<br>Early June ..... 1 00<br>Early June Sifted ..... 1 60<br><b>Pineapple</b><br>Grated ..... 1 25 @ 2 75<br>Sliced ..... 1 35 @ 2 25<br><b>Pumpkin</b><br>Fair ..... 55<br>Good ..... 65<br>Fancy ..... 85<br><b>Raspberries</b><br>Standard ..... 90<br><b>Salmon</b><br>Red Alaska ..... 1 38<br>Pink Alaska ..... 95<br><b>Sardines</b><br>Domestic, 1/2 ..... 3 @ 3 1/4<br>Domestic, Mustard ..... 6 1/2 @ 6 1/4<br>French ..... 8 @ 22<br><b>Strawberries</b><br>Standard ..... 1 25<br>Fancy ..... 1 75<br><b>Succotash</b><br>Fair ..... 90<br>Good ..... 1 00<br>Fancy ..... 1 20<br><b>Tomatoes</b><br>Fair ..... 80<br>Good ..... 90<br>Fancy ..... 1 15<br><b>CATSUP</b><br>Columbia, pints ..... 2 00<br>Columbia, 1/2 pints ..... 1 25<br><b>CHEESE</b><br>Aime ..... @ 12<br>Amboy ..... @ 12<br>Butterfat ..... @ 11<br>Carson City ..... @ 11<br>Elsie ..... @ 11<br>Emblem ..... @ 11 1/2<br>Gem ..... @ 12<br>Gold Medal ..... @ 11<br>Ideal ..... @ 11 1/2<br>Jersey ..... @ 12<br>Riverside ..... @ 11 1/2<br>Briek ..... @ 12<br>Leiden ..... @ 70<br>Limburger ..... @ 17<br>Pineapple ..... @ 13<br>Sap Sago ..... @ 17<br><b>CHICORY</b><br>Bulk ..... 5<br>Red ..... 7<br><b>CHOCOLATE</b><br>Walter Baker & Co.'s ..... 23<br>German Sweet ..... 35<br>Premium ..... 35<br>Breakfast Cocoa ..... 46 | <b>CIGARS</b><br>Columbian Cigar Co.'s brand.<br>Columbian ..... 35 00<br>Columbian Special ..... 45 00<br>H. & P. Drug Co.'s brands.<br>Fortune Teller ..... 35 00<br>Our Manager ..... 35 00<br>Quintette ..... 35 00<br>G. J. Johnson Cigar Co.'s brand.<br><br>S. C. W. ..... 35 00<br>Phelps, Brace & Co.'s Brands.<br>Vincente Portuondo ..... 35 @ 70 00<br>Ruhe Bros. Co. ..... 25 @ 70 00<br>Hilson Co. ..... 35 @ 110 00<br>T. J. Dunn & Co. ..... 35 @ 70 00<br>McCoy & Co. ..... 35 @ 70 00<br>The Collins Cigar Co. ..... 10 @ 35 00<br>Brown Bros. ..... 15 @ 70 00<br>Banner Cigar Co. ..... 30 @ 70 00<br>Bernard Stahl Co. ..... 35 @ 90 00<br>Banner Cigar Co. ..... 10 @ 35 00<br>Seidenberg & Co. ..... 55 @ 125 00<br>G. F. Sprague Cigar Co. ..... 10 @ 35 00<br>Fulton Cigar Co. ..... 10 @ 35 00<br>A. B. Ballard & Co. ..... 35 @ 175 00<br>E. M. Schwarz & Co. ..... 35 @ 110 00<br>San Telmo ..... 35 @ 70 00<br>Havana Cigar Co. ..... 18 @ 35 00<br><b>CLOTHES LINES</b><br>Cotton, 40 ft. per doz ..... 1 00<br>Cotton, 50 ft. per doz ..... 1 20<br>Cotton, 60 ft. per doz ..... 1 40<br>Cotton, 70 ft. per doz ..... 1 60<br>Cotton, 80 ft. per doz ..... 1 80<br>Jute, 60 ft. per doz ..... 80<br>Jute, 72 ft. per doz ..... 95<br><b>COFFEE</b><br><b>Roasted</b><br><b>Rio</b><br>Fair ..... 9<br>Good ..... 10<br>Prime ..... 12<br>Golden ..... 13<br>Peaberry ..... 14<br><b>Santos</b><br>Fair ..... 14<br>Good ..... 15<br>Prime ..... 16<br>Peaberry ..... 18<br><b>Maracaibo</b><br>Prime ..... 15<br>Milled ..... 17<br><b>Java</b><br>Interior ..... 26<br>Private Growth ..... 30<br>Mandehling ..... 35<br><b>Mocha</b><br>Imitation ..... 22<br>Arabian ..... 28<br><b>Package</b><br>Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2 c a pound. In 60 lb. cases the list is 10 c per 100 lbs. above the price in full cases.<br>Arbuckle ..... 10 50<br>Jersey ..... 10 50<br>McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.<br><b>Extract</b><br>Valley City 1/2 gross ..... 75<br>Felix 1/2 gross ..... 1 15<br>Hummel's foil 1/2 gross ..... 85<br>Hummel's tin 1/2 gross ..... 1 43<br><b>CONDENSED MILK</b><br>4 doz in case.<br>Gail Borden Eagle ..... 6 75<br>Crown ..... 6 25<br>Daisy ..... 5 75<br>Champion ..... 4 50<br>Magnolia ..... 4 25<br>Challenge ..... 3 35<br>Dime ..... 3 35<br><b>COCOA</b><br>James Epps & Co.'s<br>Boxes, 7 lbs ..... 40<br>Cases, 16 boxes ..... 38<br><b>COCOA SHELLS</b><br>20 lb. bags ..... 2 1/2<br>Less quantity ..... 3<br>Pound packages ..... 4 | <b>COUPON BOOKS</b><br><b>Tradesman Grade</b><br>50 books, any denom ..... 1 50<br>100 books, any denom ..... 2 50<br>500 books, any denom ..... 11 50<br>1,000 books, any denom ..... 20 00<br><b>Economic Grade</b><br>50 books, any denom ..... 1 50<br>100 books, any denom ..... 2 50<br>500 books, any denom ..... 11 50<br>1,000 books, any denom ..... 20 00<br><b>Superior Grade</b><br>50 books, any denom ..... 1 50<br>100 books, any denom ..... 2 50<br>500 books, any denom ..... 11 50<br>1,000 books, any denom ..... 20 00<br><b>Universal Grade</b><br>50 books, any denom ..... 1 50<br>100 books, any denom ..... 2 50<br>500 books, any denom ..... 11 50<br>1,000 books, any denom ..... 20 00<br><b>Credit Checks</b><br>500, any one denom ..... 2 00<br>1,000, any one denom ..... 3 00<br>2,000, any one denom ..... 5 00<br>Steel punch ..... 75<br><b>Coupon Pass Books</b><br>Can be made to represent any denomination from \$10 down.<br>20 books ..... 1 00<br>50 books ..... 2 00<br>100 books ..... 3 00<br>250 books ..... 6 25<br>500 books ..... 10 00<br>1,000 books ..... 17 50<br><b>CREAM TARTAR</b><br>5 and 10 lb. wooden boxes ..... 30<br>Bulk in sacks ..... 29<br><b>DRIED FRUITS—Domestic</b><br><b>Apples</b><br>Sundried ..... @ 7 1/2<br>Evaporated, 50 lb. boxes ..... @ 10 1/2<br><b>California Fruits</b><br>Apricots ..... @ 15<br>Blackberries ..... @ 15<br>Nectarines ..... @ 10<br>Peaches ..... @ 11<br>Pears ..... 7 1/2<br>Pitted Cherries ..... 7 1/2<br>Prunelles ..... 7 1/2<br>Raspberries ..... 7 1/2<br><b>California Prunes</b><br>100-120 25 lb. boxes ..... @ 4<br>90-100 25 lb. boxes ..... @ 5<br>80-90 25 lb. boxes ..... @ 5 1/2<br>70-80 25 lb. boxes ..... @ 6 1/2<br>60-70 25 lb. boxes ..... @ 6 1/2<br>50-60 25 lb. boxes ..... @ 8<br>40-50 25 lb. boxes ..... @ 10<br>30-40 25 lb. boxes ..... @ 10<br>1/2 cent less in 50 lb. cases<br><b>Raisins</b><br>London Layers 2 Crown ..... 1 60<br>London Layers 3 Crown ..... 1 75<br>Cluster 4 Crown ..... 1 75<br>Loose Muscatels 2 Crown ..... 6 1/2<br>Loose Muscatels 3 Crown ..... 7 1/2<br>Loose Muscatels 4 Crown ..... 8<br>L. M. Seeded, choice ..... 8 1/2<br>L. M. Seeded, fancy ..... 8 1/2<br><b>DRIED FRUITS—Foreign</b><br><b>Citron</b><br>Leghorn ..... 11<br>Corsican ..... 12<br><b>Currants</b><br>Patras, bbls ..... 6 1/4<br>Cleaned, bulk ..... 6 1/4<br>Cleaned, packages ..... 7<br><b>Peel</b><br>Citron American 19 lb. bx ..... 13<br>Lemon American 10 lb. bx ..... 10 1/2<br>Orange American 10 lb. bx ..... 10 1/2<br><b>Raisins</b><br>Ondura, 28 lb. boxes ..... 2 25<br>Sultana 1 Crown ..... 2 25<br>Sultana 2 Crown ..... 2 25<br>Sultana 3 Crown ..... 2 25<br>Sultana 4 Crown ..... 2 25<br>Sultana 5 Crown ..... 2 25<br>Sultana 6 Crown ..... 2 25<br>Sultana package ..... 2 25<br><b>FARINACEOUS GOODS</b><br><b>Beans</b><br>Dried Lima ..... 5 1/4<br>Medium Hard Picked 1 20 @ 1 25<br>Brown Holland ..... 18<br><b>Cereals</b><br>Cream of Cereal ..... 90<br>Grain-O, small ..... 1 35<br>Grain-O, large ..... 2 25<br>Grape Nuts ..... 1 35<br>Postum Cereal, small ..... 1 35<br>Postum Cereal, large ..... 2 25<br><b>Farina</b><br>24 1 lb. packages ..... 1 25<br>Bulk, per 100 lbs ..... 3 00 | <b>Grits</b><br>Walsh-DeRoo Co.'s Brand.<br><br>24 2 lb. packages ..... 1 80<br>100 lb. kegs ..... 2 70<br>200 lb. barrels ..... 5 10<br><b>Hominy</b><br>Barrels ..... 2 50<br>Flake, 50 lb. drums ..... 1 00<br><b>Maccaroni and Vermicelli</b><br>Domestic, 10 lb. box ..... 60<br>Imported, 25 lb. box ..... 2 50<br><b>Pearl Barley</b><br>Common ..... 1 75<br>Chester ..... 2 25<br>Empire ..... 2 50<br><b>Peas</b><br>Green, Wisconsin, bu ..... 1 00<br>Green, Scotch, bu ..... 1 10<br>Split, bu ..... 2 50<br><b>Rolled Oats</b><br>Rolled Avena, bbl ..... 4 00<br>Monarch, bbl ..... 3 75<br>Monarch, 1/2 bbl ..... 2 00<br>Monarch, 90 lb. sacks ..... 1 80<br>Quaker, cases ..... 3 20<br>Huron, cases ..... 2 00<br><b>Sago</b><br>German ..... 4<br>East India ..... 3 1/2<br><b>Tapioca</b><br>Flake ..... 5<br>Pearl, 24 1 lb. packages ..... 6 1/4<br><b>Wheat</b><br>Cracked, bulk ..... 3 1/4<br>24 2 lb. packages ..... 2 50<br><b>FLAVORING EXTRACTS</b><br><br><b>Jennings'</b><br>D. C. Vanilla ..... 1 20<br>D. C. Lemon ..... 1 20<br>2 oz. ..... 1 20<br>3 oz. ..... 1 50<br>4 oz. ..... 2 00<br>6 oz. ..... 3 00<br>No. 8 ..... 4 00<br>No. 10 ..... 6 00<br>No. 2 T. 1 25<br>No. 3 T. 2 00<br>No. 4 T. 2 40<br>Northrop Brand<br>2 oz. Taper Panel ..... 75<br>2 oz. Oval ..... 75<br>3 oz. Taper Panel ..... 1 35<br>4 oz. Taper Panel ..... 1 60<br><b>Perrigo's</b><br>Van. Lem. doz. ..... 1 25<br>XXX, 2 oz. obert ..... 1 25<br>XXX, 4 oz. taper ..... 1 25<br>XX, 2 oz. obert ..... 1 00<br>No. 2, 2 oz. obert ..... 75<br>XXX D D pchr, 6 oz ..... 2 25<br>XXX D D pchr, 4 oz ..... 1 75<br>K. P. pchr, 6 oz ..... 2 25<br><b>FLY PAPER</b><br>Perrigo's Lightning, gro ..... 2 50<br>Petrolatum, per doz ..... 75<br><b>GUNPOWDER</b><br><b>Rifle—Dupont's</b><br>Kegs ..... 4 00<br>Half Kegs ..... 2 25<br>Quarter Kegs ..... 1 25<br>1 lb. cans ..... 30<br>1/2 lb. cans ..... 18<br><b>Choce Bore—Dupont's</b><br>Kegs ..... 4 25<br>Half Kegs ..... 2 40<br>Quarter Kegs ..... 1 35<br>1 lb. cans ..... 34<br><b>Eagle Duck—Dupont's</b><br>Kegs ..... 8 00<br>Half Kegs ..... 4 25<br>Quarter Kegs ..... 2 25<br>1 lb. cans ..... 45 | <b>HERBS</b><br>Sage ..... 15<br>Hops ..... 15<br><b>INDIGO</b><br>Madras, 5 lb. boxes ..... 55<br>S. F., 2, 3 and 5 lb. boxes ..... 50<br><b>JELLY</b><br>15 lb. pails ..... 36<br>30 lb. pails ..... 65<br><b>LICORICE</b><br>Pure ..... 30<br>Calabria ..... 25<br>Sicily ..... 14<br>Root ..... 10<br><b>LYE</b><br>Condensed, 2 dnz ..... 1 20<br>Condensed, 4 dnz ..... 2 25<br><b>MATCHES</b><br>Diamond Match Co.'s brands.<br>No. 9 sulphur ..... 1 65<br>Anchor Parlor ..... 1 70<br>No. 2 Home ..... 1 10<br>Export Parlor ..... 4 00<br>Wolverine ..... 1 25<br><b>MOLASSES</b><br><b>New Orleans</b><br>Black ..... 11<br>Fair ..... 14<br>Good ..... 20<br>Fancy ..... 24<br>Open Kettle ..... 25 @ 35<br><b>MUSTARD</b><br>Horse Radish, 1 doz ..... 1 75<br>Horse Radish, 2 doz ..... 3 50<br>Bayle's Celery, 1 doz ..... 1 75<br><b>PICKLES</b><br><b>Medium</b><br>Barrels, 1,200 count ..... 4 00<br>Half bbls, 600 count ..... 2 50<br><b>Small</b><br>Barrels, 2,400 count ..... 5 00<br>Pearl ..... 3 00<br><b>PIPES</b><br>Clay, No. 216 ..... 1 70<br>Clay, T. D., full count ..... 65<br>Cob, No. 3 ..... 85<br><b>POTASH</b><br>48 cans in case ..... 4 00<br>Babbitt's ..... 4 00<br>Penna Salt Co.'s ..... 3 00<br><b>RICE</b><br><b>Domestic</b><br>Carolina head ..... 6 1/4<br>Carolina No. 1 ..... 5<br>Carolina No. 2 ..... 4<br>Broken ..... 3 1/4<br><b>Imported.</b><br>Japan, No. 1 ..... 5 1/2 @ 6<br>Japan, No. 2 ..... 4 1/2 @ 5<br>Java, fancy head ..... 5 1/2 @ 5 1/2<br>Java, No. 1 ..... 5 @ 5<br>Table ..... @<br><b>SALERATUS</b><br>Packed 60 lbs. in box.<br>Church's Arm and Hammer 3 15<br>Deland's ..... 3 00<br>Dwight's Cow ..... 3 15<br>Emblem ..... 3 50<br>L. P. ..... 3 00<br>Soda ..... 3 15<br>Wyandotte, 100 lbs ..... 3 00<br><b>SAL SODA</b><br>Granulated, bbls ..... 80<br>Granulated, 100 lb. cases ..... 80<br>Lump, bbls ..... 70<br>Lump, 145 lb. kegs ..... 80<br><b>SALT</b><br><b>Diamond Crystal</b><br>Table, cases, 24 3 lb. boxes ..... 1 50<br>Table, barrels, 100 2 lb. bags ..... 2 75<br>Table, barrels, 40 7 lb. bags ..... 2 40<br>Butter, barrels, 280 lb. bulk ..... 2 25<br>Butter, barrels, 20 14 lb. bags ..... 2 50<br>Butter, sacks, 28 lbs ..... 25<br>Butter, sacks, 56 lbs ..... 55<br><b>Common Grades</b><br>100 3 lb. sacks ..... 1 95<br>60 5 lb. sacks ..... 1 80<br>28 10 lb. sacks ..... 1 65<br><b>Warsaw</b><br>56 lb. dairy in drill bags ..... 30<br>28 lb. dairy in drill bags ..... 15<br><b>Ashton</b><br>56 lb. dairy in linen sacks ..... 60<br><b>Higgins</b><br>56 lb. dairy in linen sacks ..... 60<br><b>Solar Rock</b><br>56 lb. sacks ..... 21<br><b>Common</b><br>Granulated Fine ..... 60<br>Medium Fine ..... 70 |
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## SALT FISH

## Cod

|                       |         |
|-----------------------|---------|
| Georges cured.....    | @ 5     |
| Georges genuine.....  | @ 5 1/2 |
| Georges selected..... | @ 6     |
| Strips or bricks..... | @ 6 1/2 |

## Herring

|                               |      |
|-------------------------------|------|
| Holland white hoops, bbl.     | 9 25 |
| Holland white hoops, 1/2 bbl. | 5 25 |
| Holland white hoop, keg.      | 70   |
| Holland white hoop mchls.     | 85   |
| Norwegian.....                | 3 10 |
| Round 100 lbs.                | 1 40 |
| Round 40 lbs.                 | 15   |
| Sealed.....                   | 15   |

## Mackerel

|                |       |
|----------------|-------|
| Mess 100 lbs.  | 15 00 |
| Mess 40 lbs.   | 6 30  |
| Mess 10 lbs.   | 1 65  |
| Mess 8 lbs.    | 1 35  |
| No. 1 100 lbs. | 13 25 |
| No. 1 40 lbs.  | 5 60  |
| No. 1 10 lbs.  | 1 48  |
| No. 1 8 lbs.   | 1 20  |
| No. 2 100 lbs. | 11 50 |
| No. 2 40 lbs.  | 4 90  |
| No. 2 10 lbs.  | 1 30  |
| No. 2 8 lbs.   | 1 07  |

## Trout

|                |       |
|----------------|-------|
| No. 1 100 lbs. | 20 00 |
| No. 1 40 lbs.  | 7 00  |
| No. 1 10 lbs.  | 2 00  |
| No. 1 8 lbs.   | 1 50  |

## Whitefish

|                |       |
|----------------|-------|
| No. 1 100 lbs. | 20 00 |
| No. 1 40 lbs.  | 7 00  |
| No. 1 10 lbs.  | 2 00  |
| No. 1 8 lbs.   | 1 50  |

## SEEDS

|                        |       |
|------------------------|-------|
| Anise.....             | 9     |
| Canary, Smyrna.....    | 3 1/2 |
| Faraway.....           | 8     |
| Cardamon, Malabar..... | 60    |
| Celery.....            | 11    |
| Hemp, Russian.....     | 4 1/2 |
| Mixed Bird.....        | 4 1/2 |
| Mustard, white.....    | 10    |
| Poppy.....             | 10    |
| Rape.....              | 4 1/2 |
| Cuttle Bone.....       | 20    |

## SNUFF

|                             |    |
|-----------------------------|----|
| Scotch, in bladders.....    | 37 |
| Maceboy, in jars.....       | 35 |
| French Rappee, in jars..... | 43 |

## SOAP

|                             |      |
|-----------------------------|------|
| Single box.....             | 2 85 |
| 5 box lots, delivered.....  | 2 80 |
| 10 box lots, delivered..... | 2 75 |

|                             |  |
|-----------------------------|--|
| JAS. S. KIRK & CO.'S BRAND: |  |
|-----------------------------|--|

|                             |      |
|-----------------------------|------|
| American Family, wrp'd..... | 2 66 |
| Dome.....                   | 2 75 |
| 4 cabinet.....              | 2 20 |
| Savon.....                  | 2 50 |
| White Russian.....          | 2 35 |
| White Cloud, laundry.....   | 6 25 |
| White Cloud, toilet.....    | 3 50 |
| Dusky Diamond, 50 6 oz..... | 2 10 |
| Dusky Diamond, 50 8 oz..... | 3 00 |
| Blue India, 100 1/2 lb..... | 3 00 |
| Kirkoline.....              | 5 50 |
| Eos.....                    | 2 50 |

## Scouring

|                              |      |
|------------------------------|------|
| Sapolio, kitchen, 3 doz..... | 2 40 |
| Sapolio, hand, 3 doz.....    | 2 40 |

## SODA

|                    |       |
|--------------------|-------|
| Boxes.....         | 5 1/2 |
| Kegs, English..... | 4 1/2 |

## SPICES

|                               |    |
|-------------------------------|----|
| Whole Sifted                  |    |
| Allspice.....                 | 10 |
| Cassia, China in mats.....    | 12 |
| Cassia, Batavia, in bund..... | 25 |
| Cassia, Saigon, in rolls..... | 32 |
| Cloves, Amboyna.....          | 14 |
| Cloves, Zanzibar.....         | 12 |
| Mace, Batavia.....            | 55 |
| Nutmegs, fancy.....           | 60 |
| Nutmegs, No. 1.....           | 50 |
| Nutmegs, No. 2.....           | 45 |
| Pepper, Singapore, black..... | 16 |
| Pepper, Singapore, white..... | 13 |
| Pepper, shot.....             | 15 |

## Pure Ground in Bulk

|                               |    |
|-------------------------------|----|
| Allspice.....                 | 14 |
| Cassia, Batavia.....          | 30 |
| Cassia, Saigon.....           | 40 |
| Cloves, Zanzibar.....         | 14 |
| Ginger, African.....          | 15 |
| Ginger, Cochin.....           | 18 |
| Ginger, Jamaica.....          | 23 |
| Mustard.....                  | 18 |
| Nutmegs.....                  | 15 |
| Pepper, Singapore, black..... | 20 |
| Pepper, Singapore, white..... | 22 |
| Pepper, Cayenne.....          | 20 |
| Sage.....                     | 15 |

## STOVE POLISH

|                                   |      |
|-----------------------------------|------|
| Enameline.....                    | 4 50 |
| No. 4, 3 doz. in case, gross..... | 4 50 |
| No. 6, 3 doz. in case, gross..... | 7 20 |

## STARCH



**Kingsford's Corn**  
40 1-lb. packages..... 6  
20 1-lb. packages..... 6 1/2

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

**Diamond**  
64 10c packages..... 5 00  
128 5c packages..... 5 00  
30 10c and 64 5c packages..... 5 00

**Common Corn**  
20 1-lb. packages..... 5  
40 1-lb. packages..... 4 1/2

**Common Gloss**  
1-lb. packages..... 4 1/2  
3-lb. packages..... 4 1/2  
6-lb. packages..... 5  
40 and 50-lb. boxes..... 3  
Barrels..... 3

## SYRUPS

**Corn**  
Barrels..... 17  
Half bbls..... 19  
1 doz. 1 gallon cans..... 2 90  
1 doz. 1/2 gallon cans..... 1 70  
2 doz. 1/4 gallon cans..... 1 70

**Pure Cane**  
Fair..... 16  
Good..... 20  
Choice..... 25

## SUGAR

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

Domino..... 5 65  
Cut Leaf..... 5 69  
Crushed..... 5 81  
Powdered..... 5 38  
XXXX Powdered..... 5 44  
Cubes..... 5 44  
Standard Fine Granulated..... 5 31  
Standard Fine Granulated..... 5 31

Above Granulated in 5 lb. bags..... 5 38  
Above Granulated in 2 lb. bags..... 3 25

Extra Fine Granulated..... 5 44  
Extra Coarse Granulated..... 5 44  
Mould A..... 5 56  
Diamond Coffee, A..... 5 31  
Standard, Standard A..... 5 06

No. 1..... 4 81  
No. 2..... 4 81  
No. 3..... 4 81  
No. 4..... 4 75  
No. 5..... 4 69  
No. 6..... 4 63  
No. 7..... 4 56  
No. 8..... 4 44  
No. 9..... 4 44  
No. 10..... 4 19  
No. 11..... 4 13  
No. 12..... 4 13  
No. 13..... 4 13  
No. 14..... 4 06  
No. 15..... 4 06  
No. 16..... 4 06

Extra Fine Granulated..... 5 44  
Extra Coarse Granulated..... 5 44  
Mould A..... 5 56  
Diamond Coffee, A..... 5 31  
Standard, Standard A..... 5 06

No. 1..... 4 81  
No. 2..... 4 81  
No. 3..... 4 81  
No. 4..... 4 75  
No. 5..... 4 69  
No. 6..... 4 63  
No. 7..... 4 56  
No. 8..... 4 44  
No. 9..... 4 44  
No. 10..... 4 19  
No. 11..... 4 13  
No. 12..... 4 13  
No. 13..... 4 13  
No. 14..... 4 06  
No. 15..... 4 06  
No. 16..... 4 06

Extra Fine Granulated..... 5 44  
Extra Coarse Granulated..... 5 44  
Mould A..... 5 56  
Diamond Coffee, A..... 5 31  
Standard, Standard A..... 5 06

No. 1..... 4 81  
No. 2..... 4 81  
No. 3..... 4 81  
No. 4..... 4 75  
No. 5..... 4 69  
No. 6..... 4 63  
No. 7..... 4 56  
No. 8..... 4 44  
No. 9..... 4 44  
No. 10..... 4 19  
No. 11..... 4 13  
No. 12..... 4 13  
No. 13..... 4 13  
No. 14..... 4 06  
No. 15..... 4 06  
No. 16..... 4 06

Extra Fine Granulated..... 5 44  
Extra Coarse Granulated..... 5 44  
Mould A..... 5 56  
Diamond Coffee, A..... 5 31  
Standard, Standard A..... 5 06

No. 1..... 4 81  
No. 2..... 4 81  
No. 3..... 4 81  
No. 4..... 4 75  
No. 5..... 4 69  
No. 6..... 4 63  
No. 7..... 4 56  
No. 8..... 4 44  
No. 9..... 4 44  
No. 10..... 4 19  
No. 11..... 4 13  
No. 12..... 4 13  
No. 13..... 4 13  
No. 14..... 4 06  
No. 15..... 4 06  
No. 16..... 4 06

Extra Fine Granulated..... 5 44  
Extra Coarse Granulated..... 5 44  
Mould A..... 5 56  
Diamond Coffee, A..... 5 31  
Standard, Standard A..... 5 06

No. 1..... 4 81  
No. 2..... 4 81  
No. 3..... 4 81  
No. 4..... 4 75  
No. 5..... 4 69  
No. 6..... 4 63  
No. 7..... 4 56  
No. 8..... 4 44  
No. 9..... 4 44  
No. 10..... 4 19  
No. 11..... 4 13  
No. 12..... 4 13  
No. 13..... 4 13  
No. 14..... 4 06  
No. 15..... 4 06  
No. 16..... 4 06

Extra Fine Granulated..... 5 44  
Extra Coarse Granulated..... 5 44  
Mould A..... 5 56  
Diamond Coffee, A..... 5 31  
Standard, Standard A..... 5 06

No. 1..... 4 81  
No. 2..... 4 81  
No. 3..... 4 81  
No. 4..... 4 75  
No. 5..... 4 69  
No. 6..... 4 63  
No. 7..... 4 56  
No. 8..... 4 44  
No. 9..... 4 44  
No. 10..... 4 19  
No. 11..... 4 13  
No. 12..... 4 13  
No. 13..... 4 13  
No. 14..... 4 06  
No. 15..... 4 06  
No. 16..... 4 06

Extra Fine Granulated..... 5 44  
Extra Coarse Granulated..... 5 44  
Mould A..... 5 56  
Diamond Coffee, A..... 5 31  
Standard, Standard A..... 5 06

No. 1..... 4 81  
No. 2..... 4 81  
No. 3..... 4 81  
No. 4..... 4 75  
No. 5..... 4 69  
No. 6..... 4 63  
No. 7..... 4 56  
No. 8..... 4 44  
No. 9..... 4 44  
No. 10..... 4 19  
No. 11..... 4 13  
No. 12..... 4 13  
No. 13..... 4 13  
No. 14..... 4 06  
No. 15..... 4 06  
No. 16..... 4 06

Extra Fine Granulated..... 5 44  
Extra Coarse Granulated..... 5 44  
Mould A..... 5 56  
Diamond Coffee, A..... 5 31  
Standard, Standard A..... 5 06

No. 1..... 4 81  
No. 2..... 4 81  
No. 3..... 4 81  
No. 4..... 4 75  
No. 5..... 4 69  
No. 6..... 4 63  
No. 7..... 4 56  
No. 8..... 4 44  
No. 9..... 4 44  
No. 10..... 4 19  
No. 11..... 4 13  
No. 12..... 4 13  
No. 13..... 4 13  
No. 14..... 4 06  
No. 15..... 4 06  
No. 16..... 4 06

Extra Fine Granulated..... 5 44  
Extra Coarse Granulated..... 5 44  
Mould A..... 5 56  
Diamond Coffee, A..... 5 31  
Standard, Standard A..... 5 06

No. 1..... 4 81  
No. 2..... 4 81  
No. 3..... 4 81  
No. 4..... 4 75  
No. 5..... 4 69  
No. 6..... 4 63  
No. 7..... 4 56  
No. 8..... 4 44  
No. 9..... 4 44  
No. 10..... 4 19  
No. 11..... 4 13  
No. 12..... 4 13  
No. 13..... 4 13  
No. 14..... 4 06  
No. 15..... 4 06  
No. 16..... 4 06

Extra Fine Granulated..... 5 44  
Extra Coarse Granulated..... 5 44  
Mould A..... 5 56  
Diamond Coffee, A..... 5 31  
Standard, Standard A..... 5 06

No. 1..... 4 81  
No. 2..... 4 81  
No. 3..... 4 81  
No. 4..... 4 75  
No. 5..... 4 69  
No. 6..... 4 63  
No. 7..... 4 56  
No. 8..... 4 44  
No. 9..... 4 44  
No. 10..... 4 19  
No. 11..... 4 13  
No. 12..... 4 13  
No. 13..... 4 13  
No. 14..... 4 06  
No. 15..... 4 06  
No. 16..... 4 06

Extra Fine Granulated..... 5 44  
Extra Coarse Granulated..... 5 44  
Mould A..... 5 56  
Diamond Coffee, A..... 5 31  
Standard, Standard A..... 5 06

No. 1..... 4 81  
No. 2..... 4 81  
No. 3..... 4 81  
No. 4..... 4 75  
No. 5..... 4 69  
No. 6..... 4 63  
No. 7..... 4 56  
No. 8..... 4 44  
No. 9..... 4 44  
No. 10..... 4 19  
No. 11..... 4 13  
No. 12..... 4 13  
No. 13..... 4 13  
No. 14..... 4 06  
No. 15..... 4 06  
No. 16..... 4 06

Extra Fine Granulated..... 5 44  
Extra Coarse Granulated..... 5 44  
Mould A..... 5 56  
Diamond Coffee, A..... 5 31  
Standard, Standard A..... 5 06

No. 1..... 4 81  
No. 2..... 4 81  
No. 3..... 4 81  
No. 4..... 4 75  
No. 5..... 4 69  
No. 6..... 4 63  
No. 7..... 4 56  
No. 8..... 4 44  
No. 9..... 4 44  
No. 10..... 4 19  
No. 11..... 4 13  
No. 12..... 4 13  
No. 13..... 4 13  
No. 14..... 4 06  
No. 15..... 4 06  
No. 16..... 4 06

Extra Fine Granulated..... 5 44  
Extra Coarse Granulated..... 5 44  
Mould A..... 5 56  
Diamond Coffee, A..... 5 31  
Standard, Standard A..... 5 06

No. 1..... 4 81  
No. 2..... 4 81  
No. 3..... 4 81  
No. 4..... 4 75  
No. 5..... 4 69  
No. 6..... 4 63  
No. 7..... 4 56  
No. 8..... 4 44  
No. 9..... 4 44  
No. 10..... 4 19  
No. 11..... 4 13  
No. 12..... 4 13  
No. 13..... 4 13  
No. 14..... 4 06  
No. 15..... 4 06  
No. 16..... 4 06

Extra Fine Granulated..... 5 44  
Extra Coarse Granulated..... 5 44  
Mould A..... 5 56  
Diamond Coffee, A..... 5 31  
Standard, Standard A..... 5 06

No. 1..... 4 81  
No. 2..... 4 81  
No. 3..... 4 81  
No. 4..... 4 75  
No. 5..... 4 69  
No. 6..... 4 63  
No. 7..... 4 56  
No. 8..... 4 44  
No. 9..... 4 44  
No. 10..... 4 19  
No. 11..... 4 13  
No. 12..... 4 13  
No. 13..... 4 13  
No. 14..... 4 06  
No. 15..... 4 06  
No. 16..... 4 06

## Butter Plates

|                               |      |
|-------------------------------|------|
| No. 1 Oval, 250 in crate..... | 1 80 |
| No. 2 Oval, 250 in crate..... | 2 00 |
| No. 3 Oval, 250 in crate..... | 2 20 |
| No. 5 Oval, 250 in crate..... | 2 60 |

## Clothes Pins

|                         |    |
|-------------------------|----|
| Boxes, gross boxes..... | 40 |
|-------------------------|----|

## Mop Sticks

|                                |      |
|--------------------------------|------|
| Trojan spring.....             | 9 00 |
| Eclipse patent spring.....     | 9 00 |
| No. 1 common.....              | 8 00 |
| No. 2 patent brush holder..... | 9 00 |
| 12 lb. cotton mop heads.....   | 1 25 |

## Pails

|                                  |      |
|----------------------------------|------|
| 2-hoop Standard.....             | 1 35 |
| 3-hoop Standard.....             | 1 50 |
| 2-wire, Cable.....               | 1 35 |
| 3-wire, Cable.....               | 1 60 |
| Cedar, all red, brass bound..... | 1 25 |
| Paper, Eureka.....               | 2 25 |
| Fibre.....                       | 2 25 |

20-inch, Standard, No. 1..... 5 80  
18-inch, Standard, No. 2..... 4 85  
16-inch, Standard, No. 3..... 3 85  
20-inch, Dowell, No. 1..... 3 25  
18-inch, Dowell, No. 2..... 3 25  
16-inch, Dowell, No. 3..... 3 25  
No. 1 Fibre..... 9 00  
No. 2 Fibre..... 7 50  
No. 3 Fibre..... 6 75

Clark-Jewell-Well's Co.'s Brand  
Pillsbury's Best 1/2s..... 4 35  
Pillsbury's Best 1/4s..... 4 25  
Pillsbury's Best 1/8s..... 4 15  
Pillsbury's Best 1/16s..... 4 15  
Pillsbury's Best 1/32s..... 4 15  
Pillsbury's Best 1/64s..... 4 15  
Ball-Barnhart-Putman's Brand

Worden Grocer Co.'s Brand  
Quaker 1/2s..... 3 60  
Quaker 1/4s..... 3 60  
Quaker 1/8s..... 3 60  
Quaker 1/16s..... 3 60  
Quaker 1/32s..... 3 60  
Quaker 1/64s..... 3 60

Spring Wheat Flour  
Clark-Jewell-Well's Co.'s Brand  
Pillsbury's Best 1/2s..... 4 35  
Pillsbury's Best 1/4s..... 4 25  
Pillsbury's Best 1/8s..... 4 15  
Pillsbury's Best 1/16s..... 4 15  
Pillsbury's Best 1/32s..... 4 15  
Pillsbury's Best 1/64s..... 4 15  
Ball-Barnhart-Putman's Brand

Worden Grocer Co.'s Brand  
Quaker 1/2s..... 3 60  
Quaker 1/4s..... 3 60  
Quaker 1/8s..... 3 60  
Quaker 1/16s..... 3 60  
Quaker 1/32s..... 3 60  
Quaker 1/64s..... 3 60

Clark-Jewell-Well's Co.'s Brand  
Pillsbury's Best 1/2s..... 4 35  
Pillsbury's Best 1/4s..... 4 25  
Pillsbury's Best 1/8s..... 4 15  
Pillsbury's Best 1/16s..... 4 15  
Pillsbury's Best 1/32s..... 4 15  
Pillsbury's Best 1/64s..... 4 15  
Ball-Barnhart-Putman's Brand

Worden Grocer Co.'s Brand  
Quaker 1/2s..... 3 60  
Quaker 1/4s..... 3 60  
Quaker 1/8s..... 3 60  
Quaker 1/16s..... 3 60  
Quaker 1/32s..... 3 60  
Quaker 1/64s..... 3 60

Clark-Jewell-Well's Co.'s Brand  
Pillsbury's Best 1/2s..... 4 35  
Pillsbury's Best 1/4s..... 4 25  
Pillsbury's Best 1/8s..... 4 15  
Pillsbury's Best 1/16s..... 4 15  
Pillsbury's Best 1/32s..... 4 15  
Pillsbury's Best 1/64s..... 4 15  
Ball-Barnhart-Putman's Brand

Worden Grocer Co.'s Brand  
Quaker 1/2s..... 3 60  
Quaker 1/4s..... 3 60  
Quaker 1/8s..... 3 60  
Quaker 1/16s..... 3 60  
Quaker 1/32s..... 3 60  
Quaker 1/64s..... 3 60

Clark-Jewell-Well's Co.'s Brand  
Pillsbury's Best 1/2s..... 4 35  
Pillsbury's Best 1/4s..... 4 25  
Pillsbury's Best 1/8s..... 4 15  
Pillsbury's Best 1/16s..... 4 15  
Pillsbury's Best 1/32s..... 4 15  
Pillsbury's Best 1/64s..... 4 15  
Ball-Barnhart-Putman's Brand

Worden Grocer Co.'s Brand  
Quaker 1/2s..... 3 60  
Quaker 1/4s..... 3 60  
Quaker 1/8s..... 3 60  
Quaker 1/16s..... 3 60  
Quaker 1/32s..... 3 60  
Quaker 1/64s..... 3 60

Clark-Jewell-Well's Co.'s Brand  
Pillsbury's Best 1/2s..... 4 35  
Pillsbury's Best 1/4s..... 4 25  
Pillsbury's Best 1/8s..... 4 15  
Pillsbury's Best 1/16s..... 4 15  
Pillsbury's Best 1/32s..... 4 15  
Pillsbury's Best 1/64s..... 4 15  
Ball-Barnhart-Putman's Brand

Worden Grocer Co.'s Brand  
Quaker 1/2s..... 3 60  
Quaker 1/4s..... 3 60  
Quaker 1/8s..... 3 60  
Quaker 1/16s..... 3 60  
Quaker 1/32s..... 3 60  
Quaker 1/64s..... 3 60

Clark-Jewell-Well's Co.'s Brand  
Pillsbury's Best 1/2s..... 4 35  
Pillsbury's Best 1/4s..... 4 25  
Pillsbury's Best 1/8s..... 4 15  
Pillsbury's Best 1/16s..... 4 15  
Pillsbury's Best 1/32s..... 4 15  
Pillsbury's Best 1/64s..... 4 15  
Ball-Barnhart-Putman's Brand

Worden Grocer Co.'s Brand  
Quaker 1/2s..... 3 60  
Quaker 1/4s..... 3 60  
Quaker 1/8s..... 3 60  
Quaker 1/16s..... 3 60  
Quaker 1/32s..... 3 60  
Quaker 1/64s..... 3 60

Clark-Jewell-Well's Co.'s Brand  
Pillsbury's Best 1/2s..... 4 35  
Pillsbury's Best 1/4s..... 4 25  
Pillsbury's Best 1/8s..... 4 15  
Pillsbury's Best 1/16s..... 4 15  
Pillsbury's Best 1/32s..... 4 15  
Pillsbury's Best 1/64s..... 4 15  
Ball-Barnhart-Put

## Hardware

Regarding the Hobby of a Hardware Merchant.

Written for the Tradesman.

The hardware merchant was stacking screen doors in the dim and misty regions of the rear loft and I climbed the steep stairs, hopeful of an order and sat down on a box of window glass. The atmosphere of the place was hot and stale, and the dealer in things of iron and steel was damp with sweat and smeared with fine dust.

"I wonder if I've got to do this sort of thing all my life?" he said, pushing up the last screen door and sitting down by my side. "I work more hours a day than any farm hand and have more bosses and take less interest in what I do, and I'm getting tired of it all."

"But you've got a good business here, the best in this line in the city," I ventured, for it is wise, when you find a merchant bucking his own business, to remind him of some of the good things associated with it, and what better, in such case, than to say something about the success of it?

"Yes, I've done fairly well," he said, glancing about the well-filled loft, "but it's nothing but stoves and ranges and nails and tools from the first day of January to the thirty-first day of December, and I'd like to be myself for a few years before I die."

"I'm afraid," I said, "that you'd be lonesome out of this store. You wouldn't know what to do with yourself."

"You're away off," was the reply. "It is a mistake to suppose that all merchants are entirely absorbed in their own lines. I know a man who sells meat who knows more about electricity than half the experts. I know a man who patches shoes who has made a life-long study of military defenses and who would have made his mark in the world as a civil engineer. He is better posted in fort building than half the West Point graduates. Do you believe these men would be lonesome outside of their places of business? I should think not."

"Perhaps," I said, "you have a hobby of your own. I hope you don't feel any soul-yearnings for the newspaper business."

The merchant looked up with a quick, sly smile, and from that moment through the interview that whimsical look never left his face, so I can't really say whether he meant what he said or whether he was giving his imagination a little run.

"Oh," he said, "my hobby is idols. I thought you knew."

"Idols?" I repeated.

"Yes, idols, and especially the idols of India. I'm going to make a book about the idols of India some day."

"I wish you success," I said.

"When you study idols," he said, "you learn a whole lot about other things. For instance, are you aware that the first strike in the history of the world was over the construction of an idol? Well, it was. It came about in this way: Krishna, one of the two-and-twenty incarnations of Vishnu, went out into the woods one day to see how things were moving along, and an ignorant hunter shot him dead and left him lying under a tree, which was bad taste on the part of the hunter, who probably didn't know a god from a left-handed thumb-screw. After a few months a pious Hindu found the bones of the dead god and took them to the king of the country, who was away off in some

hot place, where it was as hard work to keep cool as it seems to be in this confounded old loft. The king washed his face and got his wise men together and sat on the bones so long that they began to crack before he could make up his mind what to do with them. You see, he wasn't exactly in his line in the bone business. But one day while standing behind the prescription case in the corner drug store, he received an inspiration from Vishnu, who somehow didn't want one of his incarnations going about the country like a jelly-fish, without any bones. The inspiration was to the effect that the king should set up the image of Juggernaut and put the bones in it.

"So the king, who seems to have been a tyrannical old brute, advertised for sealed proposals and decreed that any contractor caught giving a bribe to secure the job should have his head chopped off and, ornamented with garlands and ribbons, placed on the king's icebox to cool off. An old chap named Viswa-Karma, who held down the responsible position of architect to the gods, got the contract and undertook to complete it in a workmanlike manner on condition of being left entirely undisturbed until the resting place of the sacred bones was ready for delivery.

"But the king, who was also an impatient old granny, was awakened early one morning by his neighbor's dog barking under the window of the royal residence and, getting up, he thought he would go and look over the Juggernaut business. Then the trouble began. The independent order of idolmakers and the amalgamated order of bone secreters and the too, too affectionate order of idol scratchers all followed their walking delegates and fathers of the chapel and went on a strike. They all claimed, you see, that the king had discovered some of their secrets, and that his Royal Nibs hadn't been initiated, and the Old Harry was to pay generally. Viswa-Karma asked the king to call out the national guard and do a little shooting, but an election was shortly to be held, and the king wanted the labor union vote, so he declined. The consequence was that the contractor picketed the premises, declared a lock-out, and Juggernaut remained forever incomplete, having neither hands nor feet.

"The king, who felt like kicking himself over half his kingdom for going near the idol factory, appealed to Brahman to act as arbitrator, but Brahman declared that he had rather be a Grand Rapids base ball umpire and went off hunting. Before he went, however, he compromised matters by giving Juggernaut eyes and a soul and consecrating it in person. And this is the reason why Juggernaut has to be hauled along on a car forty-five feet high and thirty-five feet square when he goes out to his country residence. Oh, you'll find lots of reliable history in studying idols, and I think I'll have plenty to amuse and instruct myself with when I begin my book."

"I think," I said, "that we had better go downstairs. This heat seems to have gone to your head."

"We're all right here," was the reply; "besides I was just going to tell you about Ravana, who, by natural talents and strict attention to business, became one of the most disreputable gods in all Indian mythology. Were he alive now he would doubtless be running a saloon in the city of Chicago and holding down a decorated chair in the common council—probably be a boon com-

panion of Hinky Dink and Bath House John, the present aldermen."

"Don't you think it's rather warm up here?" I ventured, for I had as yet received no order, and the hardware man's intellect seemed to be drifting, to say the least.

"This suits me," was the reply. "Ravana had ten heads and twenty arms, and so would have made a good hardware clerk. In addition to this, he was quite tall, being able to reach up and stop the sun and moon in their courses. Naturally surprised by such unwarranted interference, the sun went off on a strike and the winds retired into private life. When I write my book I'm going to put Ravana on the title page, with his twenty arms outstretched and his forty hands buried in the cash register during the absence of the proprietor. I think his ten heads ought to be able

to make up a marketable lie about the shortage in the day's receipts, don't you?"

I put up my order book and began edging my way toward the head of the stairs.

"Hold on," shouted the merchant, "I was going to tell you about Hanuman, the god of the monkeys. You see—"

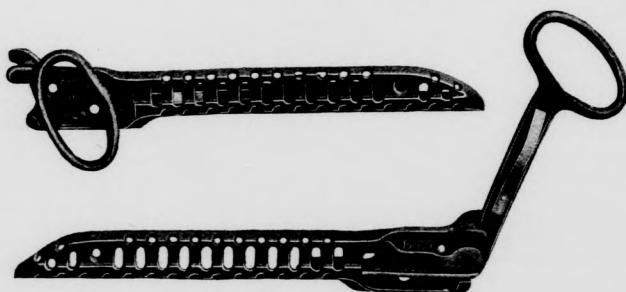
But I was too far down the stairs to hear the rest. It is my private opinion that the hardware man keeps a choice assortment of stories for drummers and advertising men, but I don't know about his capacity to hold out with stories of this kind.

Anyway, I'm going to see him when I go back over the line and note down any new fairy tales he may spring.

Alfred B. Tozer.

### Stove Carrier Attachment for

Use on Trucks



Anyone can put them on. Just the thing for use in a grocery store for carrying barrels or boxes.

Price \$1.75 a Pair.

**FOSTER, STEVENS & CO.,**  
GRAND RAPIDS, MICH.



We Make ....

**Peppermint Oil Cans**

Write for Prices.

**WM. BRUMMELER & SONS,**

**Tinware Manufacturers,**

260 South Ionia St., Grand Rapids, Mich.

**Guaranteed . . .**

**. . . Harnesses**

You can guarantee every one of our harnesses to your customers, because we guarantee them to you. No chances are taken, no risks are run, you can always have a satisfied harness customer. Our harness factory is on the top floor of our own building, in charge of the best harnessmaker in the West. We know about every piece of leather, every stitch that goes into them. Prices so low you can sell a good folding single strap harness for \$5.50. Ask for catalogue.

**BROWN & EHLER, Grand Rapids, Mich.**



**PRINTING FOR HARDWARE DEALERS** Tradesman Company  
Grand Rapids.



**Revolving Bin for Nails.**

Hardware dealers find considerable difficulty and annoyance at times in handling nails for their customers. There are so many different sizes in both varieties that when all sizes are kept in the kegs under or nearby the counter the number of the kegs litters up the store and lessens the attractiveness of arrangement. Besides this, either a scoop or the bare hands are now used in digging out the nails from the keg. Both methods are awkward and slow, often involving delay and affecting the patience of both dealer and customer.

It is suggested that a revolving bin be constructed, each one having as many compartments as the sizes of nails more commonly handled. The compartments should be large enough to hold at least half a keg of nails, and be fitted with a sliding gate or similar device at the bottom in order to permit a ready discharge of the contents into the scoop or hopper, as may be convenient. As nails are likely to clog up, it may be well to guard against this by running a rod from the top to the bottom of each compartment, with side arms on the lower end. Agitating the rod will lessen the clogging and permit a ready delivery.

The revolving bin can be made so as to be both useful and ornamental, and will find a good position on the counter or may be placed on a separate stand on the floor. The expense of making it will be slight, and it will pay for itself many times over in the saving of time it will effect. Then, too, it will be a novelty in hardware, and is bound to attract trade attention, which is one of those things that the enterprising dealer always needs, and is generally able to provide if he only goes about it in the right way. The bin here given is necessarily incomplete, but the details can be supplied by any capable mechanic.—Stoves and Hardware Reporter.

**Pleasant Words from Pleasant People.**

Traverse City Record: The Michigan Tradesman, the leading journal of the State devoted to the grocery, drug and kindred lines of trade, issued this week a special edition of 64 pages and cover. The publication contains a series of articles upon the condition of trade in various lines and matters of special interest, written by representative business men in the different lines. The articles are of considerable value, well written and timely, and the edition is one of more than ordinary interest. The paper contains fine half-tone portraits of the writers and is a very creditable edition. The features mentioned are in addition to the regular news and trade matters published weekly. One noticeable feature of the edition is that all the portraits and engravings are made on the premises in the Tradesman's own plant, which is one of the most complete in the country.

Grand Rapids Herald: The Michigan Tradesman marks the completion of its sixteenth year by issuing a handsomely illustrated special edition, containing numerous contributions on the manufacturing, trade and banking interests of the city by those prominent in the respective branches of the city's activity. The Tradesman has had a prosperous career, with still greater prosperity before it, and has done its share to promote the material welfare of Grand Rapids.

Lansing Republican: The current number of the Michigan Tradesman is the beginning of the seventeenth year. Editor E. A. Stowe celebrated the event by publishing an extra number of 64 pages, with illustrations and special articles in the particular field of the journal. The publication also greets its readers with a new dress of type. The Tradesman is unquestionably one of the best newspaper ventures in the country. The publishers have reason to be happy

over the result of their endeavors. One of the splendid features of the special number is a full page map of the independent telephone lines in Michigan—there are 30,000 in the State. The map was skillfully drawn by Miss Edna S. Wood, a rising young artist employed in the Tradesman's engraving department and a graduate of St. Mary's Academy, Monroe.

Traverse City Eagle: The Michigan Tradesman has just entered its seventeenth year of publication and marks the event by putting on an entire new dress of type. The Tradesman is the most successful journal of its kind published in the State. It has been upon the exchange list of the Eagle since its first appearance, and we have watched its steady growth and improvement with a good deal of interest. The growth and improvement of Grand Rapids has been parallel with that of the Tradesman, and can be accurately gauged thereby.

**No Bones in Cheese.**

Juvenile—Me mither sent me for a pun o' beef, an' it's to be better than the last, wi' no fat or bones in it.  
Irrascible Butcher—Go home an' tell yer mither to buy cheese!

**Aluminum Money**

Will Increase Your Business.



Cheap and Effective.  
Send for samples and prices.

**C. H. HANSON,**

44 S. Clark St., Chicago, Ill.

**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 to

L. A. ELY, Alma, Mich.



**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.

**Hardware Price Current**

| Augurs and Bits                                                                                                           |                                    |
|---------------------------------------------------------------------------------------------------------------------------|------------------------------------|
| Snell's                                                                                                                   | 70                                 |
| Jennings' genuine                                                                                                         | 25&10                              |
| Jennings' imitation                                                                                                       | 60&10                              |
| Axes                                                                                                                      |                                    |
| First Quality, S. B. Bronze                                                                                               | 6 00                               |
| First Quality, D. B. Bronze                                                                                               | 10 00                              |
| First Quality, S. B. S. Steel                                                                                             | 6 50                               |
| First Quality, D. B. Steel                                                                                                | 11 50                              |
| Barrows                                                                                                                   |                                    |
| Railroad                                                                                                                  | 14 00                              |
| Garden                                                                                                                    | 30 00                              |
| Bolts                                                                                                                     |                                    |
| Stove                                                                                                                     | 60                                 |
| Carriage, new list                                                                                                        | 50                                 |
| Plow                                                                                                                      | 50                                 |
| Buckets                                                                                                                   |                                    |
| Well, plain                                                                                                               | \$3 50                             |
| Butts, Cast                                                                                                               |                                    |
| Cast Loose Pin, figured                                                                                                   | 70&10                              |
| Wrought Narrow                                                                                                            | 70&10                              |
| Cartridges                                                                                                                |                                    |
| Rim Fire                                                                                                                  | 40&10                              |
| Central Fire                                                                                                              | 20                                 |
| Chain                                                                                                                     |                                    |
| Com.                                                                                                                      | 7 1/2 c. 5-16 in. 3/4 in. 1/2 in.  |
| BB                                                                                                                        | 8 1/2 c. 7/8 in. 1 in. 5/8 in.     |
| BBB                                                                                                                       | 9 1/2 c. 1 in. 1 1/8 in. 1 1/4 in. |
| Crowbars                                                                                                                  |                                    |
| Cast Steel, per lb.                                                                                                       | 5                                  |
| Caps                                                                                                                      |                                    |
| Ely's 1-10, per m.                                                                                                        | 65                                 |
| Hick's C. F., per m.                                                                                                      | 55                                 |
| G. D., per m.                                                                                                             | 45                                 |
| Musket, per m.                                                                                                            | 75                                 |
| Chisels                                                                                                                   |                                    |
| Socket Firmer                                                                                                             | 70                                 |
| Socket Framing                                                                                                            | 70                                 |
| Socket Corner                                                                                                             | 70                                 |
| Socket Slicks                                                                                                             | 70                                 |
| Elbows                                                                                                                    |                                    |
| Com. 4 piece, 6 in., per doz.                                                                                             | net 65                             |
| Adjustable                                                                                                                | 1 25                               |
| Expansive Bits                                                                                                            |                                    |
| Clark's small, \$18; large, \$26                                                                                          | 30&10                              |
| Ives' 1, \$18; 2, \$24; 3, \$30                                                                                           | 25                                 |
| Files—New List                                                                                                            |                                    |
| New American                                                                                                              | 70&10                              |
| Nicholson's                                                                                                               | 70                                 |
| Heller's Horse Rasps                                                                                                      | 60&10                              |
| Galvanized Iron                                                                                                           |                                    |
| Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28                                                                               | 28                                 |
| List 12 13 14 15 16 17                                                                                                    | 17                                 |
| Discount, 65                                                                                                              |                                    |
| Gas Pipe                                                                                                                  |                                    |
| Black or Galvanized                                                                                                       | 40&10                              |
| Gauges                                                                                                                    |                                    |
| Stanley Rule and Level Co.'s                                                                                              | 60&10                              |
| Glass                                                                                                                     |                                    |
| Single Strength, by box                                                                                                   | dis 80&10                          |
| Double Strength, by box                                                                                                   | dis 80&10                          |
| By the Light                                                                                                              | dis 80                             |
| Hammers                                                                                                                   |                                    |
| Maydole & Co.'s, new list                                                                                                 | dis 33 1/2                         |
| Yerkes & Plumb's                                                                                                          | dis 40&10                          |
| Mason's Solid Cast Steel                                                                                                  | 30c list 70                        |
| Hinges                                                                                                                    |                                    |
| Gate, Clark's 1, 2, 3                                                                                                     | dis 60&10                          |
| Hollow Ware                                                                                                               |                                    |
| Pots                                                                                                                      | 60                                 |
| Kettles                                                                                                                   | 60                                 |
| Spiders                                                                                                                   | 60                                 |
| Horse Nails                                                                                                               |                                    |
| Au Sable                                                                                                                  | dis 40&10                          |
| Putnam                                                                                                                    | dis 5                              |
| House Furnishing Goods                                                                                                    |                                    |
| Stamped Tinware, new list                                                                                                 | 70                                 |
| Japanned Tinware                                                                                                          | 20&10                              |
| Iron                                                                                                                      |                                    |
| Bar Iron                                                                                                                  | 3 c rates                          |
| Light Band                                                                                                                | 3 1/2 c rates                      |
| Knobs—New List                                                                                                            |                                    |
| Door, mineral, jap. trimmings                                                                                             | 85                                 |
| Door, porcelain, jap. trimmings                                                                                           | 1 00                               |
| Lanterns                                                                                                                  |                                    |
| Regular 0 Tubular, Doz.                                                                                                   | 4 50                               |
| Warren, Galvanized Fount                                                                                                  | 5 50                               |
| Levels                                                                                                                    |                                    |
| Stanley Rule and Level Co.'s                                                                                              | dis 70                             |
| Mattocks                                                                                                                  |                                    |
| Adze Eye                                                                                                                  | \$17 00 dis 60                     |
| Metals—Zinc                                                                                                               |                                    |
| 600 pound casks                                                                                                           | 9                                  |
| Per pound                                                                                                                 | 9 1/2                              |
| Miscellaneous                                                                                                             |                                    |
| Bird Cages                                                                                                                | 40                                 |
| Pumps, Cisterne                                                                                                           | 70                                 |
| Screws, New List                                                                                                          | 80                                 |
| Casters, Bed and Plate                                                                                                    | 50&10&10                           |
| Dampers, American                                                                                                         | 50                                 |
| Molasses Gates                                                                                                            |                                    |
| Stebbins' Pattern                                                                                                         | 60&10                              |
| Enterprise, self-measuring                                                                                                | 30                                 |
| Pans                                                                                                                      |                                    |
| Fry, Acme                                                                                                                 | 60&10&10                           |
| Common, polished                                                                                                          | 70&5                               |
| Patent Planished Iron                                                                                                     |                                    |
| "A" Wood's patent planished, Nos. 24 to 27                                                                                | 10 20                              |
| "B" Wood's patent planished, Nos. 25 to 27                                                                                | 9 20                               |
| Broken packages 1/2 per pound extra.                                                                                      |                                    |
| Planes                                                                                                                    |                                    |
| Ohio Tool Co.'s, fancy                                                                                                    | 50                                 |
| Selota Bench                                                                                                              | 60                                 |
| Sandusky Tool Co.'s, fancy                                                                                                | 50                                 |
| Bench, first quality                                                                                                      | 50                                 |
| Nails                                                                                                                     |                                    |
| Advance over base, on both Steel and Wire.                                                                                |                                    |
| Steel nails, base                                                                                                         | 3 10                               |
| Wire nails, base                                                                                                          | 3 20                               |
| 20 to 60 advance                                                                                                          | Base                               |
| 10 to 16 advance                                                                                                          | 05                                 |
| 8 advance                                                                                                                 | 10                                 |
| 6 advance                                                                                                                 | 20                                 |
| 4 advance                                                                                                                 | 30                                 |
| 3 advance                                                                                                                 | 45                                 |
| 2 advance                                                                                                                 | 70                                 |
| Fine 3 advance                                                                                                            | 70                                 |
| Casing 10 advance                                                                                                         | 15                                 |
| Casing 8 advance                                                                                                          | 25                                 |
| Casing 6 advance                                                                                                          | 35                                 |
| Finish 10 advance                                                                                                         | 25                                 |
| Finish 8 advance                                                                                                          | 35                                 |
| Finish 6 advance                                                                                                          | 45                                 |
| Barrel 1/2 advance                                                                                                        | 85                                 |
| Rivets                                                                                                                    |                                    |
| Iron and Tinned                                                                                                           | 60                                 |
| Copper Rivets and Burs                                                                                                    | 45                                 |
| Roofing Plates                                                                                                            |                                    |
| 14x20 IC, Charcoal, Dean                                                                                                  | 5 50                               |
| 14x20 IX, Charcoal, Dean                                                                                                  | 6 50                               |
| 20x28 IC, Charcoal, Dean                                                                                                  | 11 00                              |
| 14x20 IC, Charcoal, Alloway Grade                                                                                         | 5 00                               |
| 14x20 IX, Charcoal, Alloway Grade                                                                                         | 6 00                               |
| 20x28 IC, Charcoal, Alloway Grade                                                                                         | 10 00                              |
| 20x28 IX, Charcoal, Alloway Grade                                                                                         | 12 00                              |
| Ropes                                                                                                                     |                                    |
| Sisal, 1/2 inch and larger                                                                                                | 12                                 |
| Manilla                                                                                                                   | 13 1/4                             |
| Sand Paper                                                                                                                |                                    |
| List acct. 19, '86                                                                                                        | dis 50                             |
| Sash Weights                                                                                                              |                                    |
| Solid Eyes, per ton                                                                                                       | 20 00                              |
| Sheet Iron                                                                                                                |                                    |
| com. smooth                                                                                                               | com.                               |
| Nos. 10 to 14                                                                                                             | \$3 20 \$3 00                      |
| Nos. 15 to 17                                                                                                             | 3 20 3 00                          |
| Nos. 18 to 21                                                                                                             | 3 30 3 20                          |
| Nos. 22 to 24                                                                                                             | 3 40 3 30                          |
| Nos. 25 to 26                                                                                                             | 3 50 3 40                          |
| No. 27                                                                                                                    | 3 60 3 50                          |
| All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.                                             |                                    |
| Shells—Loaded                                                                                                             |                                    |
| Loaded with Black Powder                                                                                                  | dis 40&5                           |
| Loaded with Nitro Powder                                                                                                  | dis 40&10                          |
| Shot                                                                                                                      |                                    |
| Drop                                                                                                                      | 1 45                               |
| B B and Buck                                                                                                              | 1 70                               |
| Shovels and Spades                                                                                                        |                                    |
| First Grade, Doz.                                                                                                         | 8 10                               |
| Second Grade, Doz.                                                                                                        | 7 50                               |
| Solder                                                                                                                    |                                    |
| 1/2 lb. 20                                                                                                                | 20                                 |
| The prices of the many other qualities of solder in the market indicated by private brands vary according to composition. |                                    |
| Squares                                                                                                                   |                                    |
| Steel and Iron                                                                                                            | 70&10                              |
| Tin—Melyn Grade                                                                                                           |                                    |
| 10x14 IC, Charcoal                                                                                                        | \$ 7 55                            |
| 14x20 IC, Charcoal                                                                                                        | 7 50                               |
| 20x14 IX, Charcoal                                                                                                        | 8 50                               |
| Each additional X on this grade, \$1.25.                                                                                  |                                    |
| Tin—Alloway Grade                                                                                                         |                                    |
| 10x14 IC, Charcoal                                                                                                        | 6 25                               |
| 14x20 IC, Charcoal                                                                                                        | 6 25                               |
| 10x14 IX, Charcoal                                                                                                        | 7 50                               |
| 14x20 IX, Charcoal                                                                                                        | 7 50                               |
| Each additional X on this grade, \$1.50                                                                                   |                                    |
| Boiler Size Tin Plate                                                                                                     |                                    |
| 14x56 IX, for No. 8 Boilers, 1/2 per pound                                                                                | 10                                 |
| 14x56 IX, for No. 9 Boilers, 1/2 per pound                                                                                |                                    |
| Traps                                                                                                                     |                                    |
| Steel, Game                                                                                                               | 75&10                              |
| Oneida Community, Newhouse's                                                                                              | 50                                 |
| Oneida Community, Hawley & Norton's                                                                                       | 70&10                              |
| Mouse, choker, per doz.                                                                                                   | 15                                 |
| Mouse, delusion, per doz.                                                                                                 | 1 25                               |
| Wire                                                                                                                      |                                    |
| Bright Market                                                                                                             | 60                                 |
| Annealed Market                                                                                                           | 60                                 |
| Coppered Market                                                                                                           | 50&10                              |
| Tinned Market                                                                                                             | 50&10                              |
| Coppered Spring Steel                                                                                                     | 45                                 |
| Barbed Fence, Galvanized                                                                                                  | 3 85                               |
| Barbed Fence, Painted                                                                                                     | 3 70                               |
| Wire Goods                                                                                                                |                                    |
| Bright                                                                                                                    | 75                                 |
| Screw Eyes                                                                                                                | 75                                 |
| Hooks                                                                                                                     | 75                                 |
| Gate Hooks and Eyes                                                                                                       | 75                                 |
| Wrenches                                                                                                                  |                                    |
| Baxter's Adjustable, Nicked                                                                                               | 30                                 |
| Coe's Genuine                                                                                                             | 30&10                              |
| Coe's Patent Agricultural, Wrought                                                                                        | 70&10                              |

**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.

50  
cents



## RANDOM REFLECTIONS.

Good manners are not infrequently commended on the same ground that honesty is advised—because it is the best policy. But would politeness or probity be permanently adhered to from such a motive? Would not the man who is civil merely for the benefit that might inure to himself, and the man who is honest for the same reason, be likely to relapse into a boor or a thief under provocation or temptation?

\* \* \*

That a man is honest is usually because he has been born into the world with the qualities and ingredients of an upright man. That he possesses good manners is largely the result of the same conditions. A man not naturally honest may continue through life without any serious lapses, it is true. That might happen from a lack of opportunity. That really ill-bred people may go through life without displaying strikingly bad manners is possible from their chancing to pass their days in the society of their equals and superiors against whom they dare not offend. The true metal is found in the honest man who does not wish to commit wrong, and in the well-bred man or woman to whom it is as natural to behave courteously as it is to breathe. To be upright and well-bred in the highest sense is the result of an honest and good heart.

\* \* \*

A man without a good heart may learn to affect the ways, the words, the bearing of a gentleman—for bears have been taught to dance—but the real gentleman is so because of the good gift of God. This gift, it may be remarked, is not limited to any class or condition of men. It is not a matter of clothes or uniforms or of long descent or office or station. It is true that there is a code of actions, very much the same in all civilized countries, defined as polite or impolite. Real gentlemen conform to these regulations not because of their importance in themselves, but because they have been agreed upon and violations are apt to cause disturbance and unhappiness. A gentleman uses his fork in eating because it is convenient and because the sight of his knife flashing around his mouth and throat might make his table companion nervous. At the bottom of all civility is consideration for the feelings of others.

\* \* \*

Without wishing to discourage any of the good wishes and aspirations which come, like light and passing showers in the desert, into the most selfish of lives, it is still a duty to say that, where there is no gentlemanly or ladylike tendency, where the seed of instruction does not at first fall on good ground, there is little to hope. On the other hand, where there exists the true born gentleman, the real lady, made such by the possession of the gift of the heart of gold, neither riches nor poverty, nor good fortune nor ill, nor high nor low estate, nor heights nor depths, nor principalities nor powers, nor any such thing, can hide that innate courtesy that wells forth as does the wayside spring for all who pass by.

\* \* \*

It is not to be presumed that there is no good in the world outside of the class here described. There is no doubt that the world has been greatly benefited by the good deeds of the most disagreeable of human beings. Wrongs have been redressed by strong but shapeless and uncouth hands. Yet one star differeth from another star in glory, and as long as the world is capable of appreciating its blessings it will regard with affec-

tion the name gentleman, which means all of gentleness and all of manliness. It is not to be supposed that all men will attain to this high place. Many would not care to try. Yet it is the figure set up in the eyes of the world. It has been an inspiration in every age. It is a title that never becomes extinct. Happy is he who truly and rightfully wears it.

\* \* \*

A study of men and women shows there are many hungering and thirsting after fame who never get it. This is the age of yearnings. Few of our dreams will ever be realized. The happiest experiences will just come short of satisfying our expectations. There are people who laugh and jeer at the books which nobody reads, the pictures which nobody will buy. They have been worked at honestly, perhaps. Often the efforts of men and women have their pathetic side. They represent the endeavor to win bread and sustenance for loved ones who can not help themselves. They do not deserve scorn, at least. There are those who say they might have been famous if they had but had a chance.

\* \* \*

What about those whose motive is not to gain human praise—a consecrated effort? Yet such do not escape observation—an older brother who has given up the desire of his life and pursues a dull, uncongenial life year after year to serve others; has denied himself; settled down upon the little farm that his widowed mother might be spared the drudgery, that the younger brothers might be helped to a better start in life, the sisters be sent to school. The value of such heroism can not be estimated. Yet, having known the boy, then the man, his boyish desire to be a scholar—a lawyer—and to feel that he had the making in him of such, yet to yield it all for duty's sake. Is this distinction? This is an example of flesh and blood, not an imaginary instance.

\* \* \*

A young daughter who remains in the old home to care for the aged parents; the others have all flown from the home nest one by one. She is left alone with the old mother and father. She has put aside all thought of marriage and tried as best she could to give up all yearnings for a home of her own, despite the pleadings of one whom she has loved from girlhood, to tend with loving, gentle hands as no stranger could the infirmities of old age. To bear with it and to do all this cheerfully, believing it to be one's duty, is to win distinction. If there is one thing more than another that will help the individual life to be happier it is to settle down to the determination to bear cheerfully and philosophically whatever comes to us.

## The Produce Market.

Apples—Choice fruit, either fall or winter varieties, commands \$2@2.25 per bbl. Cooking stock runs from \$1.50@1.75.

Beans—The threshing season has begun, but has not progressed far enough to enable handlers to form a conclusion as to the ultimate outcome of the yield.

Beets—25@30c per bu.

Butter—Factory creamery has advanced another 1c and is strong at 22c. Dairy grades are very scarce and hard to get. Fancy readily commands 17c, but a large proportion of the receipts grade about 13c. Local dealers are beginning to withdraw their supplies from cold storage, in the absence of which the price would go skyward.

Cabbage—35@40c per doz.

Carrots—30@35c per bu.

Cauliflower—\$1@1.25 per doz.

Celery—12@15c per doz. bunches.

Crab Apples—The market has sus-

tained a sharp advance during the past week, good stock readily commanding 90c@81c per bu.

Cranberries—\$2@2.25 per bu.

Cucumbers—Pickling stock is in active demand at 20@25c per hundred. Large stock commands 50c per bu.

Eggs—Local handlers pay 13@13½c, case count, holding candled stock at 14@14½c. The loss off varies from three dozen to the case to nothing. Brice & Co. received a consignment of nine cases from Shelby this week in which there was but one poor egg. The weather is favorable and, with the Eastern market booming, there is likely to be no downward movement for some time to come.

Grapes—Wordens and Concord commands 8@9c for 4 lb. baskets and 10@12c for 8 lb. baskets. Niagaras are held at 10c for 4 lb. baskets. Delawares are so scarce that they readily command 25c per 4 lb. baskets.

Honey—White clover is held at 15c. Dark amber commands 10@12c.

Live Poultry—The market is recovering from the summer dullness and is taking on a more active appearance. 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 not wanted at any price—too strong, the dealers say. 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 cantaloupes have advanced to 75c per doz. Rockys command 75c per bu.

Onions—50@55c per bu. for dry stock. Peaches—Chilis are coming in in small quantities and are quickly grabbed up on the basis of \$2@2.50 per bu.

Pears—All choice varieties have advanced to \$1.75@2 per bu. Small varieties readily command \$1.50 per bu.

Peppers—75c per bu. Plums—All varieties are higher and the market is strong. Lombards have advanced to \$1.40 per bu. Blue plums command \$1.75@2 per bu. Purple plums are entirely out of market.

Potatoes—The recent rains and the cool weather which has prevailed for the past week are helping the crop of late potatoes very materially. Local dealers hold early potatoes at 35@40c per bu., around which figure the price is likely to remain until late potatoes become a factor in the situation.

Squash—Home grown command 1½c per lb.

Sweet Corn—7c per doz. for Evergreen.

Sweet Potatoes—\$2.25 per bbl. for Baltimore Jerseys and \$2 for Virginia.

Turnips—\$1 per bbl.

Tomatoes—The cracking which ensued as the result of the recent rains has stopped and the crop now being marketed is coming in in splendid shape, commanding 40@50c per bu.

Watermelons—Home grown command 10@12c. Indiana stock is entirely out of market.

## 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—GOOD LOCATION IN CENTRAL Michigan for opening a bakery. Address No. 71, care Michigan Tradesman. 71

WANTED—EXPERIENCED SALESMAN for dry goods store. References required. Address I. Jay Cummings, Paw Paw, Mich. 70

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—SMALL MANUFACTURING concern, holding patent on an article that has proved a success, desires to interest party with \$1,500 to \$2,000. Reasons for selling, ill health of managing partner and lack of working capital. Address Keyes, Davis & Co., Battle Creek, Mich. 73

WANTED—TO BUY STOCK OF GENERAL Merchandise in the country, in Central Michigan, invoicing from \$800 to \$1,200. M. Stimson, Hadley, Mich. 62

TO RENT—ONE OR TWO BRICK STORES with deep cellars, 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 hutches, 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 34, 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

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 SHAFTHING, 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. 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.

SITUATION WANTED BY REGISTERED pharmacist of eight years' experience. Address C. L. Smith, Gallien, Mich. 72

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







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.



## 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

## 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.**