

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

\$1 PER YEAR

Volume XVII.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 20, 1899.

Number 835

Send
Us
an
Order
for
a
Sample
Package
Now



No. 800 Lamp.
Has 7-inch Shade. No. 2
Sun Burner and Chimney.
The embossed parts are
pretty tinted and gold
traced.

No. 800 Lamp

Also sold
in
Solid Packages
of
each kind.



No. 811 Lamp

No. 803 Lamp.
Has 7 1/2-inch Globe, No.
2 Sun Burner and Chimney.
The Globe and Body of
Lamp are decorated in
Dresden style with buds
and leaves.



No. 803 Lamp

No. 811 Lamp.
With No. 2 Center Draft
Burner 10-inch Dome
Shade decorated to match
body of Lamp with flowers
and leaves. Gold illu-
minated.

No. 812 Lamp.
With 8-inch Globe, dec-
orated with flowers and
leaves and gold traced.
Has No. 2 Center Draft
Burner and Chimney



No. 812 Lamp

OUR "SAMPLE ASSORTMENT."

1899 Assortment of Decorated

PARLOR LAMPS.

Just the package for a "Sample
Assortment" to give an idea of the styles
we carry, or for a dealer who has sale for
only a few Lamps, and who desires a
variety.

The Assortment consists of two each
of styles shown with "Flat Wick" Burners,
and one each with "Center Draft" Burners.

No Two Lamps Alike.

Complete.	
2 only, No. 800—Lamps	\$1.20 \$2.40
2 " " 803— " "	1.70 3.40
2 " " 805— " "	2.00 4.00
2 " " 808— " "	2.50 5.00
1 " " 811— " "	3.30 3.30
1 " " 812— " "	3.50 3.50
1 " " 816— " "	4.00 4.00
1 " " 817— " "	5.00 5.00

Less discount. \$30.60

Package no charge.

Packed Complete with Chimneys.

Write for
Catalogue.

Special Discount 50 per cent.

No. 808 Lamp.

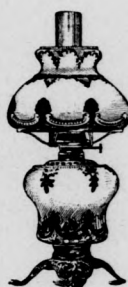
A large sized Lamp with
10-inch Dome Shade. No.
3 Climax Burner and
Chimney. Shade and
Lamp decorated with
flowers and leaves.



No. 808 Lamp

No. 805 Lamp.

With 10-inch Moulded
Shade. Very prettily tint-
ed and gold traced on em-
bossed parts. Has Climax
Burner and Chimney.



No. 805 Lamp

No. 816 Lamp.

An ideal Lamp for
library or sitting room.
The shade reflects the light
on book. Has 10-inch
Shade, nicely decorated to
match body of Lamp. No.
2 Royal Center Draft Bur-
ner and Chimney



No. 816 Lamp

No. 817 Lamp.

With large size 9-inch
Globe, richly decorated to
match Body of Lamp. Has
No. 2 Royal Center Draft
Burner



No. 817 Lamp

A
Small
Assort-
ment
of
Swell
Up
to Date
Lamps

We sell to
dealers only

Burley & Tyrrell

42-44 Lake Street,
Chicago.

Say, Mr. Dealer, you'd

BETTER HOLD YOUR ORDERS

until one of our salesmen calls on you or mail them direct to us.
It will be

MONEY IN YOUR POCKET

to do so. We have the finest and most complete line of popular
cigars, stogies, cheroots, cigarettes, etc., in this section of
the country and

IT WILL PAY YOU

to handle them.

PHELPS, BRACE & CO., DETROIT, MICH.
LARGEST CIGAR DEALERS IN THE MIDDLE WEST.
F. E. BUSHMAN, MANAGER.

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.

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



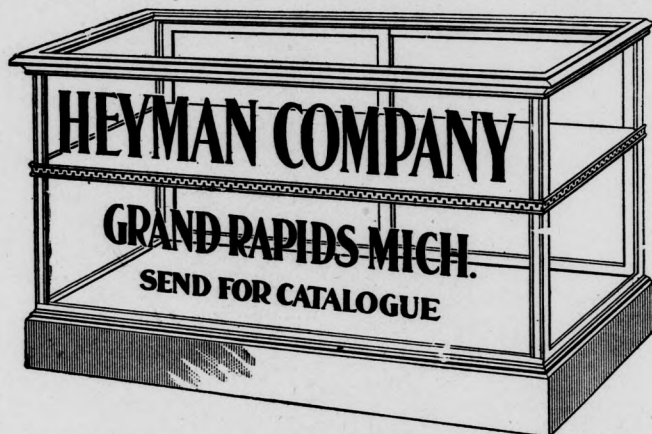
This Will Benefit YOU

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

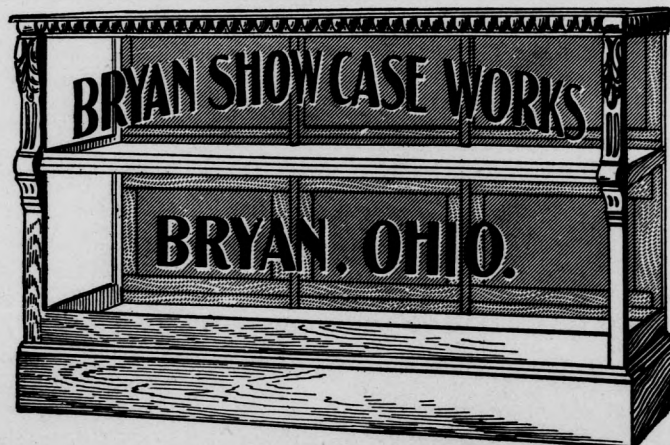
Sell the salt that's all salt and give your customers the means by which they can learn to make gilt-edge butter and furnish them with the finest and *most profitable* salt to put in it.

DIAMOND CRYSTAL SALT CO., St Clair, Mich.



This Showcase only \$4.00 per foot.

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



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

MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, SEPTEMBER 20, 1899.

Number 835



Investigate our system before placing your collections.

Take a Receipt for Everything

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

BARLOW BROS.,
GRAND RAPIDS, MICHIGAN.

OLDEST MOST RELIABLE ALWAYS ONE PRICE

Wholesale Clothing Manufacturers in the city of ROCHESTER, N. Y. are KOLB & SON. Only house making strictly all wool Kersey Overcoats, guaranteed, at \$5. Mail orders will receive prompt attention. Write our Michigan representative, Wm. Connor, Box 346, Marshall, Mich., to call on you, or meet him at Sweet's Hotel, Grand Rapids, Sept. 25 to 30 inclusive. Customers' expenses allowed. Prices, quality and fit guaranteed.

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 06
Losses Adjusted and Unpaid.....	None
Total Death Losses Paid to Date.....	51,061 00
Total Guarantee Deposits Paid to Beneficiaries.....	1,630 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.

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

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdicombe 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.

- Page.
- Dry Goods.
- Now and Then.
- Around the State.
- Grand Rapids Gossip.
- Store Lighting.
- Getting the People.
- Editorial.
- Editorial.
- Michigan Produce Shippers' Ass'n.
- Gotham Gossip.
- Shoes and Leather.
- No Carnival for Him.
- Grocery Show Window.
- Woman's World.
- Commercial Travelers.
- Drugs and Chemicals.
- Drug Price Current.
- Grocery Price Current.
- Grocery Price Current.
- Hardware.
- Trust Talk.
- Hardware Price Current.
- The Grocery Market.
- Business Wants.

Must Be the Concentration of Strength.

There can be to-day, in my opinion, no large business successfully conducted without the assistance, the magnetic power and influence of the salesman, who is a power in the land to-day; he is a different power from what he was twenty-five years ago; different element; he is a representative man as well as a salesman; he is required to practice diplomacy, as well as have ability in the sale of goods; he always has had the reputation of being one who thought well of himself and it is well it is so, as my experience is that a salesman who does not think well of himself and does not have full belief in his house or what he can do for them, is not a success. In these days, when life is not one "grand, sweet song," but rather a life of earnest work instead, if we succeed, it might be well to pause a moment and think if we can not make out of this earnest life one which will be as sweet as the one we hear spoken of as the sweet song of idleness. We have all learned that in the round of human activity there is a law of compensation and equilibrium, and that it works with equal force and certainty in money making enterprises as in the solar system. Those who live and strive with only a sordid and selfish aim, and without principle or other aim, end their career in miserable failure. The Golden Rule has just as much a place in business as in the carrying out of the precepts laid down by our Saviour in the decalogue, and is the motive power in the field of human endeavor.

It is estimated that there are now fully half a million traveling salesmen employed in the United States, distributing in expenses annually five hundred million, with an equal sum earned as salaries. The salesman's occupation has assumed the dignity of a profession. The successful salesman must be the concentration of strength. He must know when to strike and how to get his material in position to strike, and should be never relaxing in his vigilance. The salesman, as a rule, is interested in maximum sales. The credit man is interested, as well, in maximum sales, but also in minimum losses. There are very many salesmen whose judgment and advice are worth accepting in conjunction with any credit man's judgment in granting of credits.

There was a time when it used to be said that a salesman had no more use for truth than the tom cat had for a marriage license. This is a wide and sweeping statement, and to-day can not be maintained.

I believe the majority of salesmen are honest; that their integrity is unquestioned; that they are anxious to promote the interest of the house that employs them; I believe, however, that their enthusiasm sometimes gets the better of their judgment, and in a case of this kind the credit man is obliged to decide according to his best lights in the case; sometimes, no doubt, he decides according to a bad liver.

I believe that criticism of a house on the part of salesmen is to be invited, and that a meeting of salesmen, not only of this kind, but meetings weekly or monthly at place of business where they can criticize methods, goods, or point out where, in their judgment, improvement can be made to the satisfaction of the trade and benefit of the business, are very desirable. T. M. Brown.

Special Features of the Morning Market.

The unusually high levels of values maintained through the season for most products, with the steady demand, keep the attendance nearer the largest than is usual so late in the season. This condition may be also influenced by the fact that there is naturally a rush both in selling and buying when the first frosts appear. Whatever the cause there has been an exceptionally long season of the most active business.

The most marked contrast of values is in the prices obtained for peaches. Of these larger quantities are making their appearance than seemed probable earlier in the season, yet there are not enough to bring the price below fancy figures, ranging from \$2.50 to \$3. The varieties represented are most of the leading ones, locality having more to do with the survival of the fruit than hardness of the different kinds. Thus many of the largest growers in the less favored localities have scarcely a peach, but the few favored ones, while the yield is small, get enough for them to make their returns compare favorably with other years.

Offerings of the hardier fruits continue in considerable abundance, but the extreme variation in qualities shows that everything is being marketed. Prices vary as to quality, but, on the whole, both are good. The extreme scarcity of peaches engages the attention from the actual scarcity of the other large fruits, which are less in yield than for many years past. This condition will, doubtless, make a scarcity in the cider yield.

Grapes are in sufficient abundance to supply all demand, but not so as to surfeit the market to the extent of former years; indeed, there is no fruit that can now be accounted a drug.

All the conditions of a healthy vegetable market seem to be in steady operation. Supplies are plentiful and are met by a strong demand; indeed, this promises to be an exceptional year for the market gardeners, so largely represented by the Holland element.

Colored Oleomargarine May Now Be Sold in this State.

The Supreme Court has knocked out the principal portion of the law of 1897 which purported to be a law "to prevent adulteration, fraud and deception in the manufacture and sale of articles of food and drink," but which in reality made it a criminal offense for a dealer to sell oleomargarine colored to resemble butter. The Court held that the title to the act was not broad enough to comply with the constitution provision that an act shall have but one object, which shall be expressed in its title.

The case was one commenced by Food Commissioner Grosvenor against Casper Rinsey, a grocer at Ann Arbor, for selling colored oleomargarine. Justice Duffy refused to entertain the complaint, and the Circuit Court declined to issue a mandamus to compel him to do so. The case came to the Supreme Court by certiorari, and the position of the justice of the peace and circuit judge is sustained.

It was shown that there was no fraud in the sale of the oleomargarine or any deception, the oleomargarine being sold for oleomargarine. It was not urged that the offense comes within the words fraud or deceit or that the coloring matter was deleterious.

The Court says the question to be determined is whether the title of the act is broad enough to include the sale complained of. The Court says: "Would any person reading the title to the bill in the legislative journals or elsewhere suppose that the bill would make criminal an act which in itself was entirely harmless, honest, innocent, and contained no element of wrong-doing? Or that it would change the well-known definition of a word (the word adulteration) so as to include within it things which were in no sense akin to it, and which could be included only by the most arbitrary legislative enactments? Would a manufacturer or dealer in butter or oleomargarine be notified by the title that the harmless coloring of butter was not only to be prohibited, but to be punished by fine or imprisonment or both? There can be but one answer to these questions. When the Legislature attempts to change definitions and to make acts criminal which per se are innocent there must be something in the title to show such purpose or object. It follows that this part of the act is void."

The Court says that it is unnecessary to discuss the other questions raised as to the constitutionality of the law.

Calamity? There is no such word in the bright lexicon of Kansas this year. From the Missouri to the Colorado line everybody is talking corn and feeling good. The discordant notes are so few and far between that they pass for jokes. One lonesome calamity howler recently stood silent in a crowd of enthusiastic corn talkers until the time came when he must say something, and then he commented thus: "Yes, boys, it is a whaling big crop and no mistake. But I tell you it is going to be hell on the ground."

Dry Goods

The Dry Goods Market.

Staple Cottons—Ducks show a fair demand, and prices are firm. Wide sheetings are extremely firm, and advances have been made on some lines during the past week. Denims are hard to find, and consequently firm, while ticks show an average request without changing the price.

Prints—The situation in printed calicoes has not been changed to any extent during the past week. They are not in as good condition as other lines of cottons, and the demand is very uneven. Jobbers are inclined to express dissatisfaction in regard to these lines. Five-cent grades are as a rule only in fair condition; the lower grades are wanted more generally, and higher grades are quiet. The more staple prints show a fairly good demand, and blacks and whites and gray are good sellers, while a moderate business is also coming to hand for turkey reds, indigo blues, chocolates, etc. Shirting prints are quiet. Percales are in very good request, and wide sheetings are selling well.

Ginghams—Good dark dress ginghams are very scarce in the market, and fine grades in light colors have sold well. Napped fabrics, both printed and woven, are well sold up in dark work and prices are easily maintained.

Dress Goods—The dress goods market is in such a lively condition at the present time that jobbers hardly know where they stand. Prices have been advancing so rapidly that when a piece of goods which is in popular favor is shown to a buyer, the price quoted is higher than for the same fabric at the last time it was shown. The great demand is for rough face fabrics, and the buyers can not find enough of them. Fancy backed goods are also in enormous request, but the mills are not anxious to take orders for these lines except where they have to, the reason being that they are practically double pieces of cloth, but the prices on them are far from double that for a single fabric. Nevertheless, these goods must be had, and the mills must make them. So large a business is being accomplished in fall dress goods that agents have given very little attention to spring lines. The jobbers report an excellent business for fall, which continues without change up to the present time. Crepons, homespun, fancy backs, plaids and venetians, chevrons, as well as the staple lines of serges and broadcloths, have found excellent business. There is considerable question as to what will be popular for spring, but taking past years into consideration, it is safe to predict that the same thing will be wanted to the first of the spring season that is wanted in the last of the fall season, at least goods of the same nature.

Hosiery—Embroidered clocks in all colors and many fanciful effects promise to be sold in large quantities. The domestic manufacturers are doing splendidly with the lower grades of hosiery, and some fancies that are sold at a price which will allow them to be retailed at 25c a pair are very sightly and in excellent taste. Seamless hosiery is taking a most enviable position in the knit goods industry, and is showing strong competition with foreign makes. The demand for better grades is becoming more prominent each season.

Carpets—The carpet manufacturers continue to experience a season of un-

precedented activity. They realize that this is a good time to demand higher prices, and with this in view another advance of 2½c per yard on all wool extra super and C. C. ingrains has been announced, to take effect October 1. There is a very large amount of old business to be cleared up by the average ingrain manufacturer before he will be in a position to receive duplicate orders or commence the preparation of his samples for next season. In the meantime the large jobbers who placed orders early have sold out to the retailers much earlier than expected, and are now eager to place more orders at old prices. It is true that some ingrain manufacturers have not previously advanced prices, and during this month will no doubt accept a limited number of orders previous to advances next month, while others who have advanced prices previously are determined not to take any duplicates unless they obtain the 2½c advance this month, with the prospect of a still further increase in prices later on before the close of this season.

Straw Matting—The trade has been large and very satisfactory to the average dealer, much more than last year, as the surplus mattings imported free under the Wilson bill were affecting the market, and forced prices to a lower level. With the market free of these cheap goods, the demand will come on the goods which will net them a larger profit.

The Old Folks at Home.

One of the little tragedies of life whose pathos we never realize until it grips our own heartstrings is the flight of the boys and girls from the home nest, and the breaking up of the family circle. Of course, one knows from the beginning that such an end is inevitable. The time is bound to come when the little children about one's knees cease to be children, and become men and women, with all of men's and women's needs and desires—when they must go out into the world and do their allotted work, and make new ties and homes for themselves. It is best for them and happiest for them that they should, but, oh! the old home is lonesome when they are gone, when there is no more rollicking laughter, no strumming on the old piano, no more coming and going of young people.

The girls are all married and live far away, and the boys are in business in this city and that. The table that used to reach almost the whole length of the dining-room has been drawn up, and drawn up, until now it is only long enough for the two old people, and mother never looks across it at father without a quick rush of tears to her eyes and a little choking of the throat, thinking of the empty chairs that are ranged so stiff against the wall, with nobody to use them now. It is almost like when she and father were married and first went to housekeeping, only they were young then, too, and life was all before them, and the world was rosy with hope, and every day was filled brimful of fresh interests. It is different now. They have lived so long for their children that they have ceased to have any other pleasure, and are too old to make new interests, and now the children have gone and left them.

But what of the children? Ah, they seldom realize how it is with the old folks at home. They are so busy with their own affairs they have scarcely time to send even a vagrant thought after the

patient old people waiting, waiting for a message from the ones in whom all the interest and happiness of their lives are bound up. Mary is absorbed in her children, Julia is taken up with society and clubs. John and Tom are in the thick of the fight for money and position. Their own lives are so crowded with events that they forget how long and how lonely the days may be for the old parents left behind in the little village or the old farmhouse.

Women cling more closely to family ties than men do, and it is seldom that a woman becomes so alienated from her people as not to write occasionally, but it is a melancholy fact that there are thousands of men who practically never write home at all. It always seems to a man that he has offered a satisfactory excuse for any kind of negligence when he says he is busy, but he never stops to think when he makes that apology for not writing to his mother that in all his life she was never too busy or too tired to wait upon him, and love him, and serve him. Sometimes he compromises with his conscience by having his wife write, or the children write. It is a pitiful subterfuge, and only God can know how the old mother's heart aches for a sight of the face she has pillowed on her bosom, but that is so indifferent and negligent now, or how she wearies looking for the letter that never comes. Alas, for the black ingratitude of life, he has forgotten the old folks at home.

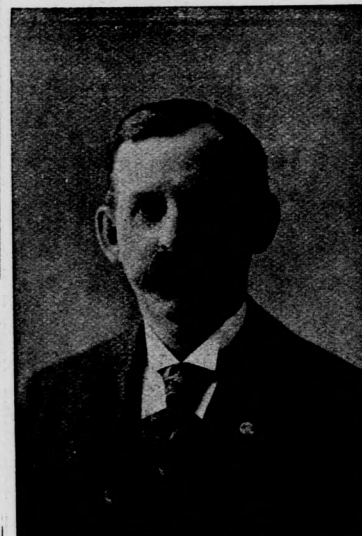
Cora Stowell.

Quite Contented.

"Don't it make you feel a little blue to find yourself getting old?" enquired the strictly fresh egg of the somewhat doubtful one.

"No, it doesn't," replied the latter; "when I get a little older I'm going on the stage."

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.

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.

Come to the State Fair

And make our store your headquarters. Our salesmen will be in all next week and will be pleased to show you the most complete line of Dry Goods in the State.

P. STEKETEE & SONS.
Wholesale Dry Goods, Grand Rapids, Mich.

THEN AND NOW.

No Use for the Clothier Fifty Years Ago.
Written for the Tradesman.

In a former communication I told how the family used to be shod in the olden days, of the coarse and durable shoes they used to wear and the curious custom of having them made up by the local shoemaker in the homes of the country people. This reminded me of the more serious and important—because more expensive—matter of clothing the whole family for the rigors of winter, which became of deep solicitude to the frugal housewife, and the methods were as laborious and quaint as in the furnishing of the footwear.

The process of preparing the yarn and knitting the socks and stockings for the family was first in importance. Comparatively few stockings of any kind for young or old were bought at the stores; they were knit at home with knitting needles, the click of which through memory's charm still lingers in my ears. Men's and boys' socks were made of a mixture of black and white sheep's wool in about equal proportions, pulled together and carded by hand into flattened rolls ready for the old-fashioned spinning wheel, whose droning buzz was the lullaby of many a future statesman. Women's and girls' stockings were made of finer wool spun into finer yarn and, if desired, dyed at home either black, blue or red. Tints or shades of coloring were beyond the family art. To be an expert with the use of knitting needles, in those days, was regarded a polite accomplishment for a young lady, as well as an indispensable requisite to her future usefulness as wife and mother. The mother who neglected to teach her daughter the art of knitting would be thought lacking in an important duty. Alas that knitting should so soon be numbered among the lost arts.

The stocking yarn all spun and twisted into skeins, was ready for the lengthening fall evenings, when click of the knitting needles kept time to the droning of some member of the family who read the weekly newspaper, the solitary literary visitor to the country home.

The yarn prepared for stockings, the thrifty housewife's labors were but just begun. Then came cleansing of the wool that was to be sent to the carding machine and made into rolls and then spun on the same spinning wheel, with its everlasting grind into yarn for flannel undergarments, and always a piece a full yard wide for fulling and making into cloth for men's and boys' clothing. This was sometimes mixed and spun the same as the yarn for socks. Although woven a yard in width, when full and dressed it measured about three-fourths of a yard. It was called sheep's grey cloth, but was oftener woven plain white and colored a butter-nut brown or indigo blue by the cloth dresser. Napped, sheared and pressed, it made a very handsome and durable fabric—I wish I had a suit of it now.

Then came the making up of men's and boys' clothing. All housewives were not tailors, any more than the men were shoemakers, and outside help must be called into requisition to cut and make up the needed winter supply of garments. Occasionally a wandering tailor would come along with his tape measure and shears and cut the cloth into garments to be made up in the family; but usually there was a tailor employed to do the work or boss the job, and she became one of the family as long as she was needed. This was

a time of considerable excitement among the boys, as each had his choice between a "roundabout," a short frock coat or a cutaway coat very short waisted and with narrow skirt, also quite short. I leave the reader to imagine the figure they cut, always remembering that many of the fashions of the present time will appear equally absurd when recalled a few generations hence. These itinerant tailors carried their patterns with them, and one pattern often had to be used for many shapes, which at times led to shocking misfits. As a rule they were a jolly lot, making lots of fun for boys and girls wherever they went. I call to mind one of them, who did the sewing for our family for several years. She was no imaginary line. On the contrary, she was made up of length, breadth and thickness, with a jovial disposition to match. Her hair was black and glossy as a raven's wing, her cheeks were like two immense peonies and her motto was Laugh and grow fat. She was an expert at her trade and of course was seldom out of a job. Poor Aunt Betsy, as we called her. The storms of sorrow and adversity early overtook her and her two hundred and fifty pounds of avoirdupois was laid to rest.

About the only article of men's and boys' attire that gave the housewife no concern was their hats. The manufacture of felt hats from wool or fur was a trade almost as common as the blacksmith's and every village of four or five hundred inhabitants had its hatter, who exchanged his hats for the farmers' wool which had been shorn from early lambs in September. These hats were either black, brown or drab and, being felted and all wool, were very durable.

W. S. H. Welton.

How the Sweater Ousted the Cardigan Jacket.

From the New York Tribune.

"I had a customer for cardigan jackets to-day," said a dry goods jobber to a friend with whom he was taking luncheon, "and it seemed like reading a chapter from an old forgotten book."

"It's no worse than receiving an order for hoopskirts," said another merchant, "and that happened to us recently."

The customer who ordered the hoopskirts probably wanted them for stage or fancy dress purposes, but the cardigan jackets were ordered for wear, and it shows that there are still places where the sweater is unknown.

And then the merchants told stories of the time when one of the leading articles in the sample trunks of men who sold fall and winter goods for men's wear "on the road" was cardigan jackets. Some houses carried as many as a hundred styles, ranging in price from \$9 to \$100 a dozen, and the bulky nature of the goods made it necessary to devote much space to the line. The jackets were worn by all classes, and the article was considered one of the staples of the men's furnishing goods line. But the sweater has crowded the cardigan jacket out, and according to the opinions of those who sell the goods it has gone never to return, except as an article of small demand.

"Ten years ago all the sweaters sold by us," said a large dealer in athletic goods, "were made by hand at a Shaker village in New Hampshire. They were worn then by oarsmen and by men who were in training for the prize ring, and a man wearing a sweater attracted about as much attention as one in kilts. But soon the baseball and football players began wearing them, and within a short time the sweater became a necessary part of every gymnasium outfit. The demand became so great that nearly all the mills that had made cardigan jackets a specialty put machines to work on sweaters. As the new article gained in

favor the old one fell away, and the demand is now so great that the original manufacturers—the Shakers—could not supply us for the slowest week in the year."

The tourist and the man going on his summer vacation were not slow to recognize the advantage of the sweater over the old-time blue flannel shirt, and these consumers became large purchasers of the more comfortable and better looking garment.

Although the athletic and the outing trades make heavy drafts on the product of the sweater manufacturers, there are other and larger consumers. These are men who work in the street, lumbermen, longshoremen, railroad men, sailors and drivers of teams.

The article which is used by these people is not so good as the one made for athletes, and sells as low as 75 cents, and from that price to \$1.50, while the better article brings from \$2.50 to \$6.

"The jersey," said a manufacturer of woven goods, "was the forerunner of the sweater, and a curious point about these two articles is this: The jersey was brought on the market as an article of women's wear, and it enjoyed great popularity for several seasons. It was not an outing garment, but one of dress, but, like all articles of women's dress that can be produced at a low figure, the jersey soon found its way into the lower circles, and then became unknown as an article of dress in places where fashions are made. But with the bicycle it became popular once more; it was adopted by men, and is now worn by riders all over the country. But the women got even with the men for taking the jersey away from them by going in for sweaters. There are large quantities of sweaters made now for women, who wear them at golf, in the mountains, in the gymnasium, and for outing generally. The goods made for the use of women are usually of a superior grade, although they are made also in the middle and low grades."

There are not many factories where sweaters are made exclusively, but near-

ly all the mills where underwear is manufactured produce some of these popular garments.

American Indigo Prints 4½¢ at
P. Steketee & Sons'.

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.



MICHIGAN'S MOST FAMOUS CIGAR

MANUFACTURED BY
COLUMBIAN CIGAR COMPANY, BENTON HARBOR, MICH.

WORLD'S BEST

S.C.W.

50. CIGAR. ALL JOBBERS AND
G. J. JOHNSON CIGAR CO.
GRAND RAPIDS, MICH.

Around the State

Movements of Merchants.

Detroit—Wm. Thompson has sold his grocery stock to Colwell Bros.

West Bay City—R. Des Jardins has purchased the grocery stock of J. E. Owen.

Bay City—Edmund Schooley has purchased the grocery stock of Samuel W. Waters.

Lawrence—A. H. Wiggins will remove his drug stock to Benton Harbor Oct. 1.

Adrian—Robins, Holloway & Robins have embarked in the grocery business at this place.

Sunfield—Dr. Martin, of Lake Odessa, has engaged in the bazaar business at this place.

Quincy—D. G. Babcock has removed his jewelry and optical instrument stock to another location.

Saginaw—Kline Bros., of Erie, Pa., will open a dry goods store at 208 Genesee avenue about Oct. 1.

Benton Harbor—Geo. B. Warren succeeds Fred G. Warren as proprietor of the Enterprise Mercantile Co.

Sunfield—O. W. Canouts, furniture dealer and undertaker at Palo, has engaged in business at this place.

Negaunee—Harris & Matthews are closing out their stock of general merchandise and will retire from trade.

Paris—W. D. Hopkinson has sold his general stock to P. J. O'Hara, formerly engaged in general trade at Summerton.

Lansing—Geo. E. Harrison, produce dealer at Flushing, has engaged in the butter and egg business at 115 Franklin street.

Maple Rapids—A. T. Hewitt & Co., meat dealers at this place, have retired from trade, leaving the town without a market.

Carson City—Geo. F. Mosher, of Owosso, has leased a store building at this place and engaged in the bazaar business.

Kalamazoo—Carl Davis and Lew Ferguson have opened a grocery store at the corner of Kalamazoo avenue and Rose street.

Clinton—A. F. Kishpaugh has sold his interest in the hardware stock of Lindsey & Kishpaugh to his partner, G. C. Lindsley.

Alma—Wm. Milleman, of Grand Haven, and Fred Hammer, of this place, have purchased the meat business of Huff & Beach.

Onaway—J. M. Clark has sold his general stock to Steel & Fox, of Lansing, who will continue the business at the same location.

Clarksville—Chas. E. Nash has sold his Otis Richards grocery stock to H. S. Young, who will continue the business at the same location.

Quincy—Clinton Joseph has sold his interest in the drug and grocery stock of Greening & Joseph to his partner and will remain in the store as clerk.

Maple Rapids—A. N. Howe, formerly engaged in general trade under the style of A. N. Howe & Co., has engaged in the butter and egg business here.

Ypsilanti—A. A. Bedel has been appointed to take charge of the boot and shoe stock of his late father until a general administrator of the estate is appointed.

Albion—Kendrick & Co. have closed out their stock of millinery goods and purchased the stock of millinery and ladies' furnishing goods of Hollon & Hungerford.

Charlotte—H. M. Putterille has removed her bazaar stock to Grand Ledge, where she has re-engaged in business in the Peterson block.

Muskegon—Fred Brundage has sold the John A. Tinholt drug stock to W. P. Harris, formerly in the employ of A. Eckerman, who will continue the business at the same location.

Adrian—The Roe Clothing Co., Limited, is the name of a new firm established at this place, of which T. A. Hilton is President and H. S. Roe Treasurer and Manager.

Dowagiac—The grocery firm of Haines & Savage has been dissolved, Mr. Haines succeeding. Mr. Savage has resumed work at his old trade with the Dowagiac Manufacturing Co.

Jackson—Gordon D. Cliff has sold his meat market at 317 Wildwood avenue to Martin S. Smith and John Lethbridge, who will continue the business under the style of Smith & Lethbridge.

Dowagiac—Ray Burlingame has purchased an interest in the drug stock of his employer, C. L. Sherwood, and the business will be continued under the style of Sherwood & Burlingame.

Port Huron—Edward Bromley, the bankrupt druggist who left the city clandestinely about three weeks ago, has been located in Canada. He has written his wife to join him there.

Hancock—G. Rohrer will shortly remove his jewelry stock into his new store building in the Prince block. Miss Lynch will occupy one-half of the building with a stock of millinery goods.

Quincy—Pearce & Lyon have purchased the boot and shoe stock of M. J. Condra and will remove their carpet stock to that location, placing Mr. Condra in charge of the shoe department.

Alma—W. E. Medler has removed his stock of general merchandise from Carson City into the building recently occupied by the furniture stock of Frank Herron. H. P. Bogart will remain in the store with his jewelry stock.

Elsie—N. G. Pearce has purchased the other half of the corner brick store building and will soon occupy it with a complete stock of drugs. E. V. Chase, proprietor of the building for several years, will remove his drug stock to another location.

Chelsea—The Staffan-Shell Furniture Co. has been dissolved by the retirement of D. Shell. His interest has been purchased by Frank and George P. Staffan, who will continue the business under the style of the Staffan Furniture and Undertaking Co.

Coopersville—Charles F. and Sherman E. Hosmer have gone to Hammond, Ind., where they will open a grocery store. They were among the fire sufferers in this place a little over a year ago, when they conducted a grocery store under the style of Hosmer Bros.

Sherman—Gilbert & Sturtevant, who have been engaged in the mercantile business here for a quarter of a century, have dissolved partnership. The business will be continued by E. Gilbert, while H. B. Sturtevant will devote his entire attention to his lumbering operations.

Nashville—Frank McDerby is making arrangements to put up two handsome brick stores, which he will occupy as soon as they are completed. The new buildings will have a frontage of 48 feet and will be 80 feet deep, and two stories in height. The Odd Fellows expect to build the second story over one of these stores, to be occupied by them as lodge rooms. The second floor of the other

building will be fitted up for offices. Work is to be begun immediately, and Mr. McDerby expects to have the buildings ready for occupancy this fall.

Menominee—Ramsay & Jones have leased the lower floor and basement of their new block to the Northern Hardware & Supply Co., and will immediately begin work on another store building, 22x100 feet in dimensions, to be occupied by the musical instrument house of G. A. Woodford.

Cassopolis—Grant C. Underhill, who has made a heroic struggle to redeem his grocery stock from the \$3,200 chattel mortgage held by the First National Bank of Cassopolis, has been compelled to yield to the inevitable, having voluntarily surrendered the property to the mortgagee. Mr. Underhill is broken in health and strength by reason of the load he has been carrying.

Clarksville—M. T. LaMont and Ernest Nash have formed a copartnership under the style of M. T. LaMont & Co. and engaged in the clothing, furnishing goods and shoe business. The shoe stock was furnished by the Herold-Bertsch Shoe Co. The business will have the personal supervision of Mr. LaMont, Mr. Nash retaining his position as cashier of the banking house of Edwin Nash & Son.

Laurium—A. F. Wixson, of the Laurium Hardware Co., places the loss by the recent destruction of his store and stock by fire at \$8,000, the insurance being \$4,000. Fortunately his heavy goods were in a separate warehouse and escaped the fate of the remainder of the stock, enabling him to continue business without interruption by filling a part of his orders through the courtesy of other hardware concerns until his new stock arrives.

Manufacturing Matters.

Boyne—Wigle & White succeed the Guerin-White Lumber Co.

Bad Axe—John H. Cole, of Detroit, has established a trunk and valise factory at this place.

Clarksville—T. G. Mercer has closed his cheese factory for the present, on account of the scarcity of milk.

Battle Creek—The style of the Battle Creek Steam Pump Co. has been changed to the American Steam Pump Co.

Belding—The Belding Shoe Co. has shipped new shoe stocks this week to Wm. Vermeulen, of Beaver Dam, and Ketchum & Mulholland, at Rodney.

Gagetown—The Elgin Butter Co. has leased its creamery here to Finkle & Currey, of North Branch, for a term of years. The new proprietors take possession immediately. Mr. Currey will be local manager.

Alma—Lafayette Stevens, formerly manager of the lumbering business of W. B. Lathrop & Co., and Mr. Kimball, of Elm Hall, have purchased a new stock of furniture and will open up same in the Pollasky block.

Sutton's Bay—The mill and docks owned by Greilick Bros. at this place have been sold to E. R. Dailey, of the Empire Lumber Co., and C. D. Stanley, manager of Mr. Dailey's Sutton's Bay store. The new firm will continue to operate the plant on an extensive scale.

Scarcely any German soap comes to this country. England is Germany's best soap customer, and last year bought 2,225,000 pounds out of a total export of less than \$5,000,000. In 1898 Germany's exports of perfume amounted to \$2,250,000, a gain of almost \$500,000 over 1897.

The Boys Behind the Counter.

Saginaw—C. E. Sheely, of Bad Axe, has taken a position with L. J. Richter, the Gratiot street druggist.

Keeler—Vern Rosevelt is clerking in Austin's dry goods store.

Menominee—Fred Dubrucq is employed as clerk in the Northern Hardware & Supply Co.'s store.

Charlotte—Geo. C. Walker has resigned his position at R. C. Jones & Co.'s to take a similar position with the Kramer dry goods house at Cadillac. His family will join him later. Mr. Walker has taken the position left vacant by Mr. Coy.

Jackson—H. B. Stevens will have charge of the boot and shoe department of E. C. Greene.

Luther—Will Reed, who has been clerking in the dry goods store of Samuel Buckner for the past five years, and who has been village clerk and township treasurer, and quite prominent in social and fraternal circles, has taken a similar position in the general store of Justus S. Stearns, at Ludington.

Kalamazoo—A. W. Rogers, of Jackson, has taken a position in Gilmore Bros.' store as head of the dress goods department. He will take the place made vacant by Charles Russell, who will go to Battle Creek, Oct. 1, to take charge with L. E. Srackangast of their own store at that place.

Calumet Clerks Organize a Social Club.

Calumet, Sept. 15—The clerks of the various mercantile establishments met at Dunstan's hall last evening and took preliminary steps toward the organization of a social club. The object of this club will be the promotion of social intercourse between the employees of the stores of the city and bring them into closer touch with each other.

Upwards of 100 clerks were present at this gathering, and officers were elected as follows:

President—J. D. Kilty.
Vice-President—Miss Knechtges.
Secretary—M. J. Tobianski.
Assistant Secretary—Miss MacNabb.
Treasurer—George O. Lewis.
Guard—Mose Miller.

Committee on constitution and by-laws—Joseph Foster, Joseph Gallipeay, L. Nelson, John Rowe, Louis Grabowsky.

The new organization starts out with 97 members, and at the next meeting, to be held on Oct. 12, it is expected that this membership will be increased to nearly 400.

New York and Return Via. Grand Trunk Railway.

Tickets on sale Sept. 26, 27 and 28 for \$23.75 for the round trip. Return limit Oct. 4, 1899. Train leaving Grand Rapids daily at 7:20 p. m. makes immediate connection at Durand with the New York flyer, which is a solid vestibule train. This is the fastest evening service between Grand Rapids and New York. Phone 576 or 646-3 rings for particulars or call at Grand Trunk City Ticket office, Morton House Block.

C. A. Justin, C. P. & T. A.

Charged to the Sheriff.

A man charged with a minor offense escaped from Georgia and fled to North Carolina. When notified of his arrest in the latter State, a rural sheriff wired:

"Don't bring him back—just tar and feather him."

The following reply was received by the Georgia sheriff shortly afterward:

"We gave him the tar free; but you'll have to foot the bill for the feathers, \$2. Please remit."

Dewey Day in New York.

Sept. 26, 27 and 28 the Michigan Central will sell round trip tickets to New York at \$23.75, good to return until Oct. 4. Stop over granted at Niagara Falls in each direction. Phone 606 for full particulars.

W. C. Blake, Ticket Agent.

Grand Rapids Gossip

John Barrett has opened a grocery store at Plainfield. The Olney & Judson Grocer Co. furnished the stock.

Hart, Livingston & Co. have opened a grocery store at Vestaburg. The Worden Grocer Co. furnished the stock.

Mrs. M. Shepard has engaged in the grocery business at Otsego. The stock was furnished by the Worden Grocer Co.

S. B. Gauweiler will shortly open a grocery store at Newaygo. The Lemon & Wheeler Company has the order for the stock.

Seward Birmingham has embarked in the grocery business at Cedar Lake, the stock being furnished by the Lemon & Wheeler Company.

The firm of Joslin & Marks succeeds to the dry goods business of Mertie A. Joslin, Dr. W. L. Marks having purchased a half interest in the stock.

Noble & Croll will open a grocery store at 354 West Bridge street on Saturday of this week. The Musselman Grocer Co. has the order for the stock.

W. R. Boynton, formerly engaged in the hardware business at Coopersville, has embarked in the grocery business at Onaway. The Worden Grocer Co. furnished the stock.

Theron Forbes, the North Coit avenue druggist, has formed a copartnership with Moses Rosenberg, of Middleville, and engaged in the lumbering and builders' supply business at Mulliken, under the style of M. Rosenberg & Co. The firm has purchased the lumber stock of H. K. Bolderson, at Portland, and removed it to Mulliken.

Richard H. Hunter, formerly with Howard Leach, at South Boardman, and Mark S. Johnson, formerly with Lewis Way & Son, at Rapid City, have formed a copartnership under the style of Johnson & Hunter and engaged in general trade at Spencer, a new town about ten miles southeast of Kalkaska. The Clark-Jewell-Wells Co. furnished the groceries, the Clark-Rutka-Weaver Co. supplied the hardware and the Belding Shoe Co. furnished the shoes.

Lewis E. Hawkins and Wm. P. Granger have formed a copartnership under the style of the United States Packing Co. and will engage in the purchase and sale of fresh and salt meats, poultry, eggs and butter at 7 North Ionia street. One side of the Brown & Clark building is being partitioned off and an office and refrigerator will be constructed on the ground floor. The new house expects to be ready to begin business in about two weeks.

The Produce Market.

Apples—Winter fruit is strong and higher, standard varieties commanding \$2@2.50 per bbl.
Beets—\$1 per 3 bu. bbl.
Butter—Factory creamery is strong at 22c. Dairy grades are very scarce and hard to get. Fancy readily commands 17c, but the receipts are small, the local trade being largely dependent on cold storage supplies.
Cabbage—30@35c per doz.
Carrots—\$1 per 3 bu. bbl.
Cauliflower—\$1@1.25 per doz.
Celery—12@15c per doz. bunches.
Crab Apples—The market is stronger and higher, choice varieties commanding \$1.50 per bu. and \$4 per bbl.
Cranberries—\$2@2.25 per bu. for Michigan. Cape Cods fetch \$6 per bbl.
Cucumbers—Pickling stock is in ac-

tive demand at 20@25c per hundred. Large stock commands 50c per bu.

Eggs—The market has taken a sharp upward turn, local dealers having advanced their paying prices to 14@14½c on track. Choice candled stock readily commands 16c. The quality of receipts is improving rapidly since the advent of cold weather.

Game—Although the duck season opened Sept. 1, receipts have been so small up to this time that dealers have been unable to formulate a scale of prices. They now offer \$4.50 per doz. for Mallard, \$2.50 for Teal and \$1.50@2 for common ducks.

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 22@25c per 4 lb. baskets.

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

Live Poultry—Dressed stock is beginning to interfere with the sale of live poultry to some extent. Spring chickens are active at 8@9, while fowls are in good demand at 7c. Spring ducks are in fair demand at 6c, while old ducks are not wanted at any price. 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 \$1.20 per doz. Pigeons are in fair demand at 50c per doz.

Muskmelons—Osage are still in fair demand at 75c per doz. Rockyfords command 75c per bu.

Onions—50@55c per bu. for dry stock. Parsnips—\$1.50 per 3 bu. bbl.

Peaches—Chilis are coming in freely and much more plentifully than was expected, meeting ready sale at \$2@3 per bu.

Pears—Choice varieties are held at \$1.75@2.25 per bu.

Peppers—75c per bu.

Plums—All varieties still in market have advanced, Green Gage, Lombard and German Prune finding ready sale at \$1.60@2.25 per bu.

Potatoes—Local dealers pay 30@35c, holding at 35@40c. The Government crop report for Sept. is as follows: The average condition of potatoes on September 1 was 86.3. This shows a decline of 6.7 points during August, but the condition is still 8.6 points higher than on September 1, 1898, 10.6 points higher than at the corresponding date in 1897, and 9.3 points above the mean of the September averages for the last ten years. The decline during August extended to all the principal potato-growing states, being 10 points in New York and Ohio, 8 in Pennsylvania, 20 in Michigan, 5 in Illinois, 3 in Iowa, 9 in Wisconsin, and 4 in Minnesota and Nebraska, these being the States having 100,000 acres or upward in potatoes.

Squash—Home grown command 1½c per lb.

Sweet Corn—7c per doz. for Evergreen.

Sweet Potatoes—\$2@2.25 per bbl. for Virginia.

Turnips—\$1 per bbl.

Tomatoes—Receipts will be curtailed by the frost to that extent that the price has moved up to 60c per bu.

Watermelons—Home grown command 10@12c.

The Best Shooting.

The shooting in Iowa, Minnesota and South Dakota this year promises to be very good, as the rainfall in all these States was abundant. The best localities for chicken and duck shooting are on and tributary to the lines of the Chicago, Milwaukee & St. Paul Railway. A copy of a recent publication issued by the passenger department of that road can be had on application to Harry Mercer, Michigan Passenger Agent, 7 Fort street, W. Detroit, Mich., and enclosing three cents in stamps for postage.

A test case is one that is brought to see how much the lawyers can make out of it.

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

HIGH WATER MARK.

Most Favorable Bank Statements Ever Made in the City.

The bank statements made last week, showing the condition at the close of business September 7, are the most favorable ever issued by the local banks. All the desirable totals show a large increase over all previous totals, far surpassing the very best in those glad days before the hard times. The total of the loans and discounts was \$9,837,776.40, which is, approximately, an increase of \$200,000, as compared with the statements of June 30, and an increase of something over a million, as compared with one year ago. The nearest approach to it in the ante-panic days was the showing made in the statement of May 4, 1893, when the loans and discounts were \$9,109,082.20. It may be added that six months after that old high water mark had been reached the loans and discounts had shrunk to \$6,539,932.04, the lowest point reached during the hard times. Since the statement of October 3, 1893, the statements show a slow but steady growth through the years, and now the loans and discounts are beyond all former figures, and, if the bankers are to be believed, are steadily growing to still larger figures. One of the interesting features about the loans and discounts is the almost total disappearance of the Peoples Savings Bank from this class of business. Its loans and discounts are shown to be but \$78,023.30, as compared with \$258,126.70 in the June report. The Peoples has for some time past been withdrawing from commercial business, and it now seems practically out of it.

The stocks, bonds and mortgage accounts show a total of \$3,483,225.53, which is about \$400,000 more than in June and about the same amount in excess of a year ago. In May, 1893, when the loans and discounts were so high, the stocks held aggregated but \$1,376,499.32. The savings banks then held \$1,059,825.61, the National banks \$40,183.90 and the trust companies \$276,489.81. The holdings now, respectively, are as follows: State, \$2,537,747.85; National, \$453,950.87; trust, \$491,526.81. The largest holder of this class of securities is the Peoples, with a total of \$1,128,646.83. The quick resources are \$2,388,445.45 in bank and reserve deposits and \$981,590.67 in cash items, a total of \$3,370,036.12. This total is so far different from that of a year ago, the main difference being \$130,000 more in cash items. The total on May 4, 1893, was \$1,955,755.46, a total that was materially increased as rapidly as the times would permit as the panic became more severe.

For surplus and undivided profits account the banks show a total of \$856,951.13, as compared with \$817,823.60 a year ago. This increase of nearly \$40,000 indicates that the banks have at last fairly passed over the divide and, with most of their old and bad accounts written off, are in a position now to prosper. Only three of the banks show a decrease in the surplus, as compared with a year ago, and in two of these the decrease is nominal rather than real. A comparison with the surplus accounts of October, 1893, will show how hard hit some of the banks were by the hard times. One bank has a surplus account of \$55,000 less than six years ago, another is still \$5,000 behind and a third is about \$32,000 short. The return of good times and the conversion of real estate and other securities held into cash

will make evening up easier and more rapid in the future.

The total deposits in the banks now are \$13,687,866.30. This is more than a million more than in June, \$1,300,000 more than a year ago and just about double what they were in October, 1893. The October, 1893, statement showed the deposits at the lowest ebb, however, as the deposits dropped from \$9,222,641.92 in May to \$6,590,804.67, the lowest point reached. The total deposits now are more than \$4,000,000 better than at any time before the panic, and the largest increase is in the savings deposits. The total of the savings deposits and certificates now is \$7,329,728.66, an increase of \$800,000 in a year, and comparing with \$3,060,271.01 in October, 1893. The highest point reached by the savings deposits before the hard times was \$4,222,243.88, in December, 1892. Then came the slump of a million within a year, but after that the statements show a steady increase until now the savings are way beyond all previous records. The commercial deposits show a total of \$4,117,802.65, which is the highest point they have ever reached with a single exception. September 30, 1892, showed a total of \$4,196,922.86. The lowest point the deposits reached during the hard times was December 17, 1896, when they were \$2,633,326.21. One year ago the commercial deposits were \$500,000 less than now.

Grand Rapids Retail Grocery Clerks' Association.

At the regular meeting of the Grand Rapids Retail Grocery Clerks' Association, held at the office of the Michigan Tradesman Monday evening, President Beardslee presided.

The Committee on Membership reported progress and was given until the next meeting to complete the work of securing and compiling a complete list of the grocery clerks in the city.

Two applications for membership were received and accepted—Ed. Whitney and J. D. Chilvers.

In accordance with the notice made at a previous meeting, Jos. Terrill moved that Article III of the constitution be amended so as to make the membership fee 25 cents and the annual dues \$2, payable quarterly in advance. The amendment was adopted.

Harry Stowitts moved that a committee be appointed to attend the next meeting of the Grand Rapids Retail Grocers' Association and present the matter of leasing a hall and club room in conjunction with that organization.

The motion was adopted and the chairman appointed as such committee Harry Stowitts, L. E. Bass and Ernest Bratt.

An informal discussion followed as to the advisability of maintaining a permanent club room for the use of the members. In case such a decision is reached, Geo. Lechner offered the Association the free use of his piano, Fred Beardslee offered the use of a cornet and other members volunteered to do their part.

The meeting then adjourned until Monday, Oct. 2, when the election of officers will take place.

Marvels of Comfort and Beauty.

The Grand Trunk Railway System has lately placed in service between Detroit and Toronto Pullman Sleeping Cars that can not be excelled anywhere for beauty and comfort. These cars have wide vestibules and are finished inside with mahogany. The smoking compartments are provided with sofa pillows. The ventilation is perfect. The upholstery is done in maroon velvet. The finishings are of brass. The cars run daily, Sunday included, between Detroit and Toronto, leaving Detroit at 1:40 p. m., and passengers from Detroit and Michigan to Toronto and Eastern Canada can not do better than patronize them if they wish to enjoy everything that the highest car building art can produce.

Store Lighting

Other Uses of Acetylene Lime or Carbide.

Foreign journals are recording the fact that the new electrical product, calcium carbide, is proving of much value to grape growers in a way not at first thought of. It is to the effect that carbide possesses unequalled worth as a germicide in preventing not only the destructive black rot of the grape, but likewise as an insecticide in destroying that even greater plague to the horticulturist, the Phylloxera or grape root louse.

This last named insect is one of the most destructive known to the fruit grower. In Europe and Northern Africa especially it has brought despair to many grape sections by sweeping away miles of vineyards until a time was reached when more than one government offered a large reward for a complete Phylloxera remedy. The same terrible insect has found its way to California and Australia where it works on the European species of grapevine. In applying carbide to this insect which works at the root, the lime is placed beneath the soil, the moisture of which decomposes it, forming acetylene, which kills the louse. The fact that the lime costs so little per pound is much in its favor as an insecticide. It is probable that further experiment will demonstrate its great usefulness in destroying other insects.

Another use of carbide in its slacked state is as a land fertilizer, taking the place of common slacked lime. For this purpose it should be spread somewhat thinly, in which case its benefits are very marked upon crops, especially those growing on heavy or mucky soil possessing elements of acidity—sour soil the farmers say. The favorable experience in Europe with the lime, as stated above, makes it almost certain that its value as a general germicide and insecticide wholly apart from its fertilizing value is far from duly recognized. It is well known that some land fertilizers invite and breed insects; if it be the case that carbide, besides fertilizing the plants, repels and even kills plant insects, it may yet prove a decided boon to the land tiller. It is pleasant to contemplate that this useful lime, after supplying a home with lights, finds the refuse of value to the fields in enriching them, and in destroying noxious pests at the same time. Truly this is killing three birds with one stone!

Another use of the slacked carbide, especially such as is produced by the moist process of acetylene generation, is that of mortar stock. Mixed with sand, after the manner of using ordinary slacked lime, it may be used for laying up walls; add to it hair as in mortar making for plastering and a good putty or first coat mortar is the result. It likewise makes an excellent wash for coating fences, buildings and so forth, being of the character of common whitewash but darker in color.

Carbide has been found also to possess remarkable value in the manufacture of carbonized steel. It is found that by heating soft steel and iron with carbide instead of charcoal or coal dust, it takes up carbon with greater readiness. Some steel works have adopted this use of carbide with gratifying results.

W. G. Haven.

Cause of the Acetylene Gas Explosion at Wabash.

Wabash, Sept. 15.—In reply to your enquiry as to the cause of the recent explosion of acetylene gas at this place, I

take pleasure in handing you the following facts:

In the first place the accident was not serious and was of comparatively small moment, as compared to what would be supposed from the newspaper reports. The facts are that the supply of acetylene gas to the city of Wabash was not interrupted for a moment. The generator, valves, gas holder, etc.—in fact, the entire plant essential for the generation of acetylene and its distribution—were in no manner damaged.

The generator was located in a small brick building, which was blown over by the force of the explosion inside of it. The explosion occurred as the result of a leak of gas at one or more of the joints in the generator protected by gaskets, and thus considerable gas accumulated in this small generator house, which ignited from a flame burning there and caused the explosion. Had there been a leak from the generator of ordinary city gas, under the same conditions, exactly the same thing would have occurred.

Acetylene gas leaked from the generator as above described from the fact that a much larger pressure of the gas accumulated in the machine than was anticipated. This excessive pressure was caused by the use of finely granulated carbide, which we were attempting to use temporarily, which caused a very rapid generation of acetylene gas, and as the pipe from the generator to the holder was not of sufficient size to carry off this large volume as quickly as it was generated, the considerable accumulation and pressure occurred in the generator which caused the leak above described.

S. T. Murdock.

Acetylene as a Power Agent.

Acetylene pushes itself to the front at any number of meetings of scientific men throughout the world. The last annual meeting of the German Society of Gas and Water Experts at Nuremberg was in this respect no exception. The new gas was not only placed on exhibition, but its application to various uses received able consideration.

The current issue of Dingler's Polytechnisches Journal, in referring to the application of this product to the gas engine as a power generator, has the following comments that will be read with interest by Americans, most of whom have given little attention to the gas beyond its use for illumination.

The principal difficulty hitherto encountered in applying acetylene as a motive power lay in obtaining a non-luminous flame—the evidence of complete combustion. This difficulty, it has developed, has been overcome by the devices constructed by one of the Berlin acetylene companies.

Acetylene, according to the same authority, is now applied in power generators (gas-engines) in the same manner as ordinary coal gas and water gas. In order to obtain the full output of the energy of the gas, it must be mixed with air in the right proportion to produce perfect combustion, a state that is indicated by a non-luminous flame. The power developed by the acetylene completely burned in the cylinder is said to be greater than that obtainable with ordinary gas.

There is danger even in temperance drinks. Samuel Kissler, a Philadelphia lad, aged 14, bought a bottle of root beer and put it in his hip pocket as he walked home. As he was crossing a car track there was a loud report and persons passing by were amazed to see the boy lifted about three feet from the ground. A horse that was not accustomed to artillery also forgot himself, and, pulling the lines out of his sleepy driver's hands, galloped up the street. Before he had gone a square he ran into a trolley car, throwing the driver into the street. It was found that the boy who had the bottle was bleeding and he was carried to the Pennsylvania hospital. The bottle had exploded and torn the back of his trousers off. Several pieces of the glass had entered the flesh, inflicting cuts which it required eleven stitches to mend.

Brakeman and Drummer.

From the Commercial Traveler.

The brakeman opened the door with a bang; then he opened his mouth, and this is what the passengers heard:

"Aw wow wah ugh!"

"I beg your pardon," said the fat drummer timidly, "but would you mind repeating that? I didn't quite catch it. Very stupid of me, of course, but the fact is I was thinking of something else."

The brakeman glared at the drummer for a moment, and then roared out again:

"Aw wow wah ugh!"

"Thank you," said the drummer. "I was not quite sure the first time whether you said, 'Aw wow wah ugh' or 'Um rah rah whoop!' Now I understand you perfectly."

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

1. The generating capacity is larger than any other Generator on the market, holding 1 lb. carbide to 1/2 foot burner.
2. Our carbide container is a compartment pan, with pockets holding from 1 to 3 lbs. each, the water acting on but one at a time, thus no heating or wasting of gas.
3. There are no valves to be opened or closed by forks, ratchets or levers. It is extremely simple and is sure.
4. Our Gasometer has no labor to perform, thus insuring at all times the same even pressure.
5. All pipes are self-draining to the condensing chamber.
6. Our Gasometers for same rated capacity are the largest on the market, and will hold a large supply. It saves.
7. The Bruce Generator, when left to do its own work, will not blow off or waste the gas.
8. Not least, but greatest. Our Purifier takes out all moisture and impurities from the gas, making it impossible for pipes to clog up or the burners to choke up and smoke.

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

AMERICAN CARBIDE CO., Agents for Mich. Jackson.

AMERICAN CARBIDE CO., Ltd.

Jobbers of

Calcium Carbide

and all kinds of

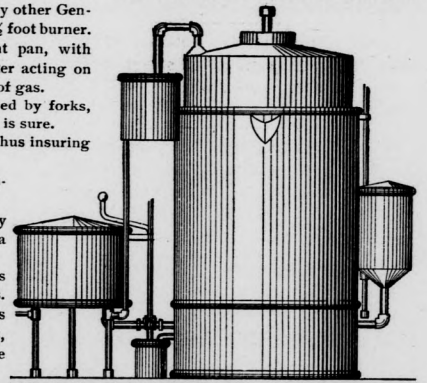
Acetylene Gas Burners

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.

THE BRUCE GENERATOR



The King of Light

If you need light, when you need light, you need light that will light you up

Cheaply, Brilliantly, Quickly

The Sunlight Gasoline Lamp

is cheaper than kerosene. More brilliant than electricity.

The Insurance Underwriters say that it is perfectly safe by writing policies on it without one cent of extra premiums. Money talks. Stores, Churches, Residences, Lodges, Halls, Hotels, Offices and Shops cannot afford to be without it.

You will be sorry if you fix

your winter lighting before writing to us.

Owing to excessive orders we have been unable to keep in stock; but we have lately increased our facilities so as to enable us to fill all future orders promptly. Moneymaking terms to local agents.

Michigan Light Co.,

23 Pearl Street,

Grand Rapids, Mich.



Getting the People

Right and Wrong Way to Advertise Shoes.

As my readers failed to respond to my request to send samples of shoe advertising, I was compelled to dive into a bunch of exchanges, from which I have selected three examples as a fair average of local Michigan shoe advertising. Here they are:

They Are Here

We have just received our new stock of

Shoes and Rubbers

And can assure our customers that it is the finest, best and most stylish line ever shown in town.

Your Inspection Invited

We would be pleased to show you this line. We know we can suit you, not only in style and quality, but in the other essential—price.

FRANK McDERBY, Groceries and Shoes

Shoes At Cost for the Next Sixty Days

To Close out. For Cash.

Twenty pairs Women's Shoes, broken sizes. Twenty pairs Women's Walking Shoes and slippers—broken sizes. Nice line of Women's, Misses' and Children's Shoes. Come in, we know we can please you.

S. E. Albright.

Our New Fall Line of Shoes

have arrived and we are now prepared to show everything that is new and stylish in fall and winter footwear. We especially wish to call attention to our new line of Ladies' Shoes, for it is the best line we have ever shown, and every lady that is desirous of obtaining the best footwear the market affords should inspect our stock before buying. We bought before the recent rise in leather, giving you the low price benefit.

W. D. Reynolds & Co.

Now, I want to ask my readers if they think that any one of these advertisements would induce the purchase of a single pair of shoes. What do they tell the reader? "Best line we have ever shown" means nothing unless it is backed up with a description and a price. "Your inspection invited" is weak and tame alongside of an illustration of a new style and a thorough description of its good qualities. "Shoes at cost," without a reason for the sacrifice, and with no prices to back up the assertion, will only tend to inspire distrust. The trouble with these three advertisements is that they talk a whole lot, but don't say anything—at least, they don't tell the reader what he wants to know—the kind of shoes sold and their price.

Prices are all-powerful. Backed up by a good, forcible, interesting description, they are almost irresistible. An advertisement without prices and descriptions is as useless as a bicycle with a punctured tire—it is a drawback to progress, instead of an aid.

Just by way of contrast, look at this clipping from the catalogue of one of the much-reviled "catalogue houses," and ask yourself why they sell shoes.

The real wonder is why the local retailer sells any shoes at all in the face of such forcible advertising as this:

Men's Cork Sole Lace

\$2.25

No. 46864

Such a Bargain...

WAS NEVER BEFORE OF. This shoe is made from the very best Milwaukee rubber sole, with a cork sole, and is a real shoe ever sold. We have it made with a full cork sole placed between the inner sole and the outer sole, extending from heel to toe. The outer sole is cut from the best quality leather, and will wear like iron. Stretched throughout with silk thread, fitted with pump thong, top and genuine calf skin inside trimmings. If you are looking for a shoe at this price, you cannot secure the equal of this one in the United States. We think enough of this one to warrant every pair, which means that we will make good any pair that goes wrong.

SIZES AND HALF SIZES, 5 to 12. Widths, C, D, E and EE. POSTAGE, EXTRA 25 TO 50 CTS, ACCORDING TO SIZE.



By the time you are through reading this advertisement, you know all that there is to know about the shoes in question. You know what they look like, how they are made, what they are made of and the price. You are nearly as wise as if you had the shoes in your hand or on your feet. This is good advertising. That it sells goods the local shoe dealer knows only too well.

Department Store

Fashion's Latest Creations

Is what you can get now in our Dress Goods Department; they are coming every week, at prices within the reach of all.

You May Want

Flannels; we have a nice line and much of it was bought at a nice discount; you will get your share of it if you buy here.

Our Millinery Department

Is beginning to come along for our fall and winter stock; we will have all new goods and the balance will go to the grabbag, as usual.

Just Arrived

Another shipment of Drew, Shelby & Co.'s shoes; if customers were not pleased with them we would not have to buy so many; but the fit, style, ease, price and wearing qualities tell the balance louder than we can.

On the Way

Our fourth shipment of Whang Leather Shoes for men and boys. Hard wear, cheap in price.

Remember

We have about 200 yards in cloth bought of the Russell stock, suitable for men's and boys' clothes, we will sell at about 50c on the dollar; at the present market it is cheap at full price; the goods are suitable for men's pants and boys' suits.

Oleite of Iron

Prevents leather from becoming hard and dry; prevents cracks and breaks; makes the leather water-proof and wear much longer.

Boys

I have 31 suits, age 5, 6, 7 and 8, worth from \$1.75 to \$4.50. I will close them out at 50c on the dollar. Knee pants 25c and 45c.

See Our

Remnant pile for girls' and children's dresses; you will save one-half or more.

We Do Not

Lack yet for underwear for summer or winter wear, you will save money by seeing us.

Phin Smith.

My advice to every retailer—shoe dealers included—is to send for all the mail order catalogues obtainable—study them intelligently, model your advertising after their style; stop talking generalities and stop shouting "best." Tell your public what you have to sell, why it is good and how much you want for it. As I have said many times before, talk to your readers as if they were in front of your counter. Don't waste your money and their time by pumping them full of words that do not contain any inducement to see your goods or buy them. Every article you sell has its good points—its talking points. These are what the people want to know. These are what sell your goods when you have your customers before you in your store—these are what will bring your customers in. And all the beautiful generalities in the world aren't worth a picayune alongside of straight business talk.

* * *

The same criticism applies to the above advertisement, which was sent to me for criticism.

There are ten different announcements and only one set of prices. The advertisement is nicely set and its wording is good, in the main, but the absence of prices lessens its value as a seller of goods. Let Mr. Smith add a price to every item and he will have a far stronger advertisement, and one that will be a paying investment.

W. S. Hamburger.

Mixture of Man, Red Paint and Hand-Saw.
From the Adrian Telegram.

H. T. Crosby is the hustling dry goods merchant at Clayton. He is a great advertiser, and in all directions from his place of business may be seen signs numerous, directing people to his store. He is a liberal man in all public enterprises and an all around good fellow, but when it comes to riding a bicycle and at the same time carrying a bucket of paint in one hand and a saw in the other, Horace has come to the conclusion that he is not a success. This he tried to do on Wednesday of this week. When in the residence portion of the village he encountered some chickens in the street. He is not exactly chicken hearted, but of a sympathetic nature, so he tried to turn out. Without a moment's notice he capsized, and in accordance with every man's luck in a case of that kind the bucket, well filled with paint of the red variety, spilled all over him, from head to foot, filling his eyes, ears and mingling thoroughly with his hair. Hereafter Horace will not attempt to carry more than a barrel of sugar and kerosene oil at the same time.

Full of Business.

Jones was just entering a restaurant when he met his old friend Brown coming out. It was the first time they had seen each other for several weeks.

"Hello, old fellow," exclaimed Jones, "how's business?"

"Good," replied Brown. "Never was better. Keeps me in a rush all the time. No time to sleep and am even behind in my meals. That was day before yesterday's lunch I just finished. So long, I must hurry back."

Two Dollar Week-End-Excursion to Detroit.

Another of these popular excursions will be run by the Michigan Central, leaving Union Station on a special train at 6:30 a. m., Saturday, Sept. 23. Good to return in coaches on regular trains to and including train No. 3, leaving Detroit Monday morning, Sept. 25. Parlor car attached at the usual seat rate. Phone 606.

W. C. Blake, Ticket Agent.

Politics is now a trade, and all who have learned the business appear to be working at it.

Crockery and Glassware

AKRON STONEWARE

Butters

1/2 gal., per doz.	40
1 to 6 gal., per gal.	5
8 gal. each	48
10 gal. each	60
12 gal. each	72
15 gal. meat-tubs, each	1 05
20 gal. meat-tubs, each	1 40
25 gal. meat-tubs, each	2 00
30 gal. meat-tubs, each	2 40

Churns

2 to 6 gal., per gal.	5
Churn Dashers, per doz.	84

Milkpans

1/2 gal. flat or rd. bot., per doz.	40
1 gal. flat or rd. bot., each	4 1/4

Fine Glazed Milkpans

1/2 gal. flat or rd. bot., per doz.	60
1 gal. flat or rd. bot., each	5 1/2

Stewpans

1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball, per doz.	1 10

Jugs

1/2 gal., per doz.	40
1 gal., per doz.	50
1 to 5 gal., per gal.	6

Tomato Jugs

1/2 gal., per doz.	50
1 gal., each	6 1/2
Corks for 1/2 gal., per doz.	20
Corks for 1 gal., per doz.	30

Preserve Jars and Covers

1/2 gal., stone cover, per doz.	75
1 gal., stone cover, per doz.	1 00

Sealing Wax

5 lbs. in package, per lb.	2
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FRUIT JARS

Pints	4 00
Quarts	4 25
Half Gallons	6 00
Covers	2 00
Rubbers	25

LAMP BURNERS

No. 0 Sun	37
No. 1 Sun	38
No. 2 Sun	60
No. 3 Sun	1 00
Tubular	45
Security, No. 1	60
Security, No. 2	80
Nutmeg	50

LAMP CHIMNEYS—Seconds

Per box of 6 doz.	
No. 0 Sun	1 28
No. 1 Sun	1 42
No. 2 Sun	2 12

Common

No. 0 Sun	1 50
No. 1 Sun	1 60
No. 2 Sun	2 45

First Quality

No. 0 Sun, crimp top, wrapped & lab.	2 10
No. 1 Sun, crimp top, wrapped & lab.	2 15
No. 2 Sun, crimp top, wrapped & lab.	3 15

XXX Flint

No. 0 Sun, crimp top, wrapped & lab.	2 55
No. 1 Sun, crimp top, wrapped & lab.	2 75
No. 3 Sun, crimp top, wrapped & lab.	3 75

CHIMNEYS—Pearl Top

No. 1 Sun, wrapped and labeled	3 70
No. 2 Sun, wrapped and labeled	4 70
No. 2 Hinge, wrapped and labeled	4 88
No. 2 Sun, "Small Bulb," for Globe Lamps	80

La Bastie

No. 1 Sun, plain bulb, per doz.	90
No. 2 Sun, plain bulb, per doz.	1 15
No. 1 Crimp, per doz.	1 35
No. 2 Crimp, per doz.	1 60

Rochester

No. 1 Lime (65c doz)	3 50
No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 70

Electric

No. 2 Lime (70c doz)	4 00
No. 2 Flint (80c doz)	4 40

OIL CANS

1 gal. tin cans with spout, per doz.	1 40
1 gal. galv. iron with spout, per doz.	1 75
2 gal. galv. iron with spout, per doz.	3 25
3 gal. galv. iron with spout, per doz.	3 75
5 gal. galv. iron with spout, per doz.	4 85
3 gal. galv. iron with faucet, per doz.	4 85
5 gal. galv. iron with faucet, per doz.	5 35
5 gal. Tilting cans	7 25
5 gal. galv. iron Nacefas	9 00

Pump Cans

5 gal. Rapid steady stream	8 50
5 gal. Eureka, non-overflow	10 50
3 gal. Home Rule	10 50
5 gal. Home Rule	12 00
5 gal. Pirate King	9 50

LANTERNS

No. 0 Tubular, side lift	4 50
No. 1 B Tubular	7 00
No. 13 Tubular, dash	6 75
No. 1 Tubular, glass fountain	7 00
No. 12 Tubular, side lamp	14 00
No. 3 Street lamp, each	3 75

LANTERN GLOBES

No. 0 Tub., cases 1 doz. each, box, 10c.	45
No. 0 Tub., cases 2 doz. each, box, 15c.	45
No. 0 Tub., bbls 5 doz. each, per bbl.	1 78
No. 0 Tub., bull's eye, cases 1 doz. each	1 25



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

One Dollar a Year, Payable in Advance.

Advertising Rates on Application.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - SEPTEMBER 20, 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.

TRANSATLANTIC TRAVEL.

The arrival in New York of the mammoth new White Star Line steamship Oceanic, on her maiden trip, serves to call attention to the vast development which has taken place in marine architecture in recent years. The Oceanic is not only the largest of existing ships, but she is the largest vessel ever built, not only in actual tonnage but in length and beam, exceeding in these respects even the Great Eastern, which for many years was the world's show ship. Owing to the failure of the Great Eastern as a financial enterprise and her general unwieldiness, it was commonly thought for very many years that no attempt would ever again be made to duplicate her proportions. How fallacious this opinion was is shown by the construction of the Oceanic, which is larger in all respects than the Great Eastern.

In the construction of the Oceanic, the White Star Line aimed at securing both the greatest passenger capacity, as well as large cargo space. The ship was not destined as a record-breaker, but her builders did propose that she should be so very large that she should be practically superior to the vicissitudes of wind and wave, and, consequently be able to run on schedule time, irrespective of the weather. Although not a record-breaker, the initial performance of the great ship proves that she is but little slower than the great record-breakers.

The transatlantic lines have come to consider that the tremendous efforts to secure an additional knot of speed no longer pay. An hour or two more or less on an ocean voyage counts for but little, and does not warrant the enormous extra expenditure in coal and wear and tear on crew and machinery. Unless, therefore, the owners of the Kaiser Wilhelm-Der-Grosse attempt to beat the record established by their own vessel, it is probable that the world has seen an end of the efforts to reduce the time between New York and British ports. This does not mean that the speed of ships will not increase in the future, but it does mean that attempts to secure speed at the sacrifice of carrying capacity and economy will be no longer attempted.

The great increase in the size of

ocean-going ships during the last few years has been due to two very distinct causes; The first is the requirement for carrying the world's productions at lower cost, which necessitates the greatest economy in the running expenses of ships, and the second is the increased power of machinery compared to its weight and improvements in marine architecture which have made the construction of very large ships both expedient and practicable.

AVAILABLE FORCES.

Now that war between Great Britain and the Transvaal appears to be inevitable, a study of the comparative strength of the forces which each of the prospective combatants can bring into the field will be interesting.

The Transvaal maintains no standing army, except a small force of horse artillery, numbering less than 400 men. The entire male population capable of bearing arms is called out in case of war. The country is divided into districts, commanded by field cornets, who enroll the men of military age and conduct such military organization and drill as may be deemed advisable. All who are liable to military duty are kept well armed and plentifully supplied with ammunition.

Although having no efficient organization, the Boer forces can make a splendid fight when acting on the defensive. Their thorough familiarity with the country and their method of fighting in extended order, each man looking out for himself, gives them an advantage when operating against a European force. It is believed that the Boers of the Transvaal can master about 25,000 effective men, all told. With the addition of 15,000 men which the Orange Free State could furnish, the British would find themselves, in case of war, confronted with about 40,000 well-armed men, whose courage and skill in the use of their weapons will do much to make up for the lack of discipline.

It would be, of course, misleading to compare the entire military forces of Great Britain with those of the Transvaal, as it would be impossible for the British government to use more than a small portion of its troops in South Africa. At the present moment, excluding re-enforcements enroute, there are about 7,000 British regulars in Cape Colony and 5,000 in Natal. To these must be added about 3,500 colonial troops and mounted police in Cape Colony and about 1,000 in Natal. There are, therefore, available for instant service, of regular forces 15,500 men, exclusive of all volunteers and auxiliary troops. There are en route from Europe 10,000 British troops, and about 15,000 troops are under orders to sail from India to South Africa. This would furnish an available force of something over 40,000 regular troops. This force should prove sufficient, if constantly re-enforced, to cope with the Boers.

Although it is commonly supposed that Great Britain has an insignificant military establishment, the contrary is the case. Including the European troops serving in India and the colonies, the British standing army number 221,000 men. To this must be added the 140,000 men of the native Indian army. There are, besides, something like 15,000 colonial troops, which must be added to the regular forces. When to these are added the militia and volunteers, the total organized military forces will be found to be fully one million men. The naval establishment includes

110,000 men in the active navy, and about 30,000 in reserve. This is, of course, an overwhelming force in comparison with that possessed by the Transvaal; but the latter country places all its hopes on the fact that it will be difficult for Great Britain to spare more than a moderate force for service in South Africa. This difficulty is not nearly so great now, however, as it was twenty years ago, when the last Boer war was fought. It is estimated that it will take fully 50,000 British troops to effectually subdue the Transvaal.

PREMIUM PUT ON ESTRAYS.

George M. Pullman, son of one of the most famous of America's millionaires, is the central figure in an intensely interesting problem of human nature. He is to have an opportunity of choosing once and for all between the benefits of wealth and social position and the life of a drunkard. He is now at White Plains, taking the Keeley cure. If it cures him and he remains sober and respectable for a reasonable period after coming out he will share in his late father's millions as far as it is possible for his mother to enable him to do so. If he returns to his old ways again his mother will not help him with money, and he will become a loafer, relapsing into periodical poverty after he has spent his modest allowance for drink.

The parable of the lost sheep has been much drawn upon, and it has been declared that there is more joy in heaven over the gathering in of one sinner than is shown over the gathering in of ninety-and-nine just persons. It can scarcely be imagined why such a premium should be put on estrays from the fold, as people are quite apt enough to go astray; but it does seem that there is more sympathy wasted over a hopeless drunkard in a week than a perfectly good young man can secure in years of attention to duty. Kind-hearted people look at a sot and say what a brilliant fellow he would be if he did not drink. It does not follow. If he kept sober and attended to business he might remain unknown. Women have been known to marry drunkards for the purpose of reforming them. It is a dangerous experiment. If a young man will not keep sober for the love of a woman before she is his wife, she can safely calculate that he will keep drunk for her when they are married. If the lost sheep does not want to be found he is likely to jump the fold and go to the dogs when he has a chance. There are hundreds of young men of splendid fathers who have no desire or ambition to be anything but drunken young fellows, who think they are having great fun, while they are gradually becoming outcasts of good society and are losing their manhood, health and all chances to honor their fathers and mothers.

A New York restaurant recently undertook to cater exclusively for obese people. Nothing of a fattening character was served. The establishment was hailed with delight by a large crowd of heavyweights. Its history was about as follows: The first day 100 ate there, the second ninety, the third eighty, and so on down until the proprietor found himself without a single patron, when the sheriff came and took everything in sight.

In the National Museum is a woman who is an authority on mammals, and one of the most skillful entomological artists in the world is a woman employed by the bureau of entomology.

BUSINESS CONDITIONS.

That a probability of war between Great Britain and so insignificant and remote a country as the Transvaal should have a serious effect on American securities would seem strange were it not taken into consideration that South Africa is one of the greatest centers of British speculation. A war with the Boers would mean the sudden destruction of tremendous speculative interests in that center and would engage the attention of capitalists to the unloading of our securities to an extent which might have serious effects. This fear, with the uneasiness attending the feeling caused by the Dreyfus trial and its result, coming with the money stringency which has prevailed in Eastern cities for a couple of weeks, has operated to depress stocks to a greater degree than for months past, although the change has not been great. Later advances of better feeling in Africa, with the conciliatory effect of the Dreyfus pardon, seem to have stopped the downward movement and unless other unexpected causes intervene the rapid recovery warranted by the generally favorable conditions prevailing in all lines of domestic and foreign trade seems inevitable.

Notwithstanding the adverse influences noted there is no slackening in the volume of business, last week's payments through the principal clearing houses having been 29.2 per cent. larger than last year and 58.9 per cent. larger than in 1892. The railroads have especial reason for encouragement in the earlier September returns considering the serious curtailment of traffic by want of cars at many points, and on half the mileage of the country the earnings in August were \$52,861,300 within. the United States alone—13.7 per cent. more than last year and 18.5 per cent. more than in 1892. Eastbound tonnage from Chicago for the first week of September was 92 per cent. larger than last year and 57 per cent. larger than in 1892.

The iron manufacture did not increase output in August, although thirteen small furnaces were added, the stoppage of two for repairs and general decrease of effectiveness in hot weather surpassing the gain. The unsold stocks were reduced 22,347 tons, and the apparent consumption in August was 1,209,012 tons. Heavy sales of Bessemer—6,000 tons, half for next year, at \$23.25, and for cast pipe works 20,000 tons—with much activity at Chicago, again indicate that orders for finished products do not so diminish as to promise relief; and in plates the pressure is pronounced greater than ever, with advance of \$1 at the East and more at Pittsburg. Western bars are also \$1 higher, and wire nails have again been advanced 15 cents a keg. No change of consequence appears in minor metals except that tin is higher, at 33 cents.

The textile situation continues to show remarkable strength in all branches except that there is a slight yielding in the price of raw cotton. Cotton mills are unusually active and demand seems on the increase. Wool sales have been very heavy and the price has advanced to a figure which makes manufacturers complain, but the mills are stocked with orders, some of them to the extent of refusing business, and demand shows no signs of diminishing. There is a slackening of the long-continued heavy demand for leather, which seems to be only a natural pause. Demand for boots and shoes holds steady, shipments exceeding those of any year except 1897.

DISTRUST IN LATIN AMERICA.

According to advices from Washington, the officials of the Department of State and the Navy Department are beginning to feel some concern at the many evidences of ill-will and distrust towards this country reported from South and Central America. It was reported, some time ago, that a coalition of the countries of South America, ostensibly for business reasons, but really as a protection against the grasping policy of the United States, had been formed, but the State Department at Washington gave the report no credence, and it was denied from South America. In spite of denials, however, rumors of movements against this country persisted, and now even the State Department is beginning to be concerned.

Several things have combined to prejudice Latin Americans against us.

Firstly, there has been the constant interference of this country in Central American affairs. These acts of interference, although justified in every way, have rankled in the minds of the Central American officials. Again, there was a decision unfavorable to Columbia in a case submitted to American arbitration, President Cleveland being the arbitrator. Again, the result of the war with Spain leading to the annexation of Puerto Rico and the Philippines, and the possible absorption of Cuba, alarmed all the Latin-American nations, as they commenced to fear possible aggressions on our part against their territory.

It is probable that a decision will soon be rendered by the Venezuelan Boundary Commission, which has been sitting in Paris for some time. Should the arbitrators decide against Venezuela, and in favor of Great Britain, this country will be blamed for the result, and considerable ill-feeling will result in consequence. Even the trip of the gunboat Wilmington up the Orinoco and Amazon rivers excited distrust and enmity, and led to some diplomatic representations.

This distrust felt towards us by the Latin-American countries is most unfortunate, because it is calculated to hurt our trade interests in that part of the world. Some way of restoring confidence among them ought to be devised. The annexation of Cuba would strongly confirm them in their suspicions, whereas the granting of full independence to the island would, or at least should, convince them that we are not seeking new territory nor do we desire to acquire the domain of any other power. The annexation of Cuba would be offensive to all Latin America, and would no doubt cause the coalition against us to grow in strength and become more patent, as well as active.

THE PRICE OF SUCCESS.

It is a matter of much wonder and comment that certain individuals are especially favored in finding the most exceptional opportunities in the business world. There are certain factors in the securing of these enviable opportunities and positions which are overlooked in our estimate of the situation. When we see a man who has built up a remarkable trade and is reaping abundant harvests from his efforts, we straightway begin to look for the exceptionally favorable surroundings to his business. He was "lucky" in finding the right location to secure the most profitable custom; he was fortunate in securing exceptionally trustworthy and efficient assistants; he made exception-

ally favorable buying acquaintances and connections; in fact, he was "lucky" all around. Such critics fail to discover that there is something besides luck in all this.

Finding gold mines in business is the discovery and recognition of the best powers of one's own personality and cultivating the willingness to pay the cost of success. What to the observer seems a happy and accidental combination of circumstances is, in fact, the result of the most determined effort. It is a case in which there has been a long and consistent determination to succeed, first manifested in making the requisite personal preparation to undertake the task. This preparation may have been as a subordinate in the employ of others or in the slow and careful beginning of one's own enterprise, in which is secured the training and experience that will bring out the personal qualities which must lie behind success. It is a constant stumbling block in the way of the multitude which is scrambling for this goal that the necessity for personal preparation is overlooked. As well attempt to compete with the most skilled artisan in the production of his wares as to expect success in the business world without training.

There is no question but that there are variations in the degrees of opportunity in different surroundings. It may even prove that there are places where gold mines can not be found, even by the exercise of the most careful and determined energy. It may be that this fact can be ascertained by careful judgment and a change be made to a location of greater possibilities. If so, this change will be a necessary part of the preparation for success. Gold mines may not be everywhere, sometimes the prospector must search for them, but the places where they can not be found are not as numerous as many think. We are too often prone to look for them with the telescope when a nearer glass would be more suitable.

This failure to recognize the personality of the successful business man robs him of the credit of his success and often leads to ill-considered attempts at competition in his field. That which is attributed to his luck in finding a good thing—in miner's parlance "in striking it rich"—is, in fact, the employment of exceptional effort. While all things are not possible with some, there are vastly more who might achieve success than is generally thought, if they were only willing to pay the price.

The Korean government is not strictly democratic, but it has a way of dispensing justice which seems ideal to anyone who has been following the Dreyfus case. Some high officials were found to be connected with a lottery fraud, whereupon the government gave back the \$20,000 which the promoters had paid for a license, compelled the return of all money which had been paid for tickets and banished for three years the officials who were implicated.

The Boers are an intelligent, earnest, religious people, and England will have great difficulty in killing all of them. Their spirit is shown by a little girl of the Boers, who said: "If we fight, we shall win, because we pray to God."

There are politicians who are always disgruntled. Nothing can please them that does not bring them an office.

Things which factions wish to forget they put in their platforms.

TOWN AND COUNTRY.

The steady movement of the people of the United States from the farms to the cities has been repeatedly remarked on. It is seen in the rapid growth of the population of towns and cities, and it is one of the most striking characteristics of modern life.

Many reasons have been offered to account for this movement. The enormous and constantly growing use of machinery in farming is one of them. Another is the realization by country people, through reading and the readiness of communication by the multiplication of railroads, that life in the country is cheerless and lonely compared to that of the city. The crowds of people on the streets, the gay shop windows, the passing vehicles, the movement and bustle of the city, are wonderfully arousing and exciting to one accustomed to the comparative dullness and monotony of country life, and are apt to stir up in the bosom of the visitor a strong desire to enjoy all the delights that the city seems to offer the superficial but charmed observation of the country boy or girl making a first visit to town.

Then there is the mistaken notion that it is far easier to make a fortune in the city than on a farm. Everybody hears of the occasional farmer's boy who became a great lawyer or millionaire merchant, but who ever hears of the thousands who spend their lives in toiling under the most discouraging circumstances or of the girls who find only misery and ruin in the city?

It is true, however, that the country boy, and particularly one brought up in a country store, often makes his way to success and prosperity. He is often industrious and has some acquaintance with practical business. The boy from the country general store has some information as to various sorts of merchandise and he also understands the manners of country buyers, and he is often, through the possession of these advantages, able to make his way in city business. A man who has learned his trade in a village foundry or blacksmith shop has a knowledge of all branches of the business, whereas, if he had been brought up in a city establishment, he would have only learned specialties.

Such are some of the reasons why country boys who are honest and industrious have succeeded in cities. But the fact remains that they are the exceptions. No failure seems to check the movement of the people from the farms to the cities, and the fact is cited that few or none ever emigrate from the cities to country places. The gregarious instinct is strong in human beings. They love to gather in crowds and communities. They assemble in numbers for all purposes of rejoicing and of mourning. Whether pleasure or politics, public business or public worship be the object in view, they all never fail to bring together throngs of people. This sort of tendency to herd together is one of the chief causes why the cities are constantly growing at the expense of the farming districts.

Mr. Hezekiah Butterworth, in the Review of Reviews for September, has something to say on the abandonment of New England farms. He cites that for some time back there has been a serious condition in the farming communities of New England. Many families who had inherited farms from their fathers, grandfathers and great-grandfathers were not able to keep them; they mortgaged them and finally sold them

to Canadians, Portuguese and Italians. These farmers commonly said: "We can no longer compete with the West. Overproduction has stopped the mills, and the mills make our markets."

But the Canadians, Portuguese and Italians who purchased these farms were able to pay for them and obtain a living from them, as did the grandfathers and great-grandfathers of those who sold them. These people, as a rule, had large families, and the larger the families the more prosperous they seemed to become. The West and the alleged overproduction of mills had not robbed them of their opportunities of prosperity. As a rule they were temperate, virtuous, sent their children to school and to the church; they were people too intent on a purpose to have vices; they were absorbed in "getting along." Their lives in the controlling purpose of life were like those of the people of New England two generations ago.

This state of facts demonstrates to Mr. Butterworth that the excuses given for mortgaging and abandoning their ancestral farms are not true. He attributes the situation to the extravagance of the present generation of New England farmers. They are not willing to work and save as did their fathers, and they have been spending beyond their incomes. This is very much the case in all parts of the country. It is scarcely oftener than once in a lifetime that the prices of farm products are raised to such high rates as that farmers can almost get rich in a single season.

The farmer produces food crops which are necessities of life. Fortunately for the masses of the people, who must eat, the ordinary prices of such necessities are low, so as to put them in the reach of all. For this reason the farmer's rewards are small, but if he will use them with wisdom and economy, they will make him comfortably independent if not rich. But the New England Americans are not willing to live in that way, therefore they abandon the farms and let foreigners take them.

Foreigners who were accustomed in the old countries to the extremes of hardship and grinding poverty, recognize in this extraordinary opportunities for industry, economy and enterprise. The result is that they can make money where the native finds only starvation, and the thrifty and industrious foreigners are slowly becoming the capitalists and masters of the country. In the cities they are getting prominent in business, and are coming into possession of all the bar-rooms, which to them are often mines of wealth, as well as great centers of political influence.

Fortunately, the foreigners who come to this country and prosper remain here, and their children are born citizens; but the fact remains that Americans with foreign names are marching to the highest places in business and politics, and they are rooting out the descendants of the men who conquered the wilderness and built this grand American empire. The survival of the fittest is an inexorable law. If foreigners can come here and by their superior industry, energy and economy supplant and take the places of the sons of the original settlers, they will do it, for such an opportunity is too tempting to be neglected.

The men who own the land are, after all, the only independent class. The dwellers in cities are the creatures of many conditions which reduce them to a sort of slavery. It speaks most unfavorably for the sons of the Pilgrims that they are abandoning the land of their fathers to foreigners.

Fruits and Produce.

Aims and Objects of the Michigan Produce Shippers' Association.*

The Michigan Produce Shippers' Association was organized in Detroit, December 30, 1898, with a membership of forty. The present membership is seventy-five.

This is the first general meeting the Association has held since its organization. The Executive, Transportation and Grievance Committees have met several times at the office of the Secretary, R. R. Banc, of Detroit, and transacted such business as properly came before these Committees, which will be reported to you at this meeting by our Secretary.

The object of this Association, as stated in the constitution and bylaws, is for social and mutual protection and benefit, to the end that the shippers may become better acquainted; that discussions may be had at its meetings as to the best manner of handling farm produce.

The object of this Association, when fully understood and carried out, will be fully as much benefit to all legitimate and honorable receivers as it will to the shippers. The co-operation of both is expected.

It is a well-known fact that in every market of importance there are more or less dealers who order goods, who, if the market is weak when the goods arrive, refuse to receive or pay draft; consequently the goods are often sold at a forced sale and lower prices, which is a great damage many times to the dealer who pays for his goods as ordered, as well as a loss to the shipper.

When potatoes are properly loaded, if refused by a dishonorable dealer, the car can readily be placed with some honorable house and thus money be saved to the shipper, as well as to the receiver, who pays for his goods as ordered, thus affording a protection to both parties, leaving the dishonorable dealer without any stock to work on.

If this rule is carried out, the dishonorable dealer will soon find that he must pay for goods as ordered if he expects to do business with members of this Association. If this can be accomplished we will soon have the outside dealers looking for members of the Michigan Produce Shippers' Association from whom to buy their potatoes.

Undoubtedly the shipper is not always the one to blame for goods being refused. When goods are loaded in strictly No. 1 shape the chance for refusal will be greatly reduced.

We recommend that this Association work along the line of hauling potatoes better assorted at loading stations and that a special committee be appointed to that end.

Among the items for consideration at this meeting are the following:

1. That this Association urge the transportation companies to be more prompt in refunding excess freight charges.

2. That this Association urge and request that railroads at principal receiving stations appoint one of their employees to take full charge of a car of potatoes from the time the receiver commences to unload and see that every pound of potatoes in the car is properly accounted for.

3. That a special committee be appointed to look after the assorting and grading of potatoes.

4. That sales be made on the basis of weights at loading station, guaranteed to hold out within 2 per cent.

5. That drafts be drawn for full amount of invoice, instructing the bank to receive the paid freight expense bill as part payment on the draft.

According to statistics, the number of bushels of potatoes raised in the United States for the past five years will average 215,316,310 bushels annually, amounting in round numbers to \$82,382,373.

The average yield per acre for the past five years for the United States was 79 bushels; average per bushel, 38c; average per acre, \$30.40.

*Address of E. A. Moseley, President, at the recent meeting at Lansing.

The largest number of acres planted and the largest production of potatoes on record in the United States were for the year 1895.

In 1895 in the State of Michigan there were planted 280,805 acres, yielding 27,400,613 bushels.

In 1896, 245,954 acres, yielding 24,831,041 bushels.

In 1897, 206,790 acres, yielding 19,085,580 bushels.

We call your attention to this fact to show that this is a very large industry and that it should be carried on with more strict business principles than has been done in the past.

Cannot Be Tamed With.

A Missouri authority, discussing the poultry question, says:

Poultry raisers need not worry about overproduction of poultry products. It will never come in this nation, and we have no reason to believe that it has ever come in any nation. Poultry and poultry products are a great boon to the people in this age of adulteration of food products. The packers are even rubbing our beef, mutton and pork with preservatives. Even our fish are under suspicion, and it is asserted that all oysters eaten away from the seaboard have been saturated with the chemical preservatives. Verily, our stomachs are put to a severe test, whether with meat or canned goods. But the egg and the live fowl can not be tampered with. The people more and more are turning against food products that are suspected of being embalmed. They will more and more depend on things that are absolutely beyond suspicion. There is great room for development in the business of poultry raising. Every item of information on how to get our poultry and eggs to the consumer in a perfectly pure state is of immense value; for if the consumer can know that his egg is fresh the demand will increase. The people will before long find themselves shut up to eggs, poultry, fresh fruits and vegetables, unless we have some radical legislation in the interest of pure foods.

Packed in Plaster Paris.

An advice from Seattle, Washington, says:

A novel style of packing eggs has been put into practice by Frank Jobst, a produce jobber here. He has just received a large order for eggs to be shipped by one of the vessels sailing for the Cape Nome district, and with the order came instructions to pack the eggs in plaster paris. This Mr. Jobst followed out and put up a large number of cases, placing the plaster paris around the eggs in the filler. Each compartment that contained the egg was filled level with the white powder. Mr. Jobst is wondering what the man will do if the plaster paris should get a soaking. It possesses the merit of excluding the air.

Some one has suggested that eggs might thus be packed in flour, which would keep out the air and be serviceable after the eggs reach their destination. A large order of fifty cases or more has been packed in salt for Alaska shipment.

Canning Eggs.

A Nebraska egg dealer writes that the egg packers of Kansas and Nebraska are canning a good many eggs. He says:

They use their cracked eggs for this purpose. The process is as follows: They turn these eggs out into a barrel churn and mix them thoroughly before packing in a Record package, using boracic acid, or some other preservative, to aid in preserving same. Then they are placed in cold storage and frozen solid. A little water added assists in freezing quickly. These eggs are mostly sold, in fact altogether, to bakers.

A Possible Reason.

"I don't see why a woman is always holding up her skirt with one hand," growled Bickett.

"I suppose," replied Mrs. B., "it's because she has no trousers pocket to carry her hand around in."

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.

... WE BUY ...

BUTTER AND EGGS

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

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

GOTHAM GOSSIP.

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

New York, Sept. 16—The city is full of visitors and every big store, wholesale or retail, is thronged to the doors. The theaters are booming and everybody seems to have plenty of money to spend. If the crowd keeps growing, what will it be by the time Dewey gets here?

The coffee market is the duldest market of all grocery products. With huge supplies cabled as arriving every day at Rio and Santos—ranging from 50,000 to 65,000 bags—it would seem miraculous if any advance should be made in quotations. Buyers are taking only sufficient to keep them going and are letting others pay the cost of carrying stocks. Fair Rio coffee is worth in an invoice way, 5½c. In store here and afloat the stock aggregates 1,320,800 bags, against 1,061,720 bags at the same time last year. In mild grades of coffee there is hardly more than the usual business doing and quotations are practically unchanged. East India coffees are quiet and rates are practically as they have been for many weeks.

The business going forward in sugars has been mostly of withdrawals under old contracts and relatively little that is new has developed. Arbuckles quote granulated at 4.88½ and the trust at 4.946. A few soft grades have been shaded 1-16c.

The tea market continues to improve. The improvement, however, is slow, although, perhaps, it is better so than to boom. The situation is one to inspire confidence among holders, and, while nothing sensational is to be expected, it is something to say that the "tea market is alive." Some 2,500 packages of different kinds changed hands within a very short time and at full values on Thursday.

Inasmuch as full prices seem to prevail in the South the rice market here remains firm. Jobbers, both local and out of town, have been doing a pretty good business and holders are full of hopefulness.

The tone of the spice market is firm. On Wednesday about 75 tons of Singapore pepper changed hands at a price said to be 11½c. Jobbers generally report a good business and the outlook is quite full of cheer.

Grocery grades of New Orleans molasses have been in demand and the market is steady. Stocks of open-kettle are in light supply and holders show no disposition whatever to make any concessions, nor do they appear anxious to make sales on present basis. Centrifugals show no change. Low grades are quiet. Good to prime centrifugals, 16 @28c. Syrups are moving in a quiet manner. Stocks are light and quotations show no change. Prime to fancy sugar, 18@22c.

If the canned goods market is rather quiet it is because there is more a lack of goods than a falling off in demand. Packers are still in the dark as to deliveries, but are likely to have the matter pretty well settled before another week, as frost and drouth have effectually put an end to canning operations in New York State as well as Maine. Prices are very firm on everything and are as certain to advance as anything. Gallon apples, New York State, \$2.25@2.40 for future delivery. Corn, Maine, 85@95c, as to grade, delivered here. Tomatoes are said to be selling freely in Baltimore to Western concerns, which would indicate that the pack there is not large enough to go around. Maryland promises to have a pretty full pack. It is said that many samples do not come up to the mark in point of quality. Reliable No. 3 Maryland tomatoes are worth 65c; Jerseys are up to 85c.

The dried fruits market presents no new features. The demand is of an ordinary character, although the tide seems to be turning in a favorable direction. Prices made by the California Raisin Growers' Association are so high as to cause considerable adverse comment. Prunes are selling steadily.

Colder weather is making itself felt in the lemon market and prices sag. The

demand is lighter and, as supplies on the way here are large, we are likely to see still further decline. Oranges are practically without change. California seedlings, per box, \$6@6.50. Rodis, \$7@7.50. Bananas are quiet. Firsts, per bunch, 90c@\$.1.

The butter market is very firm, and 23c is the prevailing rate for best Western creamery; thirds to firsts, 17½@22c; Western imitation creamery, 18c, the latter for extra goods. The market for factory butter is rather quiet, but quotations are well held and the situation is "comfortable" for holders. June pack, 15@16c; current pack, 14½@15½c.

Supplies of cheese are not large, but the market is "off" and it is difficult to make sales at prevailing quotations. Small fancy, 11@11¼c; large size, 11¼c.

Western eggs are worth from 15@18½c, the latter for fancy goods that will come up to the "scratch." Fair to good, 14 @15c. The market is very firm for the better grades and the call shows improvement all around. Arrivals show better quality, as a rule, than a week ago.

Domestic dried fruits are quiet. Apples are worth, for fancy evaporated, 9½@10c; raspberries, 11½@12c.

Carries Him Back Half a Century.

Owosso, Sept. 15—The sixteenth anniversary number of the Tradesman is at hand and, to use a slang phrase, it is a dandy in all its departments, from the voluntary contributions to the regular correspondence.

The face of my old-time friend, Wm. T. Hess, is as pleasing and natural as when I saw him operating the first Buckeye mowing machine in use in Kent county on his farm on the bank of Reed's Lake, nearly fifty years ago. It was a clumsy and imperfect machine, compared with the up-to-date, all-steel implements now manufactured by the Buckeye Co. I recall some very expressive language used by my friend because of the difficulty in urging his team to a speed that would keep up a motion that would do good work, because the gearing was imperfect. I think he would recollect that when that old cutting bar struck a hidden stake which marked the corner where his land and mine joined and nearly threw him off his seat, the atmosphere became a little sulphurous. His long-continued market reports in the Tradesman of all merchandise coming within his line of business are always remarkable for their scope and brevity—the "multum in parvo" so desirable in all newspaper reports of the market. Long may he live and continue his business relations with the Tradesman and in the enjoyment of his successful business career!

The familiar face of Albert Baxter carried me back to Grand Rapids in the fifties when the Grand Rapids Eagle and the Grand Rapids Enquirer occupied the newspaper field. The Eagle, under the management of A. B. Turner, with Albert Baxter as assistant editor, represented the old Whig party, and the Enquirer, under the management of Chas. H. Taylor and Jacob Barnes, fought the battles of the democracy. It is many years since I have seen Mr. Baxter, and I am glad to know that he is enjoying a green old age in the full possession of all his faculties. The history of the Grand Rapids newspapers from 1850 to 1899 would make an interesting paper and I know of no one more capable of writing up such a history than Albert Baxter.

W. S. H. Welton.

First Northern Potatoes in St. Louis. From the St. Louis Republic, Sept. 15.

The first car of Northern potatoes of the season were received yesterday by Miller & Teasdale from Michigan, and were sold to Albert E. Meyer & Co. They were fine stock and brought a good price. The early potato crop was the largest on record, but the crop of late potatoes is expected to be short, and higher prices are likely to prevail.

A man who practices at the bar and men who keep bars are not to be ignored in political deals.

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.



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

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.

Four Kinds of Coupon Books

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

TRADESMAN COMPANY, Grand Rapids, Mich.

Shoes and Leather

Superstitions About Shoes Which Prevailed in Ancient Times.

Ancient Aryan fairy tales are probably responsible for the introduction to the world of superstitions of the shoe. If they had been carried out on such commendable theories as were adhered to closely in those innocent tales for childhood there would be nothing in their composition to censure, for the Aryan stories that have always delighted our children are pure, too preposterous to be thought true by any but the infant kind, and always carry with them a moral that hedges about the tale, protecting it from misconception of the intent of the inventor.

Particularly relating to the shoe, we have in the Aryan fiction such never-to-be-forgotten tales as the immortal Cinderella and the Glass Slipper and the Seven-League Boots. These two seem to have taken the strongest hold upon the children of the world, and where is the grown person, where even the old man or woman whose memory does not cherish these fanciful tales of childhood?

The quaint mythology of the icy North is filled with superstitions concerning footgear, the shoes being always most conspicuous. One of the fictions is that about Loki, the Norse evil spirit, who is said to have escaped from hell by the assistance of a wicked conniving pair of shoes of marvelous power, in which the evil one could fly over land and sea and he worked great harm while in the possession of them. In the tale of "Jack the Giant Killer" shoes of astonishing swiftness were given to Jack which, like the fabled sandals of Hermes, swished him through the earth or over the ground with breathless swiftness, leaving the reader to wonder how such rapid traveling could be done and little Jack's blouse and trousers not be blown away, to say nothing of his Lord Fauntleroy hair, as seen in the modern pictures. The sagas are responsible for the superstition that the road to the domain of the Goddess Hel was a journey of nine days and nights, over morass and mountain, and, in consequence, a pair of shoes were placed in the grave to aid the departed one on the long journey. These shoes were called "helskoe," and are the same as the "todtenschuhe," even to this date used in remote towns of Germany for the same purpose. Sir Walter Scott is responsible for the statement that they were used in Yorkshire in the beginning of the Nineteenth Century, and others declare that they are among the ancient superstitions that still prevail in remote parts of England.

Probably it was this venerable fiction that prompted an old writer about queer beliefs, to say, "There is belief that once in their lives it is good to give a pair of shoes to a poor man, forasmuch as after this life they are bound to pass bare foote through a great launde, full of thorns and frozen, except by the merit of the alms aforesaid they have redeemed the forte; for at the end of the launde an old man shall meet them with the same shoes that were given by the partie when he was lying, and after he had shod them warrenteth them to go through thick and thin without scratch or scathe."

In Hamburg, the last shoes worn by a person before death are called "todtenschuhe." In support of the old superstition that one should give away a pair of shoes at least once in a lifetime,

a quaint old verse has been written and borne in mind wherever the belief is known that shoes must be given to a poor person to reach safely the better land, and it runs thus:

If ever thou gave either hosen or shoen,
Every night and awle,
Sit thee down and put them on,
And Christ receive thy saule.
But if hosen nor shoen thou never gave wean,
Every night and awle,
The whinnies shall prod thee to the ban beane,
And Christ receive thy saule.

Not only is the shoe a prominent and favorite subject for divination, but in ancient times it was used above all things for the expression of renunciation. This will readily be acknowledged by all Bible readers, who surely have wondered at the putting off of the shoe in so many instances and failing to express veneration or respect by the removal of the hat, as is our expression in modern times. Nobody can repress a smile at the idea of an up-to-date gentleman taking off his shoes upon the occasion of his visit to the house of a girl and sitting in her presence shoeless. No surer way to gather a hooting crowd on our public thoroughfares could be devised than that of a man taking off his shoe in the street upon meeting a person to whom he desired to show great respect. Imagine, for instance, that, by the way of expressing their renunciation of the sinful world, the members of a congregation, upon entering a church, should each get a shoe or two checked at the door by an attendant!

Yet these things were done in the ancient days, in token of renunciation and reverence. The Biblical instances are not only beautiful, they are expressive, and while they may not, technically, be called superstitions, they have suggested many of those in existence. In the twenty-fifth chapter of Deuteronomy we are told of a ceremony in court where the brother of a childless man, who, by law, was bound to marry his widow, unless he publicly renounced her, cast her off when "she loosed his shoe from off his foot and spat before his face." The removal of his shoe by her own hands was a symbol of the widow's renunciation. When Boaz called upon Ruth's nearest kinsman to marry her, the latter refused, and "as it was the custom in Israel concerning changing, that a man plucked off his shoe and delivered it to his neighbor," this recreant kinsman took his off and gave it to Boaz as a symbol of his renunciation of Ruth. In the Fortieth Psalm is this singular expression: "Moab is my washpot, over Edom have I cast out my shoe;" signifying thorough renunciation of Edom.

In Hebrew, the selfish prodigal is indicated by the expression, "One cast off." It may be said truthfully that the shoe was the Jewish pipe of peace, by the use of which bargains were consummated. Probably no more familiar verse of the Bible is quoted than that from Exodus, "Put off thy shoes from off thy feet, for the place whereon thou standest is holy ground."

In the Orient the shoe may be said to take the place of the hat in the Occident, for the turbaned man recognizes the shoe as a mark of dignity and the removal of it a token of servitude. When the Mahometan is about to enter the mosque he invariably removes his shoes or slippers, and no matter in what street, open place or within the house he may place his praying rug, his shoes must be removed before he may kneel, for it is a universal saying, observed by all as a law, that the unclean leather shall not be allowed to defile the sacred floor.

Pythagoras told his pupils, "When

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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.



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

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382-384 EAST WATER STREET,
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W. W. WALLIS, Western Manager.

GET THE BEST



GOODYEAR GLOVE RUBBERS
can be purchased at 25 and 5 off from
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HIRTH, KRAUSE & CO., 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.

HEROLD-BERTSCH SHOE CO.,

Manufacturers of Shoes, Grand Rapids.

stretching forth your feet to have your sandals put on first extend your right foot, but when about to step into bath let your left foot enter first." From this expression of the ancient it will be seen that superstitions concerning the putting on of the shoe are of great antiquity, although there have been so many of them coined that those who have become well read upon this subject know that many of the old superstitions run counter to each other.

It is told of the Emperor Augustus that he was much disturbed if he, by chance, exchanged the right shoe for the left. He declared that he came near losing his life by mutiny one day because he put on his left shoe first. It is well known that the most ancient superstition concerning the dressing of the body declares that the left side should always be dressed first to insure luck during the day or for the future, and that the act of putting on the right shoe before the left is sure to bring misfortune. The Jews in Germany, however, adhered to the ancient custom of putting on the right stocking, then the right shoe without tying it; then the same with the left foot, returning to tie the right shoe and finishing with the left.

We can imagine what a fine dash a man would cut if he were seen on a public place with his shirt inside out, or walking along the street as though the pain from his corns were excruciating, because he had inadvertently put his left shoe upon his right foot and the right on his left. But the old superstition says that these must not be changed before the following day, under penalty of misfortune.

That old encourager of superstition, Reginald Scott, in his "Discovery of Witchcraft," says: "He that receiveth a mischance will consider whether he put not on his shirt the wrong side outward or his left shoe onto his right foot." Still another old writer, Gaule, says of unlucky things, "There are such as putting on the hose uneven or across and the shoe upon the wrong foot," and yet another writer says it is "fore-deeming of evil luck by putting on the shoes awry." Gross says that if the wrong shoe or stocking was put on the luck was changed by turning or shifting it, but all others seem to agree that when such a mischance occurs terrible calamities must follow the act of changing.

In North Germany are many superstitions relating to the shoe. If, after retiring, the shoes are not arranged in proper order a witch will enter at midnight and betray herself by placing them right. In Sweden, if the shoes be placed with the toes turned toward the bed, the nightmare is sure to come. In Germany is a superstition that if one will throw his shoes over his head he will see the place where he will stay longest. In the north of England girls use them on St. Agnes' day to divine who their lovers will be. Gay says that when the notes of the cuckoo are first heard in the spring lovers look into their shoes for a hair.

There are numerous rhythmical sayings about casting an old shoe after a departing bride, and the observance has been almost universal throughout the world, but this ridiculous and sometimes unhealthful habit is rapidly going out of date, and even rice-throwing has become unfashionable. An old shoe was always chosen for this purpose because the ancient superstition concerning "the shoe that pinches" signifies a

bad wife. Sandals were simple foot coverings and easily removed from the feet; the high, laced boots of modern times would stand much in the way of a continuance of the ancient custom of removing the shoes before entering the house of some honored man, and either the custom or the boot would have to go. Fortunately for the shoemaker, times and the customs have changed and superstitions are not all they were in ancient times.

Pleasant Words from Pleasant People.

Vermontville Echo: The Michigan Tradesman has just finished its sixteenth year of publication and starts on its seventeenth with a superb extra edition of 64 pages exclusive of covers. This number contains many contributions from the leading men of the Valley City treating upon the specialties with which they are perfectly familiar. First and foremost is a valuable article from Hon. Charles W. Garfield upon "Michigan Fruits." The page is handsomely embellished with a double column half-tone of our genial horticulturist, so familiar to those who have met and listened to him in our farmers' institutes. Next come many fine portraits of leading business men, each giving useful and interesting papers in their several lines of trade. The entire issue is handsomely illustrated and printed with an entire new face of type, giving the mechanical part the same bright, clear appearance as the articles themselves. The Tradesman is one of the most valued periodicals which comes to our table and should be upon the desk of every business man in Michigan.

Manistee Daily News: The Michigan Tradesman is a publication which has for the past sixteen years been devoting its energies to the best interests of business men and most ably has it succeeded in its purpose. Its last issue was made an anniversary number, and in addition it came out in a handsome new dress of type throughout. The success of the Tradesman is due in great part to the progressiveness and up-to-dateness of its editor, E. A. Stowe, who, with the aid of capable assistants, has made the publication one of inestimable value to Wolverine merchants. The aforementioned number is profusely illustrated and a credit to the publishers.

Pittsburg Mercantile Journal: The Michigan Tradesman last week celebrated its sixteenth birthday with a special edition, which is, as might have been expected, a highly creditable publication to Mr. Stowe, the editor.

Merchants' Review: The Michigan Tradesman has gotten out an extra large issue with special articles, in honor of its sixteenth birthday. Like good wine, the Tradesman grows better as it grows older.

Saranac Local: The Michigan Tradesman issued its sixteenth anniversary number last week. It contains a very large amount of matter pertaining to the business interests of the State and is in every way a creditable number, even for an anniversary.

American Grocer: We tender congratulations to our esteemed contemporary, the Michigan Tradesman, upon the completion of sixteen years of successful work. Its influence has always been for the best good of the trade; the eradication or modification of evils; for associated effort. It has always aimed to make a journal of real value to its subscribers, and has succeeded. Its anniversary edition is a 64 page issue in colored cover, and reflects the high esteem in which the paper is held by the merchants of Michigan.

Elk Rapids Progress: The Michigan Tradesman is not only one of, but the best, all around trade paper published, and should be in the hands of all enterprising business men. Mr. Stowe, its editor, sprung a surprise on his readers last week by having the Tradesman appear in a neat new dress of type, well illustrated, and typographically, as usual, as near perfect as the ingenuity of man will permit.

Frantic Appeal for Funds.

A Mississippi editor makes this appeal to delinquent subscribers:

Fish down into your pocket and dig up dust, the editor is hungry and the paper 'bout to bust. We've trusted you for several months, and did it with a smile, so just return the compliment and trust us for awhile. Our wife she needs some stockings and baby needs a dress; Jimmy needs some breeches, and so do Kate and Bess. Pud is on the hog train and Peggy sick with grief, and good gosh almighty, can't you give a man relief? Shell out those nickels and turn loose the dimes, turn 'em loose and whistle and we'll have better times; there will be fewer patches on the bosom of our pants, and we'd make the paper better if we had half a chance. Don't give us that old story, long gone to seed, 'bout taking more family papers than the family want to read; but help to feed the printer, and he'll help our town to grow, and thus escape the sulphur in the regions down below.

His Financial Resources.

George (of the furnishing goods department)—Well, what do you say, Bella?

Bella (of the handkerchief department)—I like you well enough, George, but how can you afford to marry on \$6 a week?

George—My six and your four make ten. I reckon I can afford to marry on \$10 a week if I want to, Bella.

Injury and Insult.

De Jones—I hear your firm discharged you.

Smythe—Yes; but I wouldn't mind that so much if they hadn't added insult to injury.

De Jones—How so?

Smythe—They advertised for a boy to fill my place.

In autumn days chilly winds are liable to catch a dude young man when his overcoat is at his uncle's place of business.



ARE YOU SELLING

Tappan Shoes?

Because if you are not, you're missing a good thing. They are chuck full to the brim with brains and skill and honesty. They are representatives of Shoe Goodness.

You would make more money if you sold them.

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

TAPPAN SHOE MFG. CO.,
COLDWATER, MICH.

Not Best But==

If Lycoming Rubbers are not the best made, there's one sure thing—they don't make any better rubbers anywhere. 25 and 5 per cent. Keystones—seconds that are as good as most firsts—25-5-10 per cent.

Woonsockets, 25-5-5 per cent.

Rhode Islands, 25-5-5-10 per cent.

Our agents will be around to see you soon.

It will pay you well to look over our line of leather goods—it will pay you better to order.

GEO. H. REEDER & CO.,

19 SOUTH IONIA STREET,

GRAND RAPIDS, MICH.

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.

NO CARNIVAL FOR HIM.

A Merchant Who Had Been Through the Mill.
Written for the Tradesman.

When I entered a grocery down in Central Michigan, the other day, I found a local committee, consisting of a fat saloon keeper and a lean liveryman who smelt of the stable, laboring with the merchant in the interest of a street fair.

"It will help business," urged the fat man.

"It will help the town," said the liveryman.

"You may be right," replied the grocer, "but I can't see it as you do. I know it won't increase my trade, and I am afraid it will advertise the town in a way we don't want it advertised. Come, now," he added, turning to the fat man, "be fair and answer a question. Do you honestly believe there would be any street fair here this year if it wasn't for the liquor interest?"

"I'm sure I can't say," was the hesitating reply.

"Understand," said the merchant, "I'm not talking against your business, for I have some good customers in your line, but, to tell you the truth, this street fair business looks all one-sided to me."

"Oh, don't get old-maidish," remonstrated the fat man. "Put down your name for a liberal donation and we'll fill the town so full of strangers that they'll have to sleep in the streets. You'll have just as much fun as anyone, once you get started."

"You bet you will," echoed the lean man.

"I don't know about that," said the merchant, with a smile. "I got all tangled up in a street fair once and I'll have to take to the woods if you get one going here."

"We'll risk your taking to the woods," said the fat man. "You'll be parading down the center of the street with a tin horn and a red flag about the second night."

"That's what," echoed the lean man.

"Yes," said the grocer, "and I may be down under the bridge on Main street trying to hook robins and blue birds out of the deep pools with a corkscrew for bait, but I rather think not. I got run over by a street fair once, and now I get off the track when I see anything dangerous coming my way. You see, a street fair was once invited to visit our town before we knew what species of animal life the brute belonged to and we had to do the best we could to make things pleasant while it remained, so we decided to turn ourselves loose."

"That's the stuff," remarked the fat man.

"And that's no dream," observed the lean man.

"So we got a lot of fancy dress suits, a choice collection of tin horns, a bunch of torches and a bushel or two of fireworks and sailed in," continued the grocer. "We had somehow taken into our heads the fool notions that it was our night, that the town was built for us and that the street fair wouldn't be so awfully much if it wasn't for us. When any member of our party got so tired he couldn't yell or sing or dance, we prescribed beer, and it is astonishing how many invalids we had in our crowd that night and how eagerly they took their medicine. We knocked folks off the walks, tipped over street booths and broke store windows until we pretty nearly had the whole town to ourselves."

"You're the stuff," shouted the fat man. "We'll make you master of ceremonies the week of the fair."

"Yes, indeed," assented the lean man.

"We pranced up and down and took our medicine and made nuisances of ourselves until the telephone poles began to stagger and the tall buildings began to sway back and forth in the red light. During the latter part of the evening I noticed a good many people with two heads and only one leg, and some of them were so wide of body that I found it difficult to pass them in a six rod street."

"You tell it just like a man who's been there," said the fat man.

"You bet he does," snickered the other.

"Along towards midnight," continued the merchant, "we arrived at the conclusion that we weren't having fun enough, so we put what fireworks we had left in an old flour barrel, threw a lot of burning shavings in with them and kicked the concern down the street. It made a great hit, I can tell you, but about halfway down the street the barrel went popping into an alley and rolled under a warehouse filled with hay and grain. Then the giant crackers went off and the barrel flew into a thousand pieces. I heard a man saying something about that being his building, and then the steeple of the Methodist church, or something equally hard and massive hit me a clip on the nose and the town, buildings and all, immediately turned upside down."

"S-a-y," interrupted the fat man, "I guess you must 'a' got hit."

"I got up once or twice," resumed the merchant, "and found the church

steeple, or whatever it was, still doing business at the old stand and immediately went to grass again. I saw stars and horses trying to get out of chimney tops and cows walking off on their hind feet in blue topped boots, and then the fire engine came and ran over me and broke both legs, and laid the foundation for this scar on my chin. Oh, we had a great time."

"I should say," ejaculated the fat man.

"Tough enough," assisted the lean man.

"When the world turned right side up again," added the grocer, "I learned that we had burned down about half the town and that most of my chums were in jail, charged with setting fire to inhabited dwellings in the nighttime, for which offense the penalty in this State is the same as for murder in the first degree. Only for being all broken up in little pieces by the fists of the owner of the warehouse and the heavy wheels of

the fire engine, I would have been in jail with the rest of the fools."

The committee began to edge toward the door.

"We got out of the scrape by paying heavy fines and making the losses good," said the merchant, "and since that time I have never gone into any scheme for public improvement which provides for allowing a lot of toughs and drunkards and fools to run the town for one night or for one week. There are a lot of people in every town who live on the under side of society who ache to become prominent once in a while, and these are the folks who show up strong at street fairs. No, sir, I've been up against it once, and you don't catch me again. If the officers had done their duty that night they would have arrested us before the final act, and we would have been saved a heap of trouble. No contribution from me."

And the committee filed sadly out of the store.
Alfred B. Tozer.

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.

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.

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 GO., 129 Jefferson Avenue, Detroit, Mich.
113-115-117 Ontario St., Toledo, Ohio.

Grocery Show Window With Bicycle Centerpiece.

Munising, Sept. 14—I send you here-with a photograph of a bicycle show window which I made some time ago. It has attracted so much attention from the general public and also from the gripsack brigade that I thought it might possibly prove of interest to some of the readers of your paper. It is very simple of construction and any clerk with ordinary mechanical ability can easily make one. In order to facilitate matters a brief description may not be out of place. The rims of the wheels are made of hoops from coffee drums, using the full size for the outer rim and cutting the hoop and lapping the ends for the inner rim and springing it in so that it will hold the cans in place. I used cans of cream between the rims, because they are just the proper size. Inside of the rims I nailed four spokes and covered them with a piece of red cardboard, cut round and with strips cut out to represent spokes. Around the

spent an hour or more in looking over the books. Finally he seemed to settle upon one, and asked the clerk the price. "One dollar," the clerk answered. "One dollar," echoed the lounge; "can't you take less than that?" "One dollar is the price," the clerk answered.

The would-be purchaser looked over the books awhile longer and then enquired, "Is Mr. Franklin in?" "Yes, he's busy in the printing office," the clerk replied.

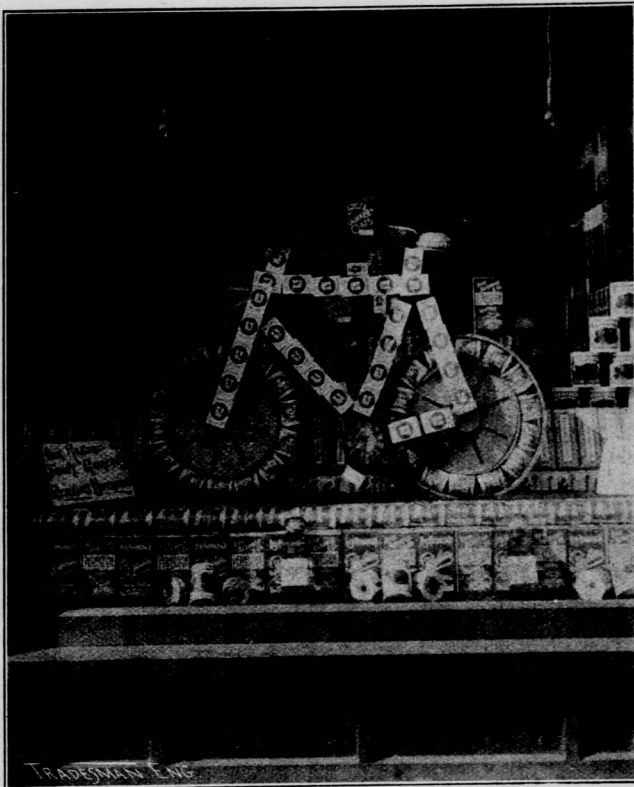
"Well, I want to see him," said the man.

The clerk told Mr. Franklin that a gentleman was in the store waiting to see him. Franklin soon appeared and the stranger said:

"What is the lowest, Mr. Franklin, that you can take for that book?"

"One dollar and a quarter," was the prompt answer.

"One dollar and a quarter! Why, your clerk asked me only a dollar just now."



outside of the rim I pasted labels from spice cans and my wheels were complete. The diamond frame I made from strips of wood, 2x1. I then covered it with packages of soap, which I tacked on. The sprocket wheel was made from a round piece of wood, covered with red cardboard, painted to represent spokes and cogs. The chain I made by stringing prunes on a piece of wire. The pedals were made of cakes of soap attached to a wooden crank. For a saddle I used two packages of figs, tacked on a board made the same shape. The handle bars were made by fastening two bottles of catsup on two pieces of wood, nailed onto the head of the frame.

Glennie Deans.

Made the Buyer Pay for Lost Time.

Benjamin Franklin kept a book store in Philadelphia, and printed a newspaper in connection therewith.

One morning, when he was busy in the press room on his newspaper, a lounge stepped into the book store and

"True," replied Franklin, "and I could have better afforded to take a dollar than to leave my work."

The man seemed surprised, and wishing to end a parley of his own seeking, said: "Well, come now, tell me your lowest price for the book."

"One dollar and a half."

"A dollar and a half! Why, you offered it yourself for a dollar and a quarter."

"Yes," said Franklin, coolly, "and I had better have taken that price then, than a dollar and a half now."

This was a way of trade which took the man quite by surprise. Without a word he laid the money on the counter, took his book and left the store.

We fancy that the average shopper of to-day would have turned on his heel indignantly, on being charged for time, and told his friends where not to buy books; but there was only one Benjamin Franklin, and "genius is a rule unto itself."

The Grand Rapids Paper Box Co.

Manufacture

Solid Boxes for Shoes, Gloves, Shirts and Caps, Pigeon Hole Files for Desks, plain and fancy Candy Boxes, and Shelf Boxes of every description. We also make Folding Boxes for Patent Medicine, Cigar Clippings, Powders, etc., etc. Gold and Silver Leaf work and Special Die Cutting done to suit. Write for prices. Work guaranteed.

GRAND RAPIDS PAPER BOX CO., Grand Rapids, Mich.

Hanselman's Fine Chocolates

Name stamped on each piece of the genuine. No up-to-date dealer can afford to be without them.

Hanselman Candy Co.

Kalamazoo, Mich.

THE Keeley Cure BENTON HARBOR, MICH. Alcohol and Opium Using
Treated to a successful conclusion. Write us for literature and full information. Don't delay if you need this treatment.
THE KEELEY INSTITUTE BOX 1185 BENTON HARBOR, MICH.

Are Prompt Shipments an Inducement?

A customer may be won forever by the prompt filling of an order. When you wish to have your promises to such a customer fulfilled without fail, telephone, wire or write us and the farmers' supplies, harnesses or blanket or robe will be sent by next train.

BROWN & SEHLER, Grand Rapids.

J. D. CRAWFORD.

ESTABLISHED IN 1891.

M. J. CRAWFORD.

CRAWFORD BROTHERS,

DRUGGISTS AND BOOKSELLERS
WALL PAPER, PAINTS AND OILS

WHOLESALE AND RETAIL.

ITHACA, MICH. June 12 1899
Michigan Tradesman
Grand Rapids
J. D. Crawford
We enclose herewith our
of 200 Young subscription in
full to Aug 19/99
The Tradesman is all right
and has always been very
satisfactory. Your records show
us to have been a subscriber
for ten years is a reminder
that we are getting old
Very truly
Crawford Bros

Woman's World

More in Need of Gumption Than Grace.

Every one interested in the blessed estate of matrimony—and we all are presently, prospectively or reminiscently—must have read with keen satisfaction of the recent decision of a Kentucky judge in a divorce case. A gentleman of that State, it seems, sued for divorce from his wife on the grounds that she was an habitual and incurable drunkard, but the judge refused to grant the decree, arguing that the husband had only been a widower four months when he married the defendant, and that "such precipitancy in marriage implied a want of ordinary care in making a selection of a wife."

To every thoughtful person it will seem that a second Daniel has come to judgment and that he has put his finger on one of the corroding cankers of life. It is not unfaithfulness, nor drink, nor cruelty, nor clubs, nor any of the unusually assigned causes that account for so much domestic unhappiness. It is simply and solely the want of "ordinary care in making a selection" of a husband or wife. Women marry on the grab bag system of taking the first thing the get their hands on, and men—having originated the theory that marriage is a lottery—act upon the principle that it is all luck, and there is no use in using any judgment in picking out a wife. Any one who ever takes the trouble to observe anybody else's courtship can but have this impressed upon them. There is a lack of common sense about it, a kind of hallucination, a persistent substitution of fancy for fact, and a general obtuseness and blindness and determination to rush on their fate that is a forcible and sorrowful illustration of how lightly people decide the most important question of life.

One of the wonders of the world, that no amount of repetition ever makes one whit less remarkable, is the fact that people give less real thought to marrying than they do to any other binding trade. If John Brown, for instance, is thinking of making a limited liability partnership for five years with Tom Smith, to carry on the grocery business, he makes an exhaustive investigation into Smith's character and habits. He finds out if he is honest, if he is extravagant and is liable to swamp the firm by reckless and senseless expenditures, and whether he is industrious and capable, and will do his part towards making the venture a success. With Sally Smith, with whom he is going to sign a life contract, and of whom he can not rid himself in five years, or five and twenty years, without scandal and disgrace, no matter how unhappy he is, he takes no such precaution. She may have the temper of a termagant, she may be idle and lazy and shiftless and extravagant, but he does not even take the trouble to enquire into the matter at all. He marries her, and if it turns out badly he shoulders the blame off on providence if he is pious, and lays it on general bad luck if he isn't, and it positively never even occurs to him to attribute it to his own lack of taking the "proper ordinary care in selecting a wife," as the Kentucky judge puts it.

Judging by the standards of common sense and reasonable prudence that obtain in everyday life, we should say that a man was crazy if, when he wanted a horse to pull a heavy larry, he went into the market and bought a thoroughbred race horse. We should say he was

imbecile if, being poor, he took all of his money and invested it in a piece of costly bric-a-brac that would be out of place in his dingy three-story back room. We think him silly who pins a fine diamond in a faded and shabby shirt front. Yet that is just as much reason as the average man shows in picking out a wife. He takes something that pleases his eye and never stops to consider whether she is going to suit him in any other way or not. The poor man falls in love with the petted daughter of fashion, and marries her if she is willing, and then he feels himself cruelly ill-used because she doesn't know a thing on earth about economy or work and pines for the luxuries to which she has been accustomed all her life. "It is this kind of thing," he cries, "that makes marriage a failure." My dear sir, not at all. She knows now all she ever did. It was simply your lack of the ordinary proper care in making a suitable selection. There were plenty, scores and scores of industrious, capable girls, any one of whom would have made the helpmeet you needed, but you passed them all—a regular kitchen garden full of substantials—to pick the one rose that flaunted on the garden wall, and now that you have got her you have no right to whine and cry because she isn't a cabbage.

If a man is going to do as simple a thing as buy a book he gives some serious thought to trying to find the class of literature in which he is most interested. If his taste is cultivated he passes by with a shudder the sensational story, with its cheap and flashy sentiment and blatant vulgarity. He knows there wouldn't be a single page in the whole volume that wouldn't offend his susceptibilities. If he has a romantic nature, full of the deeps of sentiment and passion, he would never dream of selecting a cook book with which to while away the long hours of a tedious journey. If he is intensely practical he doesn't choose a volume of poetry that always seems to him silly and hysterical. Yet we are daily treated to the spectacle of men picking out a wife with less regard to congeniality of sentiment and taste and opinions than if she was a book that they could toss aside when she begun to bore them. Gracious heavens, look about you! Don't you see stately scholars married to stupid little women, whose narrowness and pettiness of vision must be continual irritation; don't you see men whose great hearts cry out for love and comprehension married to women whose shallow nature contents itself in the ordinary rounds of domestic duties and can not even understand any deeper need of the soul? Don't we see common-place men married to women who are like finely-tuned instruments, capable of producing the most exquisite melody, yet who become, in bungling and ignorant hands, only sources of terrible discord? It is all such a lot of terrible blundering, of the wrong people getting hold of the wrong books. If only the man who liked yellow-back novels had gotten "Red Mike, the Terror of the Plains," if the practical man had gotten the patent office reports, and the poet had found the Omar Khayam in the great heap of books on the stall, what a pleasant and profitable journey everyone might have had, instead of yawning in each other's face the whole way through.

In reality in all the wide world there is nothing else so pitiful as the lack of congeniality—of really having anything

in common—that we see between so many married people. They live their days out side by side, and yet they are farther apart than if oceans and continents rolled between. One in name and interest, they have no more understanding or appreciation of what is best and highest in each other than if they were creatures from different spheres, speaking different tongues. There are doors in each soul that lead to rooms to which the other never finds the key. All that is best and sweet in life—the comprehension that has no need of words, the subtle sympathy that divines the unspoken thought that trembles on the lip, the glory and the splendor of that love that makes two really one in heart—they miss. For missing that, there is no compensation. One may have glory and honor and riches, but the heart that has missed perfect comprehension goes a hungry beggar to the grave. That so many miss it is to be set down not to the fantastic cruelty of fate, but to stupidity and to the man's lack of ordinary care and prudence in seeking what he wants, and his willingness to put up with a substitute. As a matter of fact, most men go courting like they go shopping. They may go into the store determined on buying a sky-blue necktie, but anybody with the slightest powers of persuasion can sell them a pair of patent leather shoes instead of it.

Of the reckless folly of those who get married on short engagements nothing need be said. Heaven knows those who, in homely phrase, "keep company" for a long time have little enough chance to get really acquainted. The girl sees the man only in his company clothes and company manners. She is primped and crimped, and really too sweet and ethereal for this world. She is sure that life will be nothing but a bed of roses with a man so frantically anxious for her, to do as she pleases, and he thinks he will have no trouble on earth in bending such a pliant little creature, who agrees with him in everything, to his will. Under this courtship veneer in both cases is the real woman and the real man, with all of the natural and acquired and inherited temper, traditions and prejudices that it never seems to occur to anyone to investigate before marriage, while there is still time to flee from the wrath to come. In all good truth a whole lifetime is inadequate for a thorough study of any one woman's peculiarities, and young men contemplating rushing into matrimony, on the strength of a thirty-day promissory note, would do well to recall the Kentucky judge's dictum that a four months' acquaintance with a woman shows a pre-

cipitancy and want of ordinary and proper care in making a selection of a wife that is liable to lead to trouble.

A great many remedies are continually suggested for the amelioration of domestic life, but it seems to me that we stand more in need of gumption than grace in dealing with it. The man who uses as much judgment, discretion and common sense in picking out a wife as he would in dealing with any other important affair seldom has reason to regret his choice.

Dorothy Dix.

Sometimes Happens So.

"What broke him up in business?"

"Slow collections."

"I thought he sold goods for cash only."

"He did. It was the firms he owed that had the trouble in making collections, and they closed him out."

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."

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.

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.

Never complain of the dullness of business. Nothing succeeds like success.

If you gain the confidence of others you must first have full confidence in yourself.

You must be on the lookout for the misrepresentations and falsities of your competitors.

Never abuse competing firms. Leave slow buyers until the last and let them know the limit of your time in town.

State the truth, but never brag about your large orders. The business man will discount your extravagant stories.

The best and most successful merchant seems generally to have the most leisure. It is your little fussy man who is always in a hurry.

Your associates should be pure and good and your own personal habits correct. You must be governed by sound principles of morality, without which no true success can be attained.

Never drink. It may embarrass you a little with strangers, but you must do your best to overcome this by being all the more agreeable. In the end it will raise you in the estimation of others.

The many friends and acquaintances of Fred J. Ephlin will be glad to know that his wife is improving rapidly at Colorado Springs. Fred will spend a month soon with his family in the West.

Be very careful of your personal appearance. Manly, gentlemanly bearing always produces a favorable impression. The buyer will judge of the character of the house by the appearance of the salesman, as well as by the character of his goods.

It isn't the flippant or glib talker, but the man who shows in his every word and gesture, as force of character, a soundness, a sincerity of motive, and a desire to consider the buyer's interest, as well as his own, who wins the day with the large orders.

Some of them you will find to be thoroughly honest men; others are the agents of houses that are carrying on business in a reckless way, and others are temporarily in the employ of good houses, and are ready to do anything to make a good showing.

Buyers should remember that the salesman who enters their stores desires to do all in his power to please them, but at the same time he expects to be regarded as an essential link between wholesale and retail and to be treated courteously and with respect.

Covington correspondence Cincinnati Times-Star: A quiet home wedding was solemnized at the residence of Rev. and Mrs. J. H. Horst, of 1708 Greenup street, at 8 o'clock Thursday evening, when their charming and accomplished daughter, Miss Clara Louise, was wedded to Fred. W. Oesterle, of Grand Rapids.

The ceremony was preceded by the "Lohengrin" wedding march, rendered by Prof. Edwin W. Schroetter. The bride looked beautiful in white Persian lawn and carried a bouquet of white roses. The ceremony was performed by the bride's father, Rev. J. H. Horst. Miss Emma, sister of the bride, acted as maid of honor. She was attired in pink Swiss mulle and carried pink roses. Albert B. Kalmbach, of Youngstown, Ohio, cousin of the groom, was best man. Master Walter, the five-year-old brother of the bride, was ringbearer, and John S. Horst was master of ceremonies. After the ceremony about thirty invited guests partook of a sumptuous repast. After a wedding tour through the East the happy couple will reside in Grand Rapids, Mich., where the bride will be welcomed by a host of friends, it having been her former home. On September 26 they will be tendered a reception by Mr. and Mrs. J. F. Mueller, of Grand Rapids, for which 100 invitations have been issued. Mr. Oesterle is traveling representative for a large wholesale shoe house in Grand Rapids. The following out-of-town guests were present: Miss Minnie Oesterle and Mr. and Mrs. J. F. Mueller, Grand Rapids; Mr. Tieke and family, of Cincinnati; Prof. Andrew Horst and family and Mr. and Mrs. Engelhardt, of Norwood, Ohio.

Annual Picnic of the Grand Rapids Traveling Men.

The effort made to bring about an exchange of baseball games between the Saginaw and Grand Rapids traveling men has fallen through for this year, owing to the lateness of the season and the expense involved in taking a large number of men across the State. Instead of carrying out this plan, it has been decided to invite the Kalamazoo traveling men to attend the picnic informally in company with their wives and sweethearts and, in order that the two clubs may not get entirely out of practice, a scrub game will be played, made up of selections from representatives of both cities. The picnic will be an afternoon affair and, besides the ball game, numerous other athletic sports will be indulged in. The picnic dinner will be served in the cabin of the Major Watson about 6 p. m., and every Grand Rapids traveling man will be expected to bring along enough eatables for his own family and as much more for the Kalamazoo visitors.

Fred Ephlin, of the Committee on Athletic Sports, requests the Tradesman to say that the Committee will meet at the Morton House at 11 o'clock Saturday morning to decide on the premiums to be given and to make such other arrangements as have not yet been completed. The outside traveling men and visiting salesmen are invited to attend the picnic and to participate in the features of the day.

Why He Couldn't Eat the Soup.

Guest (to waiter)—I can't eat this soup.

Waiter takes it away and brings another kind of soup.

Guest—I can't eat this soup.

Waiter, angrily, but silently, for the third time brings another kind.

Guest (again)—I can't eat this soup!

Waiter, furious, calls the hotel proprietor.

Proprietor (to guest)—Why can't you eat this soup?

Guest (quietly)—Because I have no spoon.

Every singer in a quartet can point out three good reasons why the organization isn't absolutely perfect.

SUCCESSFUL SALESMEN.

Ed. J. Goulding, Representing Bradley & Metcalf Co.

Ed. J. Goulding was born in Toronto, Ont., May 11, 1867, his antecedents being Irish on his father's side, while his mother was of English descent. He attended the public schools of Toronto until 16 years of age, when he entered the shoe store of his father, where he remained four years. Believing that this side of the line afforded better opportunities for advancement, he removed to Bay City, where he went to work for Richard Scheurman, with whom he remained two years. He then removed to Sault Ste. Marie, where he identified himself with the house of Prenzlauer Bros., taking charge of their shoe department. Being offered a position on the road by the McAlpine Shoe Co., of Highland Park, he entered into an arrangement with that house to cover



Eastern Michigan, which engagement lasted three years. He was then offered a position in the shoe department of C. H. Michell, at Detroit, where he remained a year, when he went back to the McAlpine Shoe Co. for a year. About a year ago he was offered a position as traveling representative for the Bradley & Metcalf Co., of Milwaukee, taking Western Michigan from the Straits of Mackinaw to the Indiana line as his territory. He sees his trade every sixty days and has already made many friends among his customers, who have come to look forward with pleasure to his visits.

Mr. Goulding was married Feb. 13, 1895, to Miss Etta Brooks, of Standish, since which time Detroit has claimed him as a resident. During the summer he made his headquarters at Petoskey, but for the next year at least he will spend his Sundays in Grand Rapids, having taken rooms in the new Plaza Hotel.

Mr. Goulding is not much of a "jiner," his experience in that line being confined to membership in a single order—Red Cross Lodge (Sault Ste. Marie) No. 151, Knights of Pythias.

Genial in disposition, energetic in manner, courteous in his dealings with others, Mr. Goulding has every reason to feel flattered over the success he has achieved and to regard his future prospects with the utmost complacency.

How the Honest Drummer Reaped His Reward.

G. E. Stiefel, of the concern that bears his name, and which is one of the biggest in Wheeling, W. Va., is a quiet kind of a wit. A good story is going the rounds, and Mr. Stiefel and Boggs & Buhl, of Pittsburg, are the principal characters. It is the wont of most salesmen covering Wheeling to visit Pittsburg first. As soon as they get into town they go to Mr. Stiefel. Nearly everyone that called on him last fall had wonderful stories to tell of the success they had

in Pittsburg. Many of the salesmen, in showing their goods to Mr. Stiefel, would tell him that Boggs & Buhl bought so much of this thing and that thing. Mr. Stiefel got kind of tired of it. So he decided to keep tabs. Every time a salesman told him that Boggs & Buhl had bought, Mr. Stiefel would ask how much of it they took. Then he put the figures down. In six months he had Boggs & Buhl down for about \$9,000,000 worth of goods. One day a salesman came in, and, after greeting Mr. Stiefel, commenced to tell of his great sales.

"Did you sell Boggs & Buhl?" asked Mr. Stiefel.

"Yes. Thirty odd hundred."

"I wouldn't ship the goods, if I were you," said Mr. Stiefel.

"Why?" asked the astonished salesman.

"Well," said Mr. Stiefel, "according to you fellows, they are overbuying, and will fail, sure."

A few weeks after this conversation took place, Mr. Stiefel met Mr. Boggs in New York.

"Hello! Boggs," he said. "Are you in business yet?"

"Why, certainly," said Mr. Boggs.

"Well, according to all I hear, you must be ready to bust. What are you going to do with that \$9,000,000 worth of stuff?"

"Why, I don't know what you mean," said Mr. Boggs.

"Don't? Well, the salesmen who call on me always have a yarn about what you buy. I kept tabs on them, and have you down for about \$9,000,000."

Finally, Mr. Stiefel got tired of hearing the salesmen yarn; so he decided that he would not buy another dollar's worth from any man that talked Boggs & Buhl to him.

One day a "greener" came in.

Mr. Stiefel greeted him pleasantly, and found out after a while that he was a new man on the road.

"Where were you last?" asked Mr. Stiefel.

"In Pittsburg," said the drummer.

"Did you do well?" asked Mr. Stiefel.

"Oh, fairly well for a new man, I think."

"Did you sell everybody?"

"Oh, no! I missed a few."

"Did you sell Boggs & Buhl?"

"No; I could not get them."

Then said Mr. Stiefel: "Open your samples. You are about the first salesman that ever came from Pittsburg that didn't lie faster than a horse could trot. Open your samples. You're honest, I'll buy from you."

The Way of the World.

Drink and the gang will drink with you;
Swear off and you'll go it alone;
For the jolly bum who drinks your rum
Has a quenchless thirst of his own.

Feast, and your friends are many;
Fast, and they cut you dead;
They'll not get it mad if you use them bad,
So long as their stomachs are fed.

Steal, if you gobble a million;
For then you can furnish bail;
It's the gentle thief who gets out on leave,
While the needy one goes to jail.

Smallpox spread in Altoona, Pa., the other day, and the local board of health ordered the killing of all dogs and cats in infected houses, that they might not distribute the germs of the disease. The bodies of the animals were burned.

WANTED

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

FRANK SEYMOUR,
Village Clerk, Newberry, Mich.

Taggart, Knappen & Denison, PATENT ATTORNEYS

811-817 Mich. Trust Bldg., - Grand Rapids

Patents Obtained. Patent Litigation
Attended To in Any American Court.

REMODELED HOTEL BUTLER

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

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. MANN, Detroit.
Treasurer—J. S. BENNETT, Lansing.

The Pharmacist and the Tablet.

Five years ago the writer made an exhaustive investigation of the subject of tablet medication, which resulted in the collection of interesting data relative to the manufacture and distribution of this then comparatively new line of products. The future was problematical, but the prophecy of that day has been verified to a degree far beyond the expectation of the strongest advocates of tablet medication. The popularity of tablets with the medical profession is attested to in the phenomenally increased consumption, as well as in the increased number of manufacturers engaged in their production. In reply to a recent letter, addressed to perhaps the largest manufacturers of tablets in this country, the following facts were stated:

In 1894 a single operative manufactured 25,000 tablet triturates daily. With improved apparatus, the present daily output per operative is, on an average, 100,000, or four times as great. In 1894, the compressing machines then in use yielded a daily output of about 35,000 tablets; with new rotary machines many times that number can be manufactured by each machine per day. With the improvements in machinery there has also been a marked improvement in the products in physical appearance, elegance of finish, ready solubility and disintegration, and the retention of the characteristic color of the drug, all of which has tended to dispel from the minds of the physician opposed to tablets much of the prejudice held against these products five years ago. The growing demand for chocolate-coated tablets proves their popularity. Many of the bitter medicaments, such as quinine, strychnine, aloes, etc., are masked by this saccharine coating, which at the same time adds to their appearance. The adoption of coated tablets is a practical return to the coated pill in a new form. The coated tablet possesses all the advantages of triturates and compressed tablets, and is rarely open to the criticisms that can be urged against either. The question of solubility has received the attention of the manufacturers not only with tablets containing insoluble medicaments, but also in connection with those containing vegetable extracts; it is along this line indeed that the greatest improvement has been effected.

After years of observation the writer is still of the opinion that tablets have come to stay. Numerous reasons might be advanced for this belief. The country practitioner finds them convenient, pre-eminently more so than carrying about many pounds of bottles which contain liquids and which are easily broken in making the rounds over stony country roads. The city practitioner of the regular school has adopted them, ostensibly, it is said, to compete with the homeopathic physician, who largely and almost exclusively employs tab-

lets. The former also contends that he can the better hold his patients by constituting himself the source of supply. Tablet medication has also been quite generally adopted by the various hospitals of the country, and by the medical department of the Army and Navy. However detrimental to the prescription business, there appears to be no escape. It is unfortunate, most unfortunate indeed, but it is folly to complain. You might as well attempt to turn back Niagara as to attempt to uproot the use of tablets. The pharmacist should meet this new condition squarely, lose no time in reconciling himself to existing circumstances, and endeavor to profit thereby. The physician is determined to have these tablets, and the pharmacist should seek to control and secure this business by making his store a physicians' supply depot. It will bring the physician into the pharmacist's place of business more frequently, and, consequently, will bring pharmacist and physician into closer touch with each other. Every moment wasted in resisting a successful innovation is so much aid and comfort to manufacturers who seek the patronage of the physician and who will sell him every blessed thing he asks for. The result is bitterness, estrangement, reciprocal injury between physician and pharmacist, and lessened patronage. There are many wide-awake pharmacists who are working out their salvation along the lines of striving to make up for the falling off in prescriptions by securing the trade of the physician, and they are achieving a gratifying measure of success. It is indisputably the business of the up-to-date pharmacist to supply the demands made upon him by physicians for antitoxin, vaccine, bandages, gauzes, and various other things; why should he not also supply every demand, even to the "despised" tablet, and realize not only a reasonable margin of profit, but also build up a lasting friendship which will be of inestimable value in many directions? D. J. Thomas.

Victims of Our Own Fancies.

In a case of stomach derangement of recent date, a lady patient returned to me unexpectedly to say that by mistake she had taken an overdose of medicine, which had greatly alarmed her, and had produced, she said, a similar effect to that of too much morphine. She had been instructed to take one tablet at each dose, which contained nothing but one grain of sugar of milk, whereas the overdose which had so alarmed her consisted of two of these sugar of milk tablets. It was hard to keep my equanimity under this amusing circumstance, but the patient was sent away with the remark that she must be more careful in the future not to mistake or exceed the directions.

In another case a mother whose child was under treatment complained that the last medicine given her for her use was not entirely satisfactory. Her observation as to the effect of the objectionable remedy was duly received, and tablets of sugar of milk, but of a different color, were substituted for those which had been unsatisfactory. The mother at the time of her next visit to me spoke in the highest praise of my skill in meeting the requirements of her daughter's case, which had "baffled the efforts of the professors at the college."—Dr. Lee in the New York Medical Times.

The men who care for themselves best know when and where to take a rest.

Some Things I Have Noticed.

It is a fact that the average druggist is not just as sharp to grasp money-making opportunities as members of other trades. I don't know why it is; possibly it is a relic from the old days, when there were few druggists; when full prices were obtained; when there was money in the business and no great need of hustling. But now things are changed, and if money is to be made, one has to get up and hustle. I find that druggists don't advertise enough, and when they do advertise, in the majority of cases, it is in such a careless way that no possible benefit can be derived from it. For instance, they advertise patent medicines, or tell the public that "John Smith keeps a full stock of Pure Drugs, Chemicals, and Patent Medicines." Well, everybody knows that if John Smith is a druggist he keeps "Pure Drugs, etc.," it is only waste of money telling folks so. You want to get out something striking, something that will catch the eye of the reader; if you can't do it yourself it will be cheaper to get your advertisements written by a professional advertisement writer.

About advertising, there is one point I want to draw attention to. It is about the advertisement for nerve pills or beans, or cures for gonorrhea, to which druggists sometimes allow their names to be put as selling agents. I think, and the majority of druggists think with me, that this is disgraceful and tends to lower the whole profession in the eyes of the public. The whole of these remedies are fakes of the worst kind, and should be left seriously alone, because they don't pay, no matter what the profit.

Another druggist will insert advertisements for cough mixtures, etc., during the winter; and away along in the middle of the summer you will still see Peter Jones' advertisement extolling his cough syrup, or emulsion, or new stock of chest protectors smiling blandly at you as you open your evening paper.

About windows. I don't think they are utilized as they ought to be, although I must say that there has been a great improvement in the last ten years; but still there is room for improvement. Window displays should be changed at least once a week. Don't fill the window with a heterogeneous mess of all kinds of truck, and don't use it to display some one else's stuff. Put in a solid show of one article, and that a seasonable one—your own cough syrup, emulsion, or sarsaparilla during the winter and spring months, for instance. Put in handsome, plain cards extolling the virtues of each, with the prices—a few words will do—so that he who runs may read. Vindex.

Examination of Some Commercial Pharmaceuticals.

In a paper read before the Illinois Pharmaceutical Association Professor Davoll, of the Northwestern School of Pharmacy of Chicago, reported the results of examinations into several pharmaceutical products purchased in open market. Of three samples of magnesia examined, one conformed to all the requirements of the U. S. P. Two gave such pronounced effervescence that they

were subjected to ignition at a low red heat in a porcelain crucible, losing thereby 19.07 and 20.32 per cent., respectively. This loss will be seen to be much in excess of the U. S. P. requirements. Imperfect calcination or subsequent exposure would account for this. Of five samples of olive oil four were found to be cottonseed oil; the fifth was composed of about equal parts of green olive oil and cottonseed oil! Two samples of honey purchased from pharmacists were found to be pure, while a third, from a grocer, was nearly all glucose. Of seven samples of spirits of nitrous ether, examined by the gasometric method of the U. S. P., not one was found that could be said to approach the official strength. Three samples were absolutely lacking in ethyl nitrite, and the remaining four gave results as follows: 2.60, 2.45, 2.03 and 1.90 per cent. "There is no valid excuse for this," says Professor Davoll, "as we have been told many times how this important pharmaceutical may be prepared so as to keep a reasonable length of time. It should be made often, in small amount, and properly preserved. Occasional testing may be performed with practically no expense. The U. S. P. method of assay is easy of execution." Some cochineal bugs examined yielded 68 per cent. of ash, whereas the Pharmacopoeia allows but 5 per cent; most of this was found to be barium sulphite!

The Drug Market.

Opium—The market is advancing and is firm.

Morphine—Is unchanged.

Quinine—Is unsettled. P. & W. have reduced their price 3c per ounce. German and New York are as yet unchanged.

Acetanilid—Continues to decline, on account of competition between manufacturers.

Castor Oil—Has advanced 4c per gallon and is tending higher.

Cocaine—Is very firm at the advance. It is reported from Lima that the price of leaves is advancing and higher prices are looked for.

Cocoa Butter—Has again advanced. The market is very firm.

Cuttle Fish Bone—Is steadily advancing.

Ergot—On account of small crop, is advancing.

Essential Oils—Cloves have advanced. Peppermint is firmer. Pennyroyal is scarce and very firm. Sassafras is very firm and advancing. Wormwood has advanced \$2 per pound in the last ten days. There is very little to be had.

Gum Camphor—Is in a very firm position, on account of the monopoly of the Japanese government. Japanese has advanced and American refiners are very firm in their views.

Linseed Oil—Is weak and lower prices are looked for.

Good Cheer.

Have you had a kindness shown?
Pass it on.
'Twas not given for you alone—
Pass it on.
Let it travel down the years,
Let it wipe another's tears,
Till in heaven the deed appears—
Pass it on.

L. PERRIGO CO., Mfg. Chemists,
ALLEGAN, MICH.

Perrigo's Headache Powders, Perrigo's Mandrake Bitters, Perrigo's Dyspepsia Tablets and Perrigo's Quinine Cathartic Tablets are gaining new friends every day. If you haven't already a good supply on, write us for prices.

FLAVORING EXTRACTS AND DRUGGISTS' SUNDRIES

WHOLESALE PRICE CURRENT.

Advanced— Declined—					
Acidum					
Aceticum, \$	66¢ 8	Conium Mac.	35¢ 40	Scilla Co.	50
Benzoicum, German.	70¢ 75	Copaiba	1 15¢ 1 25	Tolutan	50
Boric	66	Cubebe	90¢ 1 00	Prunus virg.	50
Carbolicum	26¢ 37	Exechthibos	1 00¢ 1 10	Tinctures	
Citricum	48¢ 50	Erigeron	1 00¢ 1 10	Aconitum Napellis R	60
Hydrochlor.	36¢ 5	Gaultheria	1 50¢ 1 60	Aconitum Napellis F	50
Nitricum	86¢ 10	Geranium, ounce	50¢ 60	Aloe	60
Oxalicum	12¢ 14	Gossypii, Sem. gal.	1 25¢ 1 35	Aloes and Myrrh.	60
Phosphoricum, dil.	66	Hedonina	1 50¢ 2 00	Arnica	50
Salicylicum	40¢ 50	Juniper	1 50¢ 2 00	Assafoetida	50
Sulphuricum	1 1/2¢ 5	Lavandula	90¢ 2 00	Atrape Belladonna.	60
Tannicum	90¢ 1 00	Limonis	1 35¢ 1 45	Auranti Cortex	50
Tartaricum	38¢ 40	Mentha Piper	1 25¢ 2 00	Benzoic Co.	60
Ammonia		Mentha Virid.	1 00¢ 1 10	Benzoic Co.	60
Aqua, 16 deg.	4¢ 6	Norruha, gal.	1 00¢ 1 10	Barosma	50
Aqua, 20 deg.	6¢ 8	Myrica	4 00¢ 4 50	Cantharides	50
Carbonas	12¢ 14	Olive	75¢ 3 00	Capsicum	75
Chloridum	12¢ 14	Picis Liquida	10¢ 12	Cardamon	75
Aniline		Picis Liquida, gal.	6¢ 35	Cardamon Co.	75
Black	2 00¢ 2 25	Ricina	96¢ 1 05	Castor	1 00
Brown	80¢ 1 00	Rosmarini	6 50¢ 8 50	Catechu	50
Red	45¢ 50	Rose, ounce	40¢ 45	Cinchona	50
Yellow	2 50¢ 3 00	Succini	30¢ 40	Cinchona Co.	50
Baceae		Sabina	30¢ 40	Columba	50
Cubebe, po. 15	12¢ 14	Santal	2 50¢ 7 00	Cubebe	50
Juniperus	6¢ 8	Sinapis, ess. ounce	5¢ 65	Cassia Acutifol	50
Xanthoxylum	20¢ 25	Tigil	1 50¢ 1 60	Cassia Acutifol Co.	50
Balsamum		Thyme	40¢ 50	Digitalis	50
Copaiba	50¢ 55	Thyme, opt.	1 60	Ergot	50
Peru	2 40	Theobromas	15¢ 20	Ferri Chloridum	35
Terabin, Canada	35¢ 40	Potassium		Gentian	50
Tolutan	40¢ 45	Bi-Carb.	15¢ 18	Gentian Co.	50
Cortex		Bichromate	13¢ 15	Guaiac	50
Abies, Canadian	18	Bromide	52¢ 57	Guaiac ammon.	60
Cassia	12	Carb	12¢ 15	Hyoscyamus	50
Cinchona Flava	18	Chlorate, po. 17 19	16¢ 18	Iodine, colorless	75
Euonymus atropurp.	30	Cyanide	35¢ 40	Kino	50
Myrica Cerifera, po.	30	Iodide	2 40¢ 2 50	Lobelia	50
Prunus Virgin.	12	Potassa, Bitart. com.	28¢ 30	Myrrh	50
Quillaja, gr'd.	12	Potassa Nitras, opt.	7¢ 10	Nux Vomica	50
Sassafras	12	Potassa Nitras	6¢ 8	Opil	75
Ulmus, po. 15, gr'd	15	Prussiate	23¢ 26	Opil, comphorated	50
Extractum		Sulphate po.	15¢ 18	Opil, deodorized	1 50
Glycerhiza Glabra	24¢ 25	Radix		Quassia	50
Glycerhiza, po.	28¢ 30	Aconitum	20¢ 25	Rhatany	50
Hematox, 15 lb. box	11¢ 12	Althea	22¢ 25	Rhei	50
Hematox, 18	13¢ 14	Anchusa	10¢ 12	Sanguinaria	50
Hematox, 1/8	14¢ 15	Arum po.	6¢ 25	Serpentaria	50
Hematox, 1/8	16¢ 17	Calamus	20¢ 40	Stromonium	50
Ferru		Gentiana, po. 15	12¢ 15	Tolutan	60
Carbonate Precip.	15	Glycerhiza, pv. 15	16¢ 18	Valerian	50
Citrate and Quinia	2 25	Hydrastis Canad.	6¢ 75	Veratrum Veride	50
Citrate Soluble	75	Hydrastis Can., po.	6¢ 75	Zingiber	20
Ferrocyanum Sol.	40	Hellebore, Alba, po.	12¢ 15	Miscellaneous	
Solut. Chloride	15	Inula, po.	15¢ 20	Ether, Spts. Nit. 3 F	30¢ 35
Sulphate, com'l.	2	Ipecac, po.	4 60¢ 4 75	Ether, Spts. Nit. 4 F	34¢ 38
Sulphate, com'l. by	80	Iris plox, po. 35/38	35¢ 40	Alumen	24¢ 3
Sulphate, pure	7	Jalapra, pr.	25¢ 30	Alumen, gro'd, po. 7	36¢ 4
Flora		Maranta, 1/8	6¢ 35	Annatto	40¢ 50
Arnica	12¢ 14	Podophyllum, po.	22¢ 25	Antimoni, po.	46¢ 5
Anthemis	22¢ 25	Rhei, cut	75¢ 1 00	Antimoni et Potass T	40¢ 50
Matricaria	30¢ 35	Rhei, pv.	75¢ 1 25	Antipyrin	35
Folia		Spigelia	35¢ 38	Argenti Nitras, oz.	6¢ 50
Barosma	20¢ 25	Sanguinaria, po. 15	6¢ 18	Arsenicum	10¢ 12
Cassia Acutifol, Tin	18¢ 25	Serpentaria	40¢ 45	Balm Gilead Buds.	38¢ 40
Cassia, Acutifol, Alx.	25¢ 30	Senega	40¢ 45	Bismuth S. N.	1 40¢ 1 50
Salvia officinalis, 1/8	12¢ 20	Smilax, officinalis H.	6¢ 40	Calcium Chlor., 18.	6¢ 9
Uva Ursi	8¢ 10	Smilax, M.	6¢ 25	Calcium Chlor., 1/8.	6¢ 10
Gummi		Scilla	10¢ 12	Calcium Chlor., 1/8.	6¢ 12
Acacia, 1st picked	6¢ 65	Symplocarpus, Feti-	6¢ 25	Cantharides, Rus. po.	6¢ 75
Acacia, 2d picked	6¢ 45	us, po.	6¢ 25	Capsici Fructus, af.	6¢ 15
Acacia, 3d picked	6¢ 35	Valeriana, Eng. po. 30	6¢ 25	Capsici Fructus, po.	6¢ 15
Acacia, sifted sorts.	6¢ 28	Valeriana, German.	15¢ 20	Capsici Fructus B, po.	6¢ 15
Acacia, po.	45¢ 65	Zingiber a.	12¢ 16	Caryophyllus, po. 15	12¢ 14
Aloe, Barb. po. 18/20	12¢ 14	Zingiber j.	25¢ 27	Carmin, No. 40	3 00
Aloe, Cape, po. 15	6¢ 12	Semen		Cera Alba	50¢ 55
Aloe, Socotri, po. 40	6¢ 20	Anisum, po. 15	6¢ 12	Cera Flava	40¢ 42
Ammoniac	55¢ 60	Apium (gravelcons).	13¢ 15	Cocculus	6¢ 40
Assafoetida, po. 30	28¢ 30	Bird, 18	4¢ 6	Cassia Fructus	6¢ 45
Benzoicum	50¢ 55	Carui, po. 18	10¢ 12	Centraria	6¢ 10
Catechu, 18	6¢ 13	Cardamon	1 25¢ 1 75	Cetaceum	6¢ 45
Catechu, 1/8	6¢ 14	Coriandrum	8¢ 10	Chloroform	50¢ 53
Catechu, 1/8	6¢ 16	Curatilis Sativa	5¢ 6	Chloroform, squibbs	6¢ 110
Camphore	50¢ 52	Cydonium	75¢ 1 00	Chloral Hyd Crst.	1 65¢ 1 90
Euphorbium, po. 35	6¢ 40	Chenopodium	10¢ 12	Chondrus	20¢ 25
Galbanum	6¢ 1 00	Dipterix Odorata	1 40¢ 1 50	Cinchonidine, P. & W	38¢ 48
Gamboge	65¢ 70	Foeniculum	6¢ 10	Cinchonidine, Germ.	38¢ 48
Guaiacum, po. 25	6¢ 30	Lini	3 1/2¢ 4 1/2	Cocaine	4 80¢ 5 00
Kino, po. \$2.00	6¢ 2 00	Lini, gr'd. bbl. 3 1/4	4¢ 4 1/2	Corks, list, dis. pr. et	70
Mastic	6¢ 60	Lobelia	35¢ 40	Croscotum	6¢ 35
Myrrh, po. 45	6¢ 40	Pharlaris Canarian.	45¢ 55	Creta	6¢ 2
Opil, po. 4.50/4.80 3 40¢	3 50	Rapa	10¢ 12	Creta, prep.	6¢ 5
Shellac	25¢ 35	Sinapis Alba	11¢ 12	Creta, prep.	9¢ 11
Shellac, bleached	40¢ 45	Sinapis Nigra	11¢ 12	Croci, Rubra	6¢ 8
Tragacanth	50¢ 80	Spiritus		Crocus	15¢ 18
Herba		Frumenti, W. D. Co.	2 00¢ 2 50	Cupressul	63¢ 8
Absinthium, .oz. pkg	25	Frumenti, D. F. R.	2 00¢ 2 25	Dextrine	75¢ 90
Eupatorium, .oz. pkg	20	Frumenti, 1 25¢ 1 50	6¢ 8	Ether Sulph.	75¢ 90
Lobelia, .oz. pkg	25	Juniperis Co. O. T.	1 65¢ 2 00	Emery, all numbers.	6¢ 8
Majorum, .oz. pkg	28	Juniperis N. E.	1 75¢ 2 00	Emery, po.	6¢ 6
Mentha Pip. oz. pkg	23	Saacharum N. E.	1 75¢ 2 00	Flake White	12¢ 15
Mentha Vir. oz. pkg	25	Spt. Vini Galli.	1 25¢ 2 00	Galla	6¢ 23
Rue, .oz. pkg	39	Vini Oporto	1 25¢ 2 00	Gambler	8¢ 9
Tanacetum V oz. pkg	22	Vini Alba	1 25¢ 2 00	Gelatine, Cooper	6¢ 60
Thymus, V. oz. pkg	25	Sponges		Gelatine, French	35¢ 60
Magnesia		Florida sheeps' wool	2 50¢ 2 75	Glassware, flint, box	75
Calcined, Pat.	55¢ 60	Nassau sheeps' wool	2 50¢ 2 75	Less than box	11¢ 13
Carbonate, Pat.	18¢ 20	Velvet extra sheeps'	6¢ 1 50	Glue, brown	15¢ 28
Carbonate, K. & M.	18¢ 20	wool, carriage	6¢ 1 25	Glue, white	15¢ 22
Carbonate, Jennings	18¢ 20	Extra yellow sheeps'	6¢ 1 25	Glycerina	15¢ 22
Oilum		wool, carriage	6¢ 1 25	Grana Paradisi	25¢ 55
Absinthium	6 50¢ 6 75	Grass sheeps' wool	6¢ 1 00	Humulus	25¢ 55
Amygdala, Du.	30¢ 50	Hard, for slate use	6¢ 75	Hydrarg Chlor Cor.	6¢ 80
Amygdala, Amare.	8 00¢ 8 25	Yellow Reef, for	6¢ 1 40	Hydrarg Ox Rub'm.	6¢ 1 00
Anisi	1 85¢ 2 00	slate use	6¢ 1 40	Hydrarg Unguentum	45¢ 55
Auranti Cortex	2 40¢ 2 50	Syrups		Hydrargyrum	6¢ 75
Bergamit	2 80¢ 2 90	Acacia	6¢ 50	Ichthyobolla, Am.	65¢ 75
Cajuputi	80¢ 85	Auranti Cortex	6¢ 50	Indigo	75¢ 1 00
Caryophylli	70¢ 80	Zingiber	6¢ 50	Iodine, Resubli.	3 60¢ 3 70
Cedar	35¢ 45	Ipecac	6¢ 50	Iodoform	6¢ 3 75
Chenopadii	6¢ 2 75	Ferri Iod.	6¢ 50	Lupulina	45¢ 50
Cinnamoni	1 40¢ 1 50	Rhei Arom.	6¢ 50	Lycopodium	45¢ 50
Citronella	35¢ 40	Smilax Officinalis	50¢ 60	Macis	65¢ 75
		Senega	6¢ 50	Liquor Arsen et Hy-	6¢ 25
		Scilla	6¢ 50	drarg Iod.	10¢ 12
				Liquor Potass Arsinol	2¢ 3
				Magnesia, Sulph.	6¢ 1 1/4
				Magnesia, Sulph. bbl	50¢ 60
				Mannia, 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 manu-
facturers.

POCKET BOOKS. New fall styles at attractive prices

We have a full stock of

COMBS, TOOTH BRUSHES, HAIR BRUSHES,

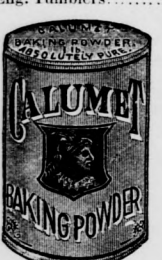
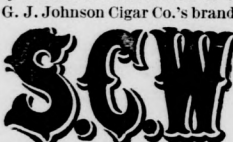
CLOTHES BRUSHES, LATHER BRUSHES,

TOILET SOAP, RAZORS, NAIL FILES, ETC.

Hazeltine & Perkins Drug Co.,
Grand Rapids, Mich.

GROCERY PRICE CURRENT.

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

AXLE GREASE doz. gross Aurora 55 6 00 Castor Oil 60 7 00 Diamond 50 4 00 Frazer's 75 9 00 IXL Golden tin boxes 75 9 00 Mica, tin boxes 75 9 00 Paragon 55 6 00 BAKING POWDER Absolute 1/4 lb. cans doz 45 1/2 lb. cans doz 85 1 lb. cans doz 1 50 Acme 1/4 lb. cans 3 doz 45 1/2 lb. cans 3 doz 75 1 lb. cans 3 doz 1 00 Bulk 10 Arctic 6 oz. Eng. Tumblers 85  Jalume BAKING POWDER 6 oz. cans, 4 doz. case 80 9 oz. cans, 4 doz. case 1 20 1 lb. cans, 2 doz. case 2 00 2 1/2 lb. cans, 1 doz. case 4 75 5 lb. cans, 1 doz. case 9 00 El Parity 1/4 lb. cans per doz 75 1/2 lb. cans per doz 1 20 1 lb. cans per doz 2 00 Home 1/4 lb. cans, 4 doz. case 35 1/2 lb. cans, 4 doz. case 55 1 lb. cans, 2 doz. case 90 Jaxon 1/4 lb. cans, 4 doz. case 45 1/2 lb. cans, 4 doz. case 55 1 lb. cans, 2 doz. case 1 60 Jersey Cream 1 lb. cans, per doz 2 00 9 oz. cans, per doz 1 25 6 oz. cans, per doz 85 Our Leader 1/4 lb. cans 45 1/2 lb. cans 75 1 lb. cans 1 50 Peerless 1 lb. cans 85 Queen Flake 3 oz., 6 doz. case 2 70 6 oz., 4 doz. case 3 20 9 oz., 4 doz. case 4 80 1 lb., 2 doz. case 4 00 5 lb., 1 doz. case 9 00 BATH BRICK American 70 English 80 BLUING  CONDENSED PEARL BLUING Small 3 doz 40 Large, 2 doz 75 BROOMS No. 1 Carpet 2 30 No. 2 Carpet 2 15 No. 3 Carpet 1 85 No. 4 Carpet 1 45 Parlor Gem 2 50 Common Whisk 95 Fancy Whisk 1 00 Warehouse 2 70 CANDLES 88 7 108 8 Paraffine 8 Wickling 20	CANNED GOODS Apples 3 lb. Standards 75 Gallons, standards 2 10 Beans Baked 75@1 30 Red Kidney 75@85 String 85 Wax 90 Blackberries Standards 75 Cherries Standards 90 Corn Fair 75 Good 85 Fancy 95 Hominy Standard 85 Lobster Star, 1/2 lb 1 85 Star, 1 lb 3 10 Picnic Tails 2 25 Mackerel Mustard, 1 lb 1 75 Mustard, 2 lb 2 80 Soused, 1 lb 1 75 Soused, 2 lb 2 80 Tomato, 1 lb 1 75 Tomato, 2 lb 2 80 Mushrooms Stems 14@16 Buttons 20@25 Oysters Cove, 1 lb 90 Cove, 2 lb 1 55 Peaches Pie 1 25 Yellow 1 65@1 90 Pears Standard 70 Fancy 80 Peas Marrowfat 1 00 Early June 1 00 Early June Sifted 1 60 Pineapple Grated 1 25@2 75 Sliced 1 35@2 25 Pumpkin Fair 55 Good 65 Fancy 85 Raspberries Standard 90 Salmon Red Alaska 1 35 Pink Alaska 95 Sardines Domestic, 1/2 s 3@3 1/4 Domestic, Mustard 6 1/4@6 1/4 French 8@22 Strawberries Standard 1 25 Fancy 1 75 Succotash Fair 90 Good 1 00 Fancy 1 20 Tomatoes Fair 80 Good 90 Fancy 1 15 CATSUP Columbia, pints 2 00 Columbia, 1/2 pints 1 25 CHEESE Acme @12 1/2 Amboy @12 1/2 Butternut @11 Carson City @11 Elsie @12 1/2 Emblem @12 1/2 Gem @12 1/2 Gold Medal @11 1/2 Ideal @11 1/2 Jersey @13 Riverside @12 Brick @12 Leiden @70 Limburger @17 Pineapple @13 Sap Sago @15 CHICORY Bulk 5 Red 7 CHOCOLATE Walter Baker & Co.'s 23 German Sweet 35 Premium 35 Breakfast Cocoa 46	CIGARS Columbian Cigar Co's brand 35 00 Columbian 35 00 Columbian Special 45 00 H. & P. Drug Co's brands Fortune Teller 35 00 Our Manager 35 00 Quintette 35 00 G. J. Johnson Cigar Co's brand  S. C. W. Phelps, Brace & Co's Brands Vincente Portuondo 35@70 00 Ruhe Bros. Co 35@70 00 Hilson Co 35@110 00 T. J. Dunn & Co 35@70 00 McCoy & Co 35@70 00 The Collins Cigar Co 10@35 00 Brown Bros 15@70 00 Banner Cigar Co 35@90 00 Banner Cigar Co 10@35 00 Seidenberg & Co 35@125 00 G. P. Sprague Cigar Co 10@35 00 Fulton Cigar Co 10@35 00 A. B. Ballard & Co 35@175 00 E. M. Schwarz & Co 35@110 00 San Telmo 35@70 00 Havana Cigar Co 18@35 00 CLOTHES LINES Cotton, 40 ft. per doz 1 00 Cotton, 50 ft. per doz 1 20 Cotton, 60 ft. per doz 1 40 Cotton, 70 ft. per doz 1 60 Cotton, 80 ft. per doz 1 80 Jute, 60 ft. per doz 80 Jute, 72 ft. per doz 95 COFFEE Roasted Rio Fair 9 Good 10 Prime 12 Golden 13 Peaberry 14 Santos Fair 14 Good 15 Prime 16 Peaberry 18 Maracaibo Prime 15 Milled 17 Java Interior 26 Private Growth 30 Mandehling 35 Mocha Imitation 22 Arabian 28 Package Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuckle 10 50 Jersey 10 50 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract Valley City 1/2 gross 75 Felix 1/2 gross 1 15 Hummel's foil 1/2 gross 85 Hummel's tin 1/2 gross 1 43 CONDENSED MILK 4 doz in case Gail Borden Eagle 4 75 Crown 6 25 Daisy 5 75 Champion 4 50 Magnolia 4 25 Challenge 3 35 Dime 3 35 COCOA James Epps & Co.'s Boxes, 7 lbs 40 Cases, 16 boxes 38 COCOA SHELLS 20 lb. bags 2 1/2 Less quantity 3 Pound packages 4	COUPON BOOKS Trademan Grade 50 books, any denom 1 50 100 books, any denom 2 50 500 books, any denom 11 50 1,000 books, any denom 20 00 Economic Grade 50 books, any denom 1 50 100 books, any denom 2 50 500 books, any denom 11 50 1,000 books, any denom 20 00 Superior Grade 50 books, any denom 1 50 100 books, any denom 2 50 500 books, any denom 11 50 1,000 books, any denom 20 00 Universal Grade 50 books, any denom 1 50 100 books, any denom 2 50 500 books, any denom 11 50 1,000 books, any denom 20 00 Credit Checks 500, any one denom 2 00 1,000, any one denom 3 00 2,000, any one denom 5 00 Steel punch 75 Coupon Pass Books Can be made to represent any denomination from \$10 down. 20 books 1 00 50 books 2 00 100 books 3 00 250 books 6 25 500 books 10 00 1,000 books 17 50 CREAM TARTAR 5 and 10 lb. wooden boxes 30 Bulk in sacks 29 DRIED FRUITS—Domestic Apples Sundried @ 4 1/2 Evaporated, 50 lb. boxes @ 7 1/2 California Fruits Apricots @15 Blackberries @15 Nectarines @15 Peaches 10 @11 Pears 7 1/2 Pitted Cherries Prunelles Raspberries California Prunes 100-120 25 lb. boxes @ 4 90-100 25 lb. boxes @ 5 80-90 25 lb. boxes @ 5 1/2 70-80 25 lb. boxes @ 6 1/4 60-70 25 lb. boxes @ 6 3/4 50-60 25 lb. boxes @ 8 40-50 25 lb. boxes @ 10 30-40 25 lb. boxes @ 12 1/2 cent less in 50 lb. cases Raisins London Layers 2 Crown 1 60 London Layers 3 Crown 1 75 Cluster 4 Crown 1 75 Loose Muscatels 2 Crown 6 1/4 Loose Muscatels 3 Crown 7 1/2 L. M. Seeded, choice 8 1/2 L. M. Seeded, fancy 8 1/2 DRIED FRUITS—Foreign Citron Leghorn 11 Corsican 12 Currents Patras, bbls 6 1/4 Cleaned, bulk 6 1/2 Cleaned, packages 7 Peel Citron American 19 lb. bx 13 Lemon American 10 lb. bx 10 1/2 Orange American 10 lb. bx 10 1/2 Raisins Sultana 1 Crown 2 25 Sultana 2 Crown 2 25 Sultana 3 Crown 2 25 Sultana 4 Crown 2 25 Sultana 5 Crown 2 25 Sultana 6 Crown 2 25 Sultana package 2 25 FARINACEOUS GOODS Beans Dried Lima 5 1/4 Medium Hand Picked 1 20@1 25 Brown Holland 18 Cereals Cream of Cereal 90 Grain-O, small 1 35 Grain-O, large 2 25 Grape Nuts 1 35 Postum Cereal, small 1 35 Postum Cereal, large 2 25 Farina 24 1 lb. packages 1 25 Bulk, per 100 lbs 3 00	Grits Walsh-DeRoo Co's Brand  24 2 lb. packages 1 80 100 lb. kegs 2 70 200 lb. barrels 5 10 Hominy Barrels 2 50 Flake, 50 lb. drums 1 00 Maccaroni and Vermicelli Domestic, 10 lb. box 60 Imported, 25 lb. box 2 50 Pearl Barley Common 1 75 Chester 2 25 Empire 2 50 Peas Green, Wisconsin, bu 1 00 Green, Scotch, bu 1 10 Split, bu 2 50 Rolled Oats Rolled Avena, bbl 4 25 Monarch, bbl 3 90 Monarch, 1/2 bbl 2 13 Monarch, 90 lb. sacks 1 85 Quaker, cases 3 20 Huron, cases 2 00 Sago German 4 East India 3 1/2 Tapioca Flake 5 Pearl 4 1/2 Pearl, 24 1 lb. packages 6 1/4 Wheat Cracked, bulk 3 1/4 24 2 lb. packages 2 50 FLAVORING EXTRACTS  Jennings' D. C. Vanilla 2 02 D. C. Lemon 2 02 2 oz. 1 20 3 oz. 1 50 4 oz. 2 00 6 oz. 3 00 No. 8 4 00 No. 10 6 00 No. 2 T 1 25 No. 3 T 2 40 No. 4 T 2 40 D. C. Vanilla 2 02 D. C. Lemon 2 02 2 oz. 1 20 3 oz. 1 50 4 oz. 2 00 6 oz. 3 00 No. 8 4 00 No. 10 6 00 No. 2 T 1 25 No. 3 T 2 40 No. 4 T 2 40 Northrop Brand Lem. Van. 75 2 oz. Taper Panel 1 20 2 oz. Oval 75 3 oz. Taper Panel 1 35 4 oz. Taper Panel 1 60 Perrigo's Van. Lem. 75 2 oz. obert 1 25 XXX, 4 oz. taper 2 25 XX, 2 oz. obert 1 00 No. 2, 2 oz. obert 75 XXX D D ptehr, 6 oz 2 25 XXX D D ptehr, 4 oz 1 75 K. P. ptehr, 6 oz 2 25 FLY PAPER Perrigo's Lightning, gro 2 50 Petrolatum, per doz 75 GUNPOWDER Rifle—Dupont's Kegs 4 00 Half Kegs 2 25 Quarter Kegs 1 25 1 lb. cans 30 1/2 lb. cans 18 Choke Bore—Dupont's Kegs 4 25 Half Kegs 2 40 Quarter Kegs 1 35 1 lb. cans 34 Eagle Duck—Dupont's Kegs 8 00 Half Kegs 4 25 Quarter Kegs 2 25 1 lb. cans 45	HERBS Sage 15 Hops 15 INDIGO Madras, 5 lb. boxes 55 S. F., 2, 3 and 5 lb. boxes 50 JELLY 15 lb. pails 35 30 lb. pails 62 LICORICE Pure 30 Calabria 25 Sicily 14 Root 10 LYE Condensed, 2 doz 1 20 Condensed, 4 doz 2 25 MATCHES Diamond Match Co's brands No. 9 sulphur 1 65 Anchor Parlor 1 70 No. 2 Home 1 10 Export Parlor 4 00 Wolverine 1 25 MOLASSES New Orleans Black 11 Fair 14 Good 20 Fancy 24 Open Kettle 25@35 Half-barrels 2c extra MUSTARD Horse Radish, 1 doz 1 75 Horse Radish, 2 doz 3 50 Bayle's Celery, 1 doz 1 75 PICKLES Medium Barrels, 1,200 count 5 25 Half bbls, 600 count 3 13 Small Barrels, 2,400 count 6 25 Half bbls, 1,200 count 3 63 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85 POTASH 48 cans in case 4 00 Babbitt's 3 00 Penna Salt Co.'s 3 00 RICE Domestic Carolina head 6 1/4 Carolina No. 1 5 Carolina No. 2 5 Broken 3 1/4 Imported. Japan, No. 1 5 1/2@6 Japan, No. 2 4 1/2@5 Java, fancy head 5 @5 1/2 Java, No. 1 5 @ Table @ SALERATUS Packed 60 lbs. in box Church's Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 3 50 L. P. 3 00 Soda 3 15 Wyandotte, 100 1/4 s 3 00 SAL SODA Granulated, bbls 80 Granulated, 100 lb. cases 80 Lump, bbls 70 Lump, 145 lb. kegs 80 SALT Diamond Crystal Table, cases, 24 3 lb. boxes 1 50 Table, barrels, 100 3 lb. bags 2 75 Table, barrels, 40 7 lb. bags 2 40 Butter, barrels, 280 lb. bulk 2 25 Butter, barrels, 280 lb. bags 2 50 Butter, sacks, 28 lbs 25 Butter, sacks, 56 lbs 55 Common Grades 100 3 lb. sacks 1 95 60 5 lb. sacks 1 80 28 10 lb. sacks 1 65 Warsaw 56 lb. dairy in drill bags 30 28 lb. dairy in drill bags 15 Ashton 56 lb. dairy in linen sacks 60 Higgins 56 lb. dairy in linen sacks 60 Solar Rock 56 lb. sacks 21 Common Granulated Fine 60 Medium Fine 70
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SALT FISH

Cod	
Georges cured.....	@ 5
Georges genuine.....	@ 5½
Georges selected.....	@ 6
Strips or bricks.....	@ 6

Herring

Holland white hoops, bbl.	9 25
Holland white hoops, bbl.	5 25
Holland white hoop, keg.	70
Holland white hoop mchs.	85
Norwegian.....	
Round 100 lbs.	3 10
Round 40 lbs.	1 40
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.	
No. 1 40 lbs.	
No. 1 10 lbs.	
No. 1 8 lbs.	

Whitefish

No. 1	No. 2	Fam
100 lbs.	7 00	6 50
40 lbs.	3 10	2 90
10 lbs.	85	80
8 lbs.	71	66

SEEDS

Anise.....	9
Canary, Smyrna.....	4
Caraway.....	8
Cardamon, Malabar.....	60
Celery.....	10
Hemp, Russian.....	4½
Mixed Bird.....	4½
Mustard, white.....	5
Poppy.....	10
Rape.....	4½
Cattle Bone.....	15

SNUFF

Scotch, in bladders.....	37
Maccaboy, in jars.....	35
French Rappee, in jars.....	43

SOAP

JAXON	
Single box.....	2 15
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
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 ½ lb.....	3 00
Kirkline.....	3 50
Eos.....	2 50

Scouring

Sapolio, Kitchen, 3 doz.....	2 40
Sapolio, hand, 3 doz.....	2 40

SODA

Boxes.....	5½
Kegs, English.....	4½

SPICES

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

Pure Ground in Bulk

Allspice.....	14
Cassia, Batavia.....	30
Cassia, Saigon.....	40
Cloves, Zanzibar.....	14
Ginger, Cochon.....	15
Ginger, Jamaica.....	15
Mace, Batavia.....	65
Mustard.....	18
Nutmegs.....	50
Pepper, Singapore, black.....	25
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.....	6¼
Kingsford's Silver Gloss	
40 1-lb. packages.....	6½
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.....	4½
40 1-lb. packages.....	4½
Common Gloss	
1-lb. packages.....	4½
3-lb. packages.....	4½
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. ½ gallon cans.....	1 70
2 doz. ¼ 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 buyer pays from the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.	
Domino.....	5 53
Cut Leaf.....	5 66
Crushed.....	5 69
Powdered.....	5 25
XXXX Powdered.....	5 31
Cubes.....	5 31
Standard Granulated.....	5 19
Standard Fine Granulated.....	5 19
Above Granulated in 5 lb. bags.....	5 25
Above Granulated in 2 lb. bags.....	5 25
Extra Fine Granulated.....	5 31
Extra Coarse Granulated.....	5 44
Mould A.....	5 44
Diamond Coffee, A.....	5 19
Confection Standard A.....	4 69
No. 1.....	4 69
No. 2.....	4 69
No. 3.....	4 69
No. 4.....	4 63
No. 5.....	4 56
No. 6.....	4 50
No. 7.....	4 44
No. 8.....	4 38
No. 9.....	4 31
No. 10.....	4 19
No. 11.....	4 06
No. 12.....	4 00
No. 13.....	4 00
No. 14.....	3 94
No. 15.....	3 94
No. 16.....	3 94

TABLE SAUCES

LEA & PERRINS' SAUCE	
The Original and Genuine.....	
Worcestershire.....	

Lea & Perrin's, large.....	3 75
Lea & Perrin's, small.....	2 50
Halford, large.....	3 75
Halford, small.....	2 25
Salad Dressing, large.....	4 55
Salad Dressing, small.....	2 75

VINEGAR

Malt White Wine, 40 grain.....	7½
Malt White Wine, 50 grain.....	11
Pure Cider, Red Star.....	12
Pure Cider, Robinson.....	12
Pure Cider, Silver.....	13½

WASHING POWDER

Kirk's Eos.....	2 00
Wisdom.....	3 75
Rosine.....	3 25
Nine O'clock.....	3 50
Babbitt's 1876.....	2 50
Gold Dust.....	4 25
Johnson's.....	3 50
Swift's.....	2 88
Rub-No-More.....	3 50
Pearline, 100 lbs.....	3 50
Pearline, 35 lbs.....	2 85
Snow Boy.....	2 35
Liberty.....	3 90

WICKING

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

WOODENWARE

Baskets	
Bushels.....	1 00
Bushels, wide band.....	1 10
Market.....	30
Willow Clothes, large.....	6 25
Willow Clothes, medium.....	5 50
Willow Clothes, small.....	5 00

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
Elliptic 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
Pure, Eureka.....	2 25
Fibre.....	2 25

Tubs

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

Wash Boards

Bronze Globe.....	2 50
Dewey.....	1 75
Double Acme.....	2 75
Single Acme.....	2 25
Double Peerless.....	3 00
Single Peerless.....	2 75
Northern Queen.....	2 25
Double Duplex.....	3 00
Good Luck.....	2 75
Universal.....	2 25

Wood Bowls

11 in. Butter.....	75
13 in. Butter.....	1 00
15 in. Butter.....	1 60
17 in. Butter.....	2 50
19 in. Butter.....	3 50
21 in. Butter.....	4 00

YEAST CAKE

Yeast Foam, 1½ doz.....	50
Yeast Foam, 3 doz.....	1 00
Yeast Foam, 3 doz.....	1 00
Magle Yeast 5c, 3 doz.....	1 00
Sunlight Yeast, 3 doz.....	1 00
Warner's Safe, 3 doz.....	1 00

Provisions

Swift & Company quote as follows:	
-----------------------------------	--

Barreled Pork

Mess.....	@ 10 00
Back.....	10 50@
Clear back.....	@ 10 75
Short cut.....	@ 10 50
Pig.....	@ 14 00
Beard.....	@ 9 50
Family.....	

Dry Salt Meats

Bellies.....	6
Briskets.....	5½
Short shorts.....	5½

Smoked Meats

Hams, 12 lb. average.....	@ 11
Hams, 14 lb. average.....	@ 11½
Hams, 16 lb. average.....	@ 11
Hams, 20 lb. average.....	@ 10½
Ham dried beef.....	@ 16½
Shoulders (N. Y. cut).....	@ 7
Bacon, clear.....	7 @ 7½
California hams.....	@ 6½
Boneless hams.....	@ 8½
Cooked ham.....	10 @ 15

Lards—In Tierces

Compound.....	4½
Kettle.....	6¾
55 lb. Tubs, advance.....	15 50
80 lb. Tubs, advance.....	15 50
50 lb. Tins, advance.....	14 50
20 lb. Pails, advance.....	14 00
10 lb. Pails, advance.....	13 00
5 lb. Pails, advance.....	12 00
3 lb. Pails, advance.....	11 00

Sausages

Bologna.....	6
Loaf.....	8
Frankfort.....	8½
Pork.....	6½
Blood.....	6½
Tongue.....	9
Headcheese.....	7

Beef

Extra Mess.....	10 25
Boneless.....	12 50
Rump.....	12 00

Pigs' Feet

Kits, 15 lbs.....	70
¼ bbls, 40 lbs.....	1 35
½ bbls, 80 lbs.....	2 50

Tripe

Kits, 15 lbs.....	70
¼ bbls, 40 lbs.....	1 25
½ bbls, 80 lbs.....	2 25

Casings

Pork.....	20
Beef.....	9
Cured No. 1.....	8
Cured No. 2.....	9
Calfskins, green No. 1.....	@ 7½
Calfskins, green No. 2.....	@ 10
Calfskins, cured No. 1.....	@ 10
Calfskins, cured No. 2.....	@ 8½

Butterine

Rolls, dairy.....	11
Solid, dairy.....	10½
Rolls, creamery.....	15½
Solid, creamery.....	14½

Canned Meats

Corned beef, 2 lb.....	2 25
Corned beef, 1 lb.....	16 00
Roast beef, 2 lb.....	2 25
Potted ham, ¼s.....	50
Potted ham, ½s.....	50
Deviled ham, ¼s.....	50
Deviled ham, ½s.....	50
Potted tongue, ¼s.....	50
Potted tongue, ½s.....	90

Grains and Feedstuffs

Wheat

Old.....	66
New.....	64

Winter Wheat Flour

Local Brands	
Patents.....	4 00
Second Patent.....	3 50
Straight.....	3 25
Clear.....	3 00
Graham.....	3 50
Buckwheat.....	3 25
Rye.....	3 25
Subject to usual cash discount.....	

Flour in bbls., 25c per bbl. additional.

Ball-Barnhart-Putman's Brand.....	3 60
Daisy ¼s.....	3 60
Daisy ½s.....	3 60

Worden Grocer Co.'s Brand

Quaker ¼s.....	3 60
Quaker ½s.....	3 60
Quaker ¾s.....	3 60

Spring Wheat Flour

Clark-Jewell-Well's Co.'s Brand.....	4 35
Pillsbury's Best ¼s.....	4 25
Pillsbury's Best ½s.....	4 15
Pillsbury's Best ¾s.....	4 15
Pillsbury's Best ¼s paper.....	4 15
Pillsbury's Best ½s paper.....	4 15
Pillsbury's Best ¾s paper.....	4 15
Ball-Barnhart-Putman's Brand.....	

Soda XXX

Quaker $\frac{1}{8}$ s.....	3 60
Quaker $\frac{1}{4}$ s.....	3 60
Quaker $\frac{1}{2}$ s.....	3 60

Hardware

A Suggestion in Stoves.

Any method of store arrangement that will enlarge the possibilities of business without adding too much to the expense account is a matter worthy the attention of the merchant. Here is a suggestion for the stove trade.

Stoves and ranges are generally arranged in a more or less definite way either on the floor or a raised platform. They are on exhibition as well as on sale and the dealer naturally desires to have them at all times in a position where their best points can be seen and examined. This end, however, is not best attained by following the present method of arrangement. If, for instance, the goods are arranged in two lines with but a narrow space between the lines, it is difficult to get at even all the exterior points without moving the goods out into a more open space. A customer very seldom cares to purchase without examining all the working parts, and this can not be done under the system now in vogue without causing unnecessary trouble and delay, with the possibility of missing a sale.

The stove truck, commonly used in moving and shipping goods of this class, can be given a wider and a profitable employment in stove arrangement. Supposing that a dozen samples are kept on exhibition. As many trucks may be purchased and used as movable platforms. The stoves can then be easily moved out into the aisle for purposes of examination, or, what is better still, a clear space can be left at one end of the store and the stoves wheeled out into a position where all their best talking points can be demonstrated to the greatest advantage. This will add to the convenience of the purchaser and have a more practical utility in enabling him to see the whole and not merely a part of his contemplated purchase.

The truck system as here suggested has an equally desirable use in another direction: It frequently happens that the dealer keeps all of his exhibition stock in one position throughout the selling season, never making any changes and permitting regular visitors to see the same old uniformity every time they call. They see nothing new in arrangement or display and pay no attention to the goods because they see nothing to attract it. Stove positions should be regularly changed. Once a week is not too often and twice a week is much better. This can be easily and quickly done by using the trucks, whereas it would require much time and considerable trouble when the stoves are not so mounted. Any system of regular changes by an easy method has a great deal to commend it. The cost of the trucks is but little as compared with the advantages they present, and this is more than compensated for by the greater facilities for making sales and the increased attractiveness of the store.—Stoves and Hardware Reporter.

The Hardware Market.

There is little change in the character of demand for hardware and related goods, there being a good business doing, nearly all houses in the manufacturing and jobbing lines finding their ability taxed to take care of current trade. The strength of the market continues to hold and upward movements in prices are being made on nearly all lines. The greatest difficulty at the present time is on the part of manufacturers in obtaining raw material with

which to manufacture goods, thus causing great disappointment to the jobber, who is also obliged to disappoint the retailer. The recent advances are in nearly all cases fully maintained by all jobbers except occasionally by some one who may have an overstock on some particular line who desires to realize rather than carry it any length of time.

Wire Nails and Wire—Another advance of 15c per cwt. has been made by the American Steel & Wire Co., which makes the second advance to take place since September 1, and prices are as follows: f. o. b. Pittsburg, 30 days net, carlots, \$2.95; in less than carlots, \$3.05. Jobbers from stock are getting at present time \$3.20. In barbed wire quotations are as follows: painted barbed in carloads, \$3.40; less than carloads, 3.50 f. o. b. mill, or from jobbers' stocks, \$3.70. Galvanized wire takes an advance of 15c per cwt. beyond these prices.

Shovels and Spades—The manufacturers of shovels and spades at a recent meeting advanced prices on everything in that line 50c per dozen.

Coil Chain—The market in coil chain has been characterized by a steady and strong tone and prices have been advanced during the last week 25c per cwt.

Poultry Netting—While this is not the time of year at which poultry netting is sold, the price has materially advanced, making the bottom quotation as now given out by jobbers at 80 per cent., and this price is only for shipment prior to October 1, 1899.

Axes—The axe market is firm and great difficulty is experienced in getting orders filled, as the manufacturers are bothered in getting steel in sufficient quantities to take care of their current wants.

Registers—At a recent meeting of manufacturers an advance of about 14 per cent. was made and jobbers are now quoting japanned registers at 30 per cent. off and white registers at 25 per cent. off. The advance has been rendered necessary by the high price of iron.

Mrs. Potts' sadirons—A radical advance has been made in Mrs. Potts' sadirons, which are now quoted as follows: No. 50 at \$1 per set and No. 55 at 95c per set.

Miscellaneous—We would call attention to the following prices which are now quite generally being quoted by the jobbing trade: Long trace chain, 50c pair; tool steel, 10c per pound; sleigh shoe steel, 4¼c; toe calk steel, 4½c; doors, 50 per cent. discount; opened and glazed sash, 60 and 5 per cent.; socket firmer chisels, 70 per cent.; American horse nails, 12c per pound.

Pushing the Range Peddlers.

Peddlers of steel ranges will not have an easy time of it in South Dakota if the Retail Merchants' Association of that State continues its present warfare against them. Through prosecution intended to enforce the payment of a fee for a license in each county, they have compelled the peddlers to keep constantly on the move, and have also made the selling of their goods a more expensive matter than was calculated upon. The methods used by the Association are thus described by the Mitchell Republican:

When the steel range stove peddlers came into Davison county to sell their stoves they conformed with the peddlers' license law and took out a license, and

they did the same thing in Douglas county. After finishing their work in this county the peddlers traveled West into Brule county and attempted to sell their goods on the license procured in this county. They were successful for the time being and made several sales, but they were finally apprehended and two of the peddlers were placed under arrest at the instance of hardware dealers at Kimball. One of the peddlers was fined and paid \$50 and costs, while the other was held to the Circuit Court for trial at the December term. The hardwaremen out that way are determined to make a case against them for every stove they have sold unless they comply with the law.

Not Always True.

"Every man," shouted the orator, "has his price!"
"You're a darn liar!" said the member of the Legislature from Wapawong, in an undertone. "My price is only \$300, and I ain't got it yet."

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.

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.

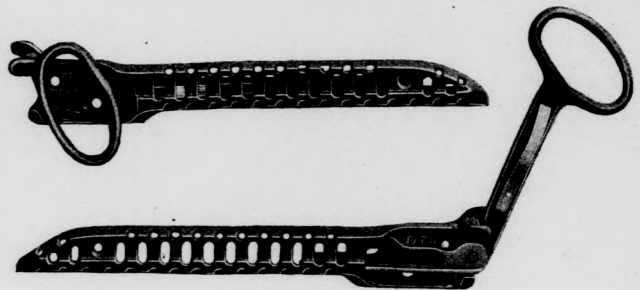
Office, 82 Campau st.
Factory, 1st av. and M. C. Ry.

ESTABLISHED 1868

Detroit, Mich.

Foot 1st St.

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.

Write for Circular

Describing our lines of

**AIR TIGHT HEATERS, STOVE PIPES,
ELBOWS AND FALL GOODS.**

We manufacture a full line.

WM. BRUMMELER & SONS,
260 South Ionia St., Grand Rapids, Mich.

PRINTING FOR HARDWARE DEALERS Tradesman Company
Grand Rapids.

TRUST TALK.

Plea for Less Condemnation and More Tolerance.

Written for the Tradesman.

The recent convention of "men of wisdom" held in Chicago to discuss this thing they call an "octopus," named by others trust, suggests many and new thoughts to us who are less wise perhaps, but who are no less interested in the welfare of our country. What seems especially odd is that few of those who spoke on this occasion offered even a suggestion of remedy for this great evil against which they went all the way to Chicago to warn us, and the few who did offer remedies did so in so halting and unsure a way that one would be inclined to submit to the evil rather than undertake a remedy which might be worse. Trusts may be very, very bad for some of us, and they are, no doubt, equally very, very good for others; hence we have the usual "two sides to the question." Just now the popular side seems to be anti-trust, and from that side we will view the question.

Viewing the trust and all the conditions it creates from a strictly impersonal standpoint, it seems very simple and very tractable, if managed. No less a man than Solomon says: "Wisdom is better than strength," and it was Diogenes who said, "It is better to be wise and manage well than to be innocent and mean well." No doubt the members of Chicago's Civic Federation and those who spoke on this question "mean well," but are they wise? Is it ever wise to agitate any question? Why do we not carry into public life the homely rule we use in private life, "The least said is the soonest mended?" If talking of, thinking of, and writing about a thing—either in favor of or against it—does not nurture and develop that thing, why do we as Americans so quickly squelch those who undertake to discuss socialism and its kindred ideas? Nothing can thrive which is ignored. If Mr. Head, as chairman, had exacted from every man present at the meetings of that convention an oath which would have bound him not to utter the word "trust" for six months, every trust now in existence would have died a natural death before then. The Good Book tells us that as a man thinketh so he is, and our Nineteenth Century man is so very prone to speak as well as think that he not only makes himself, but likewise his neighbor. Three or four years ago some hot-headed fellow said, quite earnestly, no doubt, "I think we ought to go down to Cuba and lick those Spaniards." Good idea," responds another. "Blest if I don't think so, too," and so from the expressed thought of one the war fever spread, and the end is not yet. Over the whole globe it still surges and we have "wars and rumors of wars."

Business was bad—prices all cut to pieces—the traveling men, in order to meet competition, were just giving away stuff—Jones met Brown—they compared notes—things looked pretty bad—Jones said, "If your salesman wouldn't cut prices below cost mark I might put through—"Brown retorts, "You let up and so will I." "Good! Shake!" and a combination, an embryo trust, was formed.

Jones and Brown at once begin to show evidences of prosperity. Together they can buy better and together they can sell better. They draw about them other manufacturers in the same line. Still others, noting the advantage of

combination, follow their example. The plan grows, always with increasing rapidity, until now we have combinations of capital, combinations of every known and many unknown branches of labor and, if the Chicago papers are to be believed, a combination of idleness—a "Tramp Trust." And really what's the odds? The men composing and managing the affairs of these great trusts are just men—common everyday men—with souls and hearts and kindliness of feeling, just like you and me. They wouldn't crush an angle-worm, much less you and me. Even admitting their greed and heartlessness and power, are we wise, are we "managing well" when we confess our own weakness and exaggerate to them their strength? I have heard an expression that, homely as it is, seems apt to define our attitude toward these conditions which we have ourselves created. We have "talked too much with our mouths." When we have learned that silence is indeed golden, we will of ourselves have solved this problem, and many others beside. To give voice to a thought is a mighty responsibility, which should not be assumed lightly. Would the man who said, "Let's lick Spain," be willing to answer for all the bloodshed, and the tears which his thought has cost? Are we who are now crying, "Down with the trusts!" willing to face the results, whatever they may be? When we have downed the trust—a condition we have established—what then? No one has yet answered. What is to be gained by constantly tearing down? Why not build? Why constantly place the "to have" higher than the "to be" or confide more in the power of mammon than mind? According to the present American notion a man is nothing if he have nothing, but does having a few dollars in one's pocket mean all of life? Is the air any more the President's to breathe than it is mine? Is the grass more green or do the trees afford a cooler shade in Rockefeller's front yard than in ours? Do the birds sing more sweetly to Havemeyer than to us? In fact, what has any man that is worth having that we have not also? When we have considered the value of our own possessions, learned the wisdom of silence and the effect our thoughts may produce, and then remember that all men are our brothers, we will have arrived at a point where trusts will be the tiny fly and we the full armored giants. Suppose we try it.

E. L. A.

Suggestions for Show Cards.

Our buyer is in the market purchasing fall goods. Next week will be our "shelf clearing sale."

Prosperity in reality is here. You are now able to be economical and buy good merchandise.

We bought at a bargain some snaps in shoes. Lay in your fall supply while this bargain opportunity lasts.

All the year around goods at special time prices.

It will pay you to anticipate your wants. We mean to encourage early buying.

You can see the reason. If we sell these goods now we can reinvest our money before the season is over. The prices prove this is a rare opportunity.

Use them for house wear or save them until next summer. They are at half price.

Life is short, and a fool with the best of intentions can do more mischief in a minute than he can pay for in a lifetime.

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				
1/4 in.	5-16 in.	3/8 in.	1/2 in.	
Com.	7 1/2 c.	6 1/2 c.	6 c.	5 1/2 c.
BB	8 1/2 c.	7 1/2 c.	6 1/2 c.	6 1/4 c.
BBB	9 1/4 c.	8 c.	7 1/4 c.	7 c.
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			
Corrugated, per doz.	1 25			
Adjustable	40&10			
Expansive Bits				
Clark's small, \$18; large, \$26	30&10			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
Files—New List				
New American	70&10			
Nicholson's	70			
Heller's Horse Rasps	60&10			
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27.	28			
List 12 13 14 15 16.	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	80			
Hammers				
Maydole & Co.'s, new list	dis 33 1/2			
Verkes & 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, Clster	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 c per pound extra.				
Planes				
Ohio Tool Co.'s, fancy	50			
Sciota 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	50	
Casing 10 advance	15	
Casing 8 advance	25	
Casing 6 advance	35	
Finish 10 advance	25	
Finish 8 advance	35	
Finish 6 advance	45	
Barrel 1/2 advance	85	
Rivets		
Iron and Tinned	50	
Copper Rivets and Burs	45	
Roofing Plates		
14x20 IC, Charcoal, Dean	6 50	
14x20 IX, Charcoal, Dean	7 50	
20x28 IC, Charcoal, Dean	13 00	
14x20 IC, Charcoal, Allaway Grade	5 50	
14x20 IX, Charcoal, Allaway Grade	6 50	
20x28 IC, Charcoal, Allaway Grade	11 00	
20x28 IX, Charcoal, Allaway Grade	13 00	
Ropes		
Sisal, 1/2 inch and larger	12	
Manilla	14	
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 60	
Second Grade, Doz.	8 00	
Solder		
1/2 @ 1/2	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	\$ 8 50	
14x20 IC, Charcoal	8 50	
20x28 IX, Charcoal	9 75	
Each additional X on this grade, \$1.25.		
Tin—Allaway Grade		
10x14 IC, Charcoal	7 00	
14x20 IC, Charcoal	7 00	
10x14 IX, Charcoal	8 50	
14x20 IX, Charcoal	8 50	
Each additional X on this grade, \$1.50.		
Boiler Size Tin Plate		
14x56 IX, for No. 8 Boilers, } per pound..	10	
14x56 IX, for No. 9 Boilers, }		
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	40	
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, Nickeled	25	
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

The Grocery Market.

Sugars—There is nothing of note in the sugar market. Raws are still on the basis of 4½¢ for 96 deg. test centrifugals and 3½¢ for 89 deg. test muscovados, with very few being offered. The list prices of refined are just the same as at previous reports. There is a fair demand for refined, but not so large a business as a few weeks ago as the season of heaviest buying is now past.

Later—All grades of refined declined ½¢ this morning.

Canned Goods—Without material change in the situation, the outlook for canned goods remains encouraging, so far as probable sales go. The probability of packers filling their contracts is less encouraging; in fact, according to present indications, it will be practically impossible to do that on any variety. California fruit packers will deliver only a certain proportion of their contracts because of the scarcity of cans, and thousands of bushels of fruit will rot on the ground, which might otherwise have been preserved. There has been less demand for corn for the past few days, owing to the uncertainty of the pack and the firmness of prices. Reports are no more encouraging than they have been and the probability of a reduction of the pack to one-half the average in New York State, with even smaller packs in some other parts of the country, has created a discouraged feeling in the market. In the South the yield will be as large as the average and larger than last year. New York packers are already seeking supplies in the South to cover their contracts and some are paying a premium on present quotations to do it. Canning has begun in Maine, but nothing definite is known about the output. Prices on tomatoes are low, but a slightly firmer feeling has been caused by the fact that Western packers are buying freely in Eastern market, to cover their contracts. It is clear from present appearances that the sale of Eastern goods to Western packers will be larger than ever before. Peas continue firm and prices promise to advance. String beans are unchanged, but the tendency is upward. Other varieties of vegetables are steady, but with movement rather slow. California fruit packers will be compelled to shade their contracts an average of perhaps one-fourth, because they could not secure cans. Prices on all these goods must go up, for, while the crops were never any shorter, comparatively speaking, the probabilities are very strong for greatly increased consumption. There has been heavy buying of canned fruits this week, particularly of the small fruits such as strawberries, cherries, raspberries, etc. According to mail advices from the Pacific Coast the spring pack of salmon is now placed about as follows: Columbia River, 273,000 cases; Puget Sound, 640,000; British Columbia, 679,600; Alaska, 1,050,000; other points, 20,000; total, 2,662,600. The fall pack is expected to increase this very materially. This pack exceeds the early estimates on account of the heavy run during the last few days of packing in the Puget Sound and British Columbia districts. The market is very firm with a good demand at unchanged prices. The sardine market is still rather unsettled and prices have declined 10¢@20¢ on the different grades.

Dried Fruits—The dried fruit market is in much the same condition as a week ago. The trade is waiting for prices on new raisins, but none have been made

as yet. A number of orders have been placed for raisins at the ½¢ per pound premium for early shipment. There is a more active enquiry for prunes and a decidedly firmer feeling prevails in the market. From the best information obtainable, the prune crop in California will be very large, although possibly shorter than that of last year. There will be, however, a scarcity of small sizes, like 80s, 90s and 100s, but an abundance of 50s, 60s and 70s. The quality of the Santa Clara Valley prunes will be exceptionally fine and the crop is estimated at 60,000,000 to 65,000,000 pounds. Some say the total output will be nearly, if not quite, 100,000,000 pounds. Peaches continue dull, the large crop and weak demand creating a very unsatisfactory condition. There will be a world of dried peaches and prices are likely to rule low. Later some improvement is expected, but for the present the market is entirely devoid of interest. Apricots continue firm at about previous range of prices, with trade limited to small orders. The first shipments of new crop Smyrna figs are expected this week. The quality is said to be good for first arrivals and prices are expected to rule high at the opening. Estimates on the new crop place the total at 11,000 cases. The quantity imported last year was 2,130 cases; 1,400 boxes and 4,800 bags. In addition to these there were 113,800 tapnets, equal to 11,000 cases, imported from Portugal. There is a better demand for both Persian and Fard dates. Spot stocks will probably be cleaned up before the arrival of new goods. The bulk of the demand is for package goods this season. Currants are steady and trade shows some slight improvement. The evaporated apple market is much stronger and prices have advanced ½¢@¾¢.

Rice—There is a good demand for both foreign and domestic rice. With the increased demand due to purchases of foreign rice for relief supplies for Puerto Rico, the Eastern market continues firm with stocks well cleaned up.

Molasses and Syrups—Stocks of molasses are light and sales are made at full quoted prices. The demand for corn syrup is very good and refiners are heavily oversold. With the advent of cooler weather, a largely increased demand for syrup is expected and it is very probable that about Oct. 1, if not sooner, an advance will take place.

Tea—There is an active demand for teas, especially for the low grades, and prices are steady. Stocks of old crop are about cleaned up.

Fish—Mackerel is still very firm with a fairly active demand.

Green Fruits—The lemon situation remains discouraging. The demand has been checked, by the cool weather and the visible supply has increased by about 30,000 boxes. The tendency of the market is downward and sales are small. No quotable change in price has occurred, but a weak feeling prevails. The new crop is being pushed forward as fast as possible, but the prospect is that first arrivals will be later than last season. Bananas continue steady at an advance. Trade is improving, due partly to the decline in receipts of domestic fruits, which are the worst competitors of bananas. Arrivals are not as liberal, but there are ample coming forward to supply the demand. There is also a probability of a further advance on some grades.

Rolled Oats—The rolled oats market continues very firm and prices have

advanced 15¢ per bbl. and 10¢ per case, with a good demand at the advance.

Nuts—Peanuts remain steady with receipts liberal, but the demand is amply sufficient to carry out all supplies available. Brazils are selling freely at gradually improving prices. The quality appears to be better than usual this year. The crop of Sicily almonds progresses satisfactorily, and the impression is that more reasonable prices will rule during the coming season.

The Grain Market.

Wheat has been easy, with depressing influence in wheat centers, owing to the large increase in the visible, being 3,172,000 bushels, which makes the visible 39,288,000 bushels, against 10,188,000 bushels last year and 17,140,000 bushels in 1897, also the report that 3,000,000 bushels of long wheat was sold out for the account of the late Mr. C. A. Pillsbury; it may have been for his estate or some other large holder of long wheat, but with this large addition to the visible and the immense amount of long wheat dumped the price only receded ½¢ per bushel, and it only affected the price in wheat centers. We find that Liverpool did not follow us in lowering her prices. We also find that in the interior or initial points for winter wheat prices remain very firm and that farmers are not selling their wheat, consequently elevator men are not offering any to millers, preferring to hold onto what they have until farmers are willing to sell so that they can replace their holdings. Otherwise the situation is not changed, as the fact remains that our wheat crop, both winter and spring, is not above the estimate made by the last Government report, as stated last week.

Corn was traded in largely, which tended to advance prices on September 1½¢ and December ¾¢ per bushel. Why this strength with so large a crop as is promised is one of the mysteries of the trade. It runs counter to wheat, as where conditions favor strength in wheat easy prices are the rule, while where the corn promise of over 2,100,000,000 bushels would naturally depress prices the reverse is the case.

Oats are very firm and, while buyers are looking for lower prices, sellers are firm and thus far have had the best of the market.

Rye is firm and the enquiry for it is large and it is picked up very fast. If this demand keeps up as at present, prices will tend upward. The flour trade has been quite good for local and domestic account, while foreign enquiry has been fair, but owing to low offers no sales have been made. Mill feed is very strong and an advance of 50¢ per ton has been established.

Receipts of wheat at this station were 39 cars of wheat, 8 cars of corn, 9 cars of oats and 5 cars of rye, against 34 cars of wheat, 10 cars of corn and 19 cars of oats the corresponding week last year.

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

After a man has had occasion to employ a first-class lawyer, it is useless to tell him that talk is cheap.

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—\$3,000 TO \$6,000 STOCK OF GENERAL MERCHANDISE, with good country trade. Address No. 75, care Michigan Tradesman. 75

CHOICE FARM FOR SALE OR TRADE. Address Box 33, Epsilon, Mich. 74

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; good trade and good times the year around; terms the most liberal that could be offered (must be cash). Want to retire from business. Address P. O. Box 204, Negaunee, Mich. 913

FOR SALE—CLEAN STOCK OF GENERAL MERCHANDISE in Central Michigan town. Must be sold at once. Big bargain for some one. Failing health reason for selling. Address No. 79, care Michigan Tradesman. 79

FOR RENT—FINE WASHINGTON AVENUE store, three doors from center of business. New plate glass front. Best location in city for boots and shoes. J. W. Bailey, Real Estate, Insurance and Loans, Lansing, Mich. 78

FOR SALE OR EXCHANGE FOR OTHER PROPERTY—One good brick and tile machine; used two seasons, good as new; with moulds and cut off table, etc., etc., with other tools used in a brick and tile yard. The owner, having no further use for them, will dispose of the outfit very low. Address John George, Hudson, Mich. 76

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—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

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

GOOD OPENING FOR DRY GOODS OR DEPARTMENT store at Centerville, Mich. Address Box 135. 55

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

A 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 SHAFING, HANGERS AND PULLEYS formerly used to drive the Presses of the Tradesman are for sale at a nominal price. Power users making additions or changes will do well to investigate. Tradesman Company, Grand Rapids, Michigan. 983

FOR SALE—GOOD BAZAAR STOCK. Enquire of Hollon & Hungerford, Albion, Mich. 16

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

MODERN CITY RESIDENCE AND LARGE lot, with barn, for sale cheap on easy terms, or will exchange for tract of hardwood timber. Big bargain for some one. Possession given any time. Investigation solicited. E. A. Stowe, 24 Kellogg street, Grand Rapids. 993

ANY ONE WISHING TO ENGAGE IN THE grain and produce and other lines of business can learn of good locations by communicating with H. H. Howe, Land and Industrial Agent C. & W. M. and D. G. R. & W. Railway, Grand Rapids, Mich. 919

MISCELLANEOUS.

WANTED—POSITION AS MANAGER OR head clerk in general store. Have had valuable experience as manager and buyer for ten years. Annual sales, \$50,000. Address No. 77, care Michigan Tradesman. 77

WANTED—REGISTERED ASSISTANT pharmacist. Address Solon, care Michigan Tradesman. 61

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

Travelers' Time Tables.

CHICAGO and West Michigan R'y Sept. 17, 1899.

Chicago.
Lv. G. Rapids... 7:10am 12:00nn 4:35pm *2:15am
Ar. Chicago... 1:30pm 5:00pm 10:45pm *7:25am
Lv. Chicago... 7:15am 12:00nn 5:00pm *11:50pm
Ar. G'd Rapids... 1:25pm 5:05pm 10:55pm *8:20am

Traverse City, Charlevoix and Petoskey.
Lv. G'd Rapids... 7:30am 1:45pm 4:30pm
Ar. Trav. City... 12:40pm 5:35pm 9:40pm
Ar. Charlevoix... 3:10pm 7:38pm 12:00nn
Ar. Petoskey... 3:40pm 8:15pm 12:30am

Ottawa Beach.
Lv. G. Rapids... 9:00am 12:00nn 5:30pm
Ar. G. Rapids... 8:00am 1:25pm 5:05pm 10:15pm
Trains arrive from north at 2:00am, 4:20pm, and 10:45pm.
Parlor cars on day trains and sleeping cars on night trains to and from Chicago
*Every day. Others week days only.

DETROIT, Grand Rapids & Western. June 26, 1899.

DETROIT.
Lv. Grand Rapids... 7:00am 12:05pm 5:25pm
Ar. Detroit... 11:40am 4:05pm 10:05pm
Lv. Detroit... 8:40am 1:10pm 6:10pm
Ar. Grand Rapids... 1:30pm 5:10pm 10:55pm

Saginaw, Alma and Greenville.
Lv. G R 7:00am 5:10pm Ar. G R 11:45am 9:40pm
Parlor cars on all trains to and from Detroit and Saginaw. Trains run week days only.
Geo. DeHAVEN, General Pass. Agent.

GRAND Trunk Railway System Detroit and Milwaukee Div

(In effect June 19, 1899.)

GOING EAST
Saginaw, Detroit & N. Y. ... 6:40am + 9:55pm
Detroit and East... 10:16am + 5:07pm
Saginaw, Detroit & East... 3:27pm + 12:50pm
Buffalo, N. Y., Toronto, Montreal & Boston, L'd Ex... 7:20pm + 10:16am

GOING WEST
Gd. Haven and Int Pts... 8:30am + 10:00pm
Gd. Haven Express... 10:21am + 7:15pm
Gd. Haven and Int Pts... 12:58pm + 3:19pm
Gd. Haven and Milwaukee... 5:12pm + 10:11am
Gd. Haven and Milwaukee... 10:00pm + 6:40am
Gd. Haven and Chicago... 7:30pm + 8:05am
Eastbound 4:45am train has Wagner parlor car to Detroit; eastbound 3:20pm train has parlor car to Detroit.
*Daily. +Except Sunday.
C. A. JUSTIN, City Pass. Ticket Agent,
97 Monroe St., Morton House.

GRAND Rapids & Indiana Railway July 9, 1899.

Northern Div. Leave Arrive
Trav. C'y, Petoskey & Mack... 4:10am + 10:00pm
Trav. C'y, Petoskey & Mack... 7:45am + 5:15pm
Trav. City & Petoskey... 1:40pm + 1:10pm
Cadillac accommodation... 5:25pm + 10:55am
Petoskey & Mackinaw City... 11:00pm + 6:30am
4:10am train, The Northland Express, sleeping and dining cars; 7:45am and 1:40pm trains, parlor cars; 11:00pm train sleeping car.

Southern Div. Leave Arrive
Cincinnati... 7:10am + 9:45pm
Ft. Wayne... 2:00pm + 1:30pm
Kalamazoo and Vicksburg... 7:00pm + 7:20am
Chicago and Cincinnati... 10:15pm + 3:55am
7:10 am train has parlor car to Cincinnati and parlor car to Chicago; 2:00pm train has parlor car to Ft. Wayne; 10:15pm train has sleeping cars to Chicago, Cincinnati, Indianapolis, Louisville and St. Louis.

Chicago Trains.
TO CHICAGO.
Lv. Grand Rapids... 7:10am 2:00pm + 10:15pm
Ar. Chicago... 2:30pm 8:45pm 6:25am

FROM CHICAGO.
Lv. Chicago... 3:02pm + 8:15pm + 11:32pm
Ar. Grand Rapids... 9:45pm 3:55pm 7:20am
Train leaving Grand Rapids 7:10am has parlor car; 10:15pm, coach and sleeping car.
Train leaving Chicago 3:02pm has Pullman parlor car; 8:15pm sleeping car; 11:32pm sleeping car for Grand Rapids.

Muskegon Trains.
GOING WEST.
Lv. G'd Rapids... 7:35am + 1:35pm + 5:40pm
Ar. Muskegon... 9:00am 2:45pm 7:05pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon 10:40am.

GOING EAST.
Lv. Muskegon... 7:10am + 12:15am + 4:00pm
Ar. G'd Rapids... 9:30am 1:25pm 5:20pm
Sunday train leaves Muskegon 6:30pm; arrives Grand Rapids 7:55pm.
*Except Sunday. *Daily.
G. L. LOCKWOOD,
Gen'l Passr. and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

MANISTEE & Northeastern Ry. Best route to Manistee.

Via C. & W. M. Railway.

Lv. Grand Rapids... 7:00am
Ar. Manistee... 12:05pm
Lv. Manistee... 3:30am
Ar. Grand Rapids... 1:00pm 0:45pm

MERCANTILE ASSOCIATIONS

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

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

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

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

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

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

Jackson Retail Grocers' Association
President, J. FRANK HELMER; Secretary, W. H. PORTER; Treasurer, L. PELTON.

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

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

Kalamazoo Retail Grocers' Association
President, W. H. JOHNSON; Secretary, CHAS. HYMAN.

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

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

Alpena Business Men's Association
President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

Grand Rapids Retail Meat Dealers' Association
President, L. M. WILSON; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

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President, THOS. BROMLEY; Secretary, FRANK A. PERCY; Treasurer, CLARK A. PUTT.

Perry Business Men's Association
President, H. W. WALLACE; Sec'y, T. E. HEDDLER.

Grand Haven Retail Merchants' Association
President, F. D. Vos; Secretary, J. W. VERHOEKS.

Yale Business Men's Association
President, CHAS. ROUNDS; Sec'y, FRANK PUTNEY.

TRAVEL VIA

F. & P. M. R. R.

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

Wet Weather Won't Harm



Uneda Biscuit—
the only biscuit of which
this can be truly said.
It's the package, a new
5 cent air tight, dust
proof, moisture proof
package, that keeps these
wonderful new biscuit up
to the highest grade
through all weathers.

Uneda Biscuit

Are made from the best wheat flour, so
they're body building food. They're
skillfully baked so as to be palatable.
They're never heavy or soggy, so they
are never indigestible. Order them
from your grocer.

DON'T buy Plated Silverware,
Clocks or Holiday Goods,
until you have consulted our 1899
Fall Catalogue.

The most complete Book out.

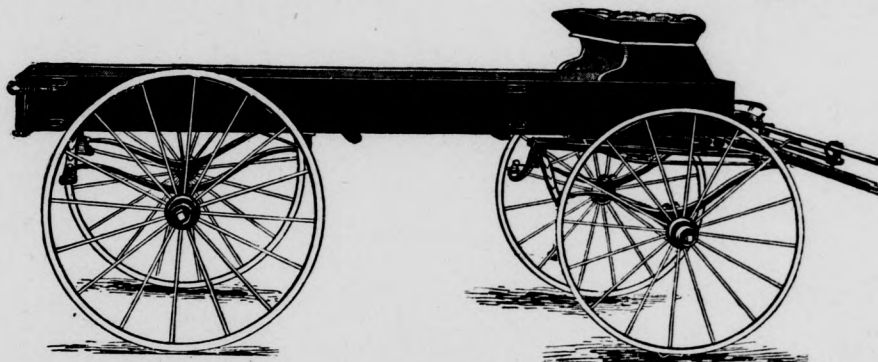
WRITE FOR IT NOW.

The Regent Mfg. Co.

Jackson and Market.

CHICAGO.

Platform Delivery Wagon



NO. 113

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

THE BELKNAP WAGON CO., Grand Rapids, Mich.

MONEY IN IT

It pays any dealer to have the reputation of keeping pure goods. It pays any dealer to keep the Seymour Cracker.

There's a large and growing section of the public who will have the best, and with whom the matter of a cent or so a pound makes no impression. It's not "How cheap" with them; it's "How good." For this class of people the Seymour Cracker is made. Discriminating housewives recognize its superior Flavor, Purity, Deliciousness, and will have it.

If you, Mr. Dealer, want the trade of particular people, keep the Seymour Cracker. Made by

NATIONAL BISCUIT COMPANY,
GRAND RAPIDS, MICH.

Epps'
Cocoa

Epps'
Cocoa

GRATEFUL COMFORTING

Distinguished Everywhere

for

Delicacy of Flavor,

Superior Quality

and

Nutritive Properties.

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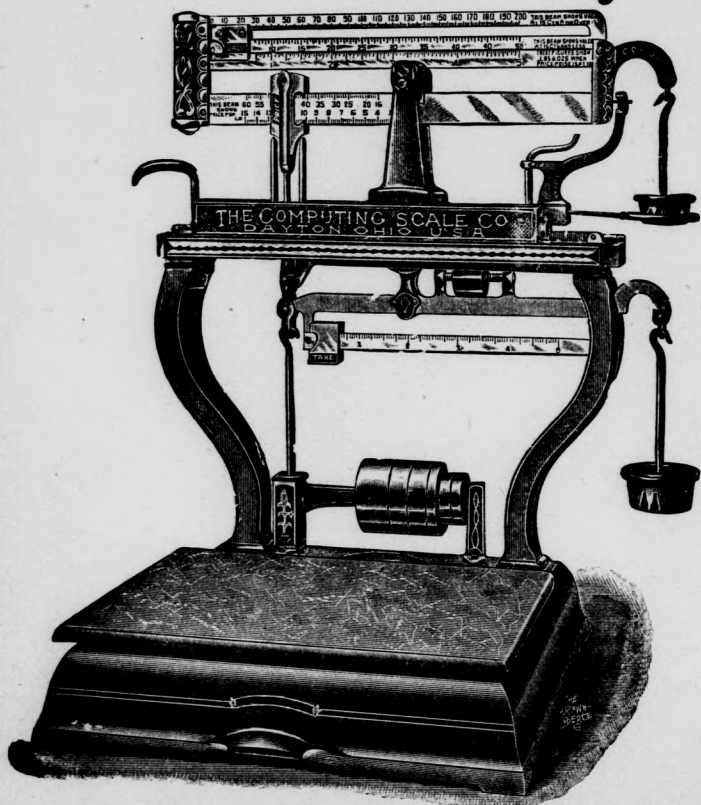
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