

MICHIGAN TRADESMAN

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Volume XVII.

GRAND RAPIDS, WEDNESDAY, OCTOBER 4, 1899.

Number 837

Fancy Goods and Lamps

When you
Visit this
Market
be sure
to look
over our
Large Display.

Burley and
Tyrrell



China Novelties and Brig-a-brag

Wait for
Our Traveling
Men.
Their sample
lines are
full of
Good Things.

42-44 Lake St.
Chicago.

Write for our New Fancy Goods Catalogue No. 96

Delays Are Dangerous

While you are waiting to send in that order for some of the popular brands of cigars—the kinds your customers want, the kinds that are advertised—somebody may get in ahead of you and take away your trade, never to go back to you.

Don't Take Any Chances

We have all of the leading brands. Send in an order for some of them RIGHT AWAY.

Phelps, Brace & Co.,

Largest Cigar Dealers in the Middle West.

Detroit, Mich.

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.

ON THE RAGGED EDGE OF THE LAW?



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

Sweet cider, prepared to keep sweet, furnished October to March inclusive.

A strictly first-class article; no trouble from fermentation, bursting of barrels or loss by becoming sour.

**GENESEE FRUIT CO.
LANSING, MICH.**

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.**

TO SEE A NEW FACE COME IN PLEASES THE GROCER

But what of the old faces? It isn't the new faces alone that build up a business. It's keeping the old as well as gaining the new. When new trade keeps coming in, and the old trade keeps dropping off, the business doesn't increase very rapidly. Keeping the goods that satisfy everybody holds the old and wins the new.

NORTHROP SPICES

Satisfy everybody. They are business builders, because they keep those who have tried them coming back for more. The grocer who has them also has fortune with him. There's nothing like having the goods that draw the people to you.

NORTHROP, ROBERTSON & CARRIER, LANSING, MICH.

WE GUARANTEE

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

ONE HUNDRED DOLLARS

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

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

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

BOUR'S COFFEES MAKE BUSINESS

Bour's Blended Coffees

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

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

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Number 837



Investigate our system before placing your collections.

Take a Receipt for Everything

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

BARLOW BROS.,
GRAND RAPIDS, MICHIGAN.

OLDEST MOST RELIABLE ALWAYS ONE PRICE

Wholesale Clothing Manufacturers in the city of ROCHESTER, N. Y. are KOLB & SON. Only house making strictly all wool Kersey Overcoats, guaranteed, at \$5. Mail orders will receive prompt attention. Write our Michigan representative, Wm. Connor, Box 340, Marshall, Mich., to call on you, or meet him at Sweet's Hotel, Grand Rapids, Oct. 12 to 17 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 68
Losses Adjusted and Unpaid.....	None
Total Death Losses Paid to Date.....	51,061 00
Total Guarantee Deposits Paid to Beneficiaries.....	1,030 00
Death Losses Paid During the Year.....	11,000 00
Death Rate for the Year.....	3 64

FRANK E. ROBSON, President.

TRUMAN B. GOODSPEED, Secretary.



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

THE MERCANTILE AGENCY

Established 1841.

R. G. DUN & CO.

Widdcomb 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.

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BUSINESS CONDITIONS.

The matter engaging attention to the overshadowing of all others during the week has been the reception accorded to Admiral Dewey and his subordinates. That a nation should pause for several days to give such a greeting to its heroes does not argue well for the even course of business, for the general distraction of attention can not fail to be reflected in increased dulness, and increased disturbance in the present case when financial stringency in money centers is a factor. The course of the stock market during the week showed but little change beyond increasing dulness and what change was made was in the wrong direction. The fact that banks had for a long time been loaning beyond their limits on account of the tremendous absorption of funds by business expansion and unusual expenditures in all directions and that they found themselves under the necessity of coming back to a proper basis is a sufficient reason for the stringency which has controlled the situation for some time. That this stringency is a natural outcome of the unusually prosperous conditions removes it from the causes which should occasion uneasiness.

As a matter of fact there is no change in the general activity prevailing in all lines throughout the country except such interruption as is occasioned by the turning of the attention of the Nation to the New York celebrations. Pressure of demand is constantly the ruling factor, many lines being oversold. The general question in receiving orders for almost any line of production is, When must you have it? As a consequence of this condition there is a tremendous rush to increase facilities, which in turn operates to increase the general pressure of demand. It is an interesting question as to how long this condition will continue and how it will end.

Iron manufacture reports undiminished pressure of demand, with consequent higher quotations in any changes made. Many contracts are still in process of filling at prices little more than one-half those now ruling, and of course others varying from this basis up to the present quotations.

The month of September closed with a sufficient decline in wheat and other cereals to assure continued activity in

export movement, although prices for the month closed at a slight advance over its opening. Export movement about equals that of the same month last year, while for the first three months of the crop year the outgo considerably exceeds that of the corresponding months of last year, which was so heavy as to create a new record.

The greatest relative activity outside of iron is found in the textile situation. Prices of both wool and cotton have advanced sharply and the mills are putting up prices on most products. This has stimulated trade until mills are very largely sold ahead. The boot and shoe manufacture closed September with nine months' shipments for the first time exceeding 3,500,000 cases, those of the month being 30,000 cases larger than last year and 24,000 more than in the same month of any other year, and without change for the week in prices, which average only about half of 1 per cent. higher for the month.

The Grain Market.

Wheat the past week has shown remarkable strength. Even the large visible increase of 2,415,000 bushels had no effect on the upturn in prices. To be sure, the war cloud in the Transvaal added strength, but the natural position—namely, the short crop in all wheat producing sections—had the effect of keeping the market where it was, about 1c per bu. over last week for cash as well as futures. Spring wheat receipts, while large, are not up to last year's by any means, while winter wheat receipts are hardly up to one-half of what they were, and our exports since July have been nearly 9,000,000 bushels more than during the corresponding time last year. However, the future will show how the shortage will affect prices. We are still of the opinion that prices for all cereals are at the bottom.

Sentiment in corn seems to lean towards lower prices. The fine weather also helped the weakness. I think it is only temporary.

Oats are strong and prices are up 1c and will stay there.

Rye seems to be the strongest of all and prices will remain up while the demand keeps up where it is at present.

Receipts here during the week were 53 cars of wheat, 4 cars of corn, 7 cars of oats and 4 cars of rye. During the month of September they were 188 cars of wheat, 37 cars of corn, 35 cars of oats and 20 cars of rye.

Millers are paying 67c for wheat.

C. G. A. Voigt.

That the Japanese consider salted whale meat a delicacy would appear by the quantities purchased. The whales are caught off the coast of Corea, the flesh and blubber cut up, salted and sent to Japan for sale as food. Over 2,000,000 pounds of the whale meat was imported into Nagasaki alone last year.

The poor boy always has the consolation of knowing that the rich boy can not buy brains with money.

The dog with the handsomest collar doesn't always put up the strongest fight.

The Hardware Market.

The conditions of trade existing at the present time in the hardware market all indicate that everybody is busy, as the demand for seasonable goods is far beyond the ability of the jobber to supply, as his difficulty is in getting many goods which at this time of the year are especially in great demand. Advances are taking place on all lines and there is hardly one thing in the hardware business that remains the same in price from week to week.

Wire and Wire Nails—No further advance has taken place on wire and wire nails during the past week and prices at the present time are held firm, governed by the following market prices: Wire nails from stock, \$3.20; from mill, \$3.70; painted barbed wire, from stock, \$3.05; from mill, \$3.50; galvanized barbed from stock, \$3.85; from mill, \$3.65. It was thought there would be an advance on Oct. 1, but at the time this market report was written no such advance had been made, although it is liable to take place before another issue of this paper. The question of high prices is something that all are giving a great deal of thought, and when the reaction from the extreme prices now ruling will set in is something we are all trying to solve. While there is a wide diversity of opinion as to the date of the decline or break, whichever it may be, there is general confidence that business for the remainder of the year will be of large volume at fully sustained, if not further advanced prices.

Carriage and Machine Bolts—An advance on this line of goods has been made and the present discount is 50 per cent. from list.

Tacks—The tack market continues to be characterized by strong tone and prices continue to advance. Sept. 19 the manufacturers issued a new discount sheet, making an advance of about 20 per cent. on the entire line.

Horse Shoes—There has been an advance of 15c per keg on all makes.

Miscellaneous—Tire and stove bolts have been advanced to per cent. The rope market continues firm and during the last week an advance of 1/2c per pound was made on Manila rope, no change being made on sisal. A new list has been made on extra finished hollow ware, the discount remaining the same, but the net being an advance of about 10 per cent. Zinc and brass oilers have been advanced about 25 per cent. Manufacturers of wood pumps, at a recent meeting, owing to the scarcity and high price of material used in their manufacture, advanced the price 20 per cent. Jobbers are now selling at 50 per cent. discount from list. Screws of all kinds have been advanced, the first discount on flat head iron now being 80 per cent. On common hand saws an advance of 50c a dozen has been made. Harness snaps of all kinds have been advanced to per cent., the discount now quoted on German snaps being 40 and 10 per cent. Lightning hay knives have been advanced \$1 per dozen, jobbers quoting at the present time \$6.50. Socket firmer chisels and drawing knives are 10 per cent. higher than formerly quoted.

Dry Goods

The Dry Goods Market.

Staple Cottons—Brown cottons are, perhaps, better situated than any other one line. Wherever anything can be found for sale, buyers pay less attention to the price than to securing the goods. The demand for heavy brown cottons for this country has averaged well, but for export has been light. Bleached cottons remain without change in the demand, although the prices show decided hardening tendencies. All coarse colored cottons, cotton flannels, blankets, etc., are in good demand, but as a rule short in supply.

Prints and Gingham—Low grade prints are showing better conditions than the higher lines. Indigo blues have been moved in larger quantities during the week, on account of a slight concession in price. Other staples show a business averaging about the same as for about two or three weeks previous. Percales show a good business for spring, and manufacturing trades have taken hold in a good way. The market is exceptionally firm, and advances have been demanded in many cases up to 5 per cent. Woven shirtings and fine ginghams have also secured a good spring business, and the market is in an excellent condition. There are very few staple ginghams to be found and the market is very firm.

Dress Goods—The brisk demand for fall goods has tended to delay operations in the spring dress goods market, although buyers are not at all backward in giving spring styles proper consideration when placed before their inspection. The true facts of the case are that the orders have been coming in in such volume for fall goods, such as fancy backs, broadcloths, lady's cloths, venetians, homespuns, camels' hair plaids, crepons, piece dye worsteds, etc., that sellers have not given as much attention to the spring season as they would have done otherwise. Prices all through the market are exceedingly firm and here and there slight advances are being steadily made. The close of the fall season will find the market cleaner of desirable fabrics than for years. The spring dress goods season promises to be a brisk one. On some lines that have been opened, prices are 5 to 10 per cent. higher, while on others, advances are practically nil; on some of the finer lines, the percentage of advance will probably be larger than the figures above mentioned. At present it looks as though the spring season was not to represent much of a departure from the fall season in the character of the fabrics upon which the stamp of popularity is affixed. The crepon used as a skirting material, worn in connection with the natty shirt waist, promises to hold a prominent place in the preferences of the fair sex. The rough, hairy faced goods, homespuns, piece dye worsteds, etc., will be found to be good business getters. In cloakings, the fancy backs stand head and shoulders over other fabrics in point of interest and orders at the present time. In fact, cloak makers are more enthusiastic over plaid back materials than over anything else for a long time. How long will this last? is a question which is being frequently asked by manufacturers, and knowing as they do the quick change liable to take place in the cloaking market, they are in doubt. Some characterize it as a fleeting fancy which is likely at any time to drop out of sight and leave somebody

mourning his lot and saying unpleasant things regarding the variable character of the cloaking trade. Others, however, have more confidence and believe the plaid back has come to stay. There is an apparent awakening of interest in high colored, kersey cloakings, such as royal blues, military blues, tans, castors, etc., and some very fair business has been done thereon.

Hosiery—All staple hosiery is firm without material change in prices. Domestic hosiery this season has shown a considerable increase from the business of last year for fancy goods. The manufacturers are turning out better styles, and of better finish each season. Full fashion hosiery continues to be well sold up, and in an exceptionally fine condition. Seamless goods are in a little less satisfactory condition, and there seems to be a strong tendency on the part of the manufacturers to sell at little or no profit.

Carpets—The manufacturers of all kinds of carpets continue busy and report that, notwithstanding the previous advance on duplicate business, orders continue to come in freely, as the average buyer realizes that this increase in price is but the beginning of even higher prices on all lines of carpets. The demand for goods has been unprecedented for several years and has delayed many of the manufacturers in getting out their lines of samples by Oct. 1 for the inspection of the large jobbers who go East at that time to look over the new goods and make selections preparatory to the travelers starting out on the road. Some will not be ready with the new samples before October 15. The demand has not been confined to any one line of carpets. All lines seem to have shared in the increased business. Even body Brussels, which, owing to their price being above other attractive lines, were depressed, have received so much attention that makers of this line are beginning to feel encouraged over the future outlook. The buyer who selects five frame body Brussels carpet obtains a fabric that for wearing qualities is unsurpassed, and it certainly shows a very healthy condition of trade when buyers begin to call for the best floor coverings again, as in former years. The average buyer realizes that it will not pay in the present active condition of business to delay his orders, as he is not likely to get his goods in time for his customers. As a result the question of deliveries is a very important one at this time, and there is no need of the manufacturers troubling their minds regarding any cancellations. Some are inclined to refuse a portion of the orders offered rather than run the risk of not delivering goods in time.

Smyrna Rugs—Continue active and the manufacturers have enough orders booked to keep them fully employed for some time. Rugs will not hurt the sale of ingrainings so much as the better class of carpets.

Corl, Knott & Co.,

Jobbers of Millinery,
20-22 North Division St.,
Grand Rapids, Mich.

SPECIALTIES

Trimmed Hats, Ribbons, Velvets, Laces, Veilings, Ostrich and Fancy Feathers, of every variety.

Putnam's Cloth Chart

Will measure piece goods and ribbons much more quickly than any other measuring machine in the market and leave the pieces in the original roll as they come from the factory. It is five times as rapid as hand measurement, twice as rapid as winding machines, 50 per cent. more rapid than any other chart and three times as durable as the best of its competitors. Satisfaction guaranteed or money refunded. Write the manufacturers or any of the jobbers for booklet, "All About It."

No exaggeration. Get one and try it.

Price \$4.00 each.



Sold in the West by the Following Jobbers

CHICAGO—Jno. V. Farwell Co. Carson, Pirie, Scott & Co. Marshall Field & Co. Sherer Bros. Lederer Bros. & Co.
ST. LOUIS—Hargadine-McKittrick Dry Goods Co.
ST. JOSEPH—Hundley-Frazier Dry Goods Co.
KANSAS CITY—Burnham, Hanna, Munger & Co. Swofford Bros. Dry Goods Co.
OMAHA—M. E. Smith & Co.
ST. PAUL—Lindeke, Warner & Schurmeier. Powers Dry Goods Co. Finch, VanSlyck, Young & Co.
MINNEAPOLIS—Wyman Partridge & Co.
DETROIT—Strong, Lee & Co. Burnham, Stoepel & Co.
TOLEDO—Davis Bros. Shaw & Sassaman Co. L. S. Baumgardner & Co.
CINCINNATI—The Jno. H. Hibben Dry Goods Co.
INDIANAPOLIS—D. P. Erwin & Co.

Sent by express, charges prepaid on receipt of price by the mfr.

A. E. PUTNAM, Mfr., Milan, Mich.

Floor Oil Cloth

What you want for fall business is a good, clean line of Floor Oil Cloth. We have them in bright, tasty patterns. The yard goods are 1-2 3-A and 4 quality and in widths 4-4, 6-4 and 8-4, from 16c a yard up.

The Rugs we have in 2-3-A and 4 quality, and 4-4, 5-5, 6-6, 8-8 squares as cheap as 20c for 4-4 Rugs.

P. STEKETEE & SONS,
Grand Rapids, Mich.

A New Corset



To retail at 50 cents. It is so made as to prevent breaking of the steels over the hips. Without a doubt the only corset on the market having this feature at so low a price. In drabs only. Price, \$4.50 per dozen.

VOIGT, HERPOLSHEIMER & CO.,
Wholesale Dry Goods, Grand Rapids, Mich.

COLOR CRAZES.

Problems Which Confront the Dry Goods Merchant.
Written for the Tradesman.

I sauntered into the private room of a dry goods merchant the other day and found him studying colors.

Laid out on his desk and over the length of a long table which occupied the center of the apartment were ribbons, pieces of woolen goods, pieces of cotton goods, pieces of silk goods—all arranged in regular order with regard to color.

Not only the seven colors, but all the hues and tints possible to be produced by their combination were there—violet and blue, indigo and green, yellow and orange, and red. It seemed to me that I had never before seen half the shades and tints.

The merchant looked up with a smile as I entered.

"You are just in time," he said. "Come in and tell me something about next year."

"The present year keeps me guessing," I said. "What do you want to know about next year, anyway? Have you any idea that I am the seventh son of a seventh son?"

"I want to know something about next year's colors," replied the merchant. "If I only knew what colors and tints would be the rage next spring, I could sell out my stock before my competitors got started."

"Well," said the insurance agent, who had followed me into the room, "I am quite a guesser myself and I predict that sixteen to one will—"

"No politics," shouted the merchant. "Colors—next year's colors—have the floor."

"That's easy," said the insurance agent. "Black will be worn—at funerals; and white will also be popular—at weddings. Ask me something hard."

"Go on," said the merchant. "I give it up," said the insurance agent. "Red is the only color I know anything about; fire red; and it's expensive, too."

"Come," said the merchant, "I want to order my goods soon and I want to buy a whole storeful of the colors that will be most in demand next spring. Now, how am I going to do it?"

"Why," said the insurance agent, "you merchants decide the point of popularity in colors. You select your own goods, don't you? Well, then, the people have to buy what you have in stock, don't they? You run out of the colors that make a hit and order more, while the unpopular shades go to the bargain counter. And there you are."

"I think," said the merchant, "that I need an insurance man in my business. How would you like to be my business manager? You seem to know about as much regarding dry goods as a cow knows about single entry. If I carried on my business according to the ideas just expressed, you'd soon see me around town looking for a cord of wood to split."

"Who does decide this color question, then?" demanded the insurance agent.

"That's what I'd like to know," was the reply. "Colors and shades which won't be looked at one season are all the rage the next, and just how the craze gets started is more than any fellow can find out, as Dundreary used to say."

"I'll tell you what to do," said the insurance agent, "you wait until you know what people want, then buy. Eh? why didn't you think of that before?"

"You're a genius," laughed the mer-

chant. "The spring trade would be supplied before I could get my goods here, and I would have a lot of dead stuff on my hands. No, I must keep on guessing."

"But if you guess wrong?"
"All a lottery, my boy," replied the merchant. "Anyway, I'll probably get a little of the right sort. What will it be next year?" he continued. "Green or blue?"

"Red," said the insurance agent. The merchant turned to me with an enquiring look on his face.

"You'll have to excuse me," I said. "I'm not in the dry goods trade, and I begin to see that the business has its peculiarities, just like the newspaper business."

"Yes," was the reply, "there are some puzzling features connected with the dry goods trade."

As he spoke, he laid a piece of ribbon in the strong light of the window and turned to the insurance agent.

"What color is that?" he asked. "Blue or green?"

"Green, of course. Any one not a fool could answer that question."

"Well, it's blue."
"So is that ice wagon out there a beautiful violet," said the insurance agent, "and on my way down town this morning I beheld a green horse with a red tail."

The merchant laughed. "You're partially color blind," he said.

The insurance agent took a pair of green goggles from his pocket.

"I presume these are blue, too," he said.

"Match them with the ribbon."
He did so, and discovered that the merchant was right. The tint under discussion was blue.

"The first thing I know," said the insurance agent, sadly, "I'll be mistaking a saloon sign for that of a national bank and making my deposit in the wrong place. How do you think I'd do for a railway engineer? The company could blame my color-blind eyes for all the wrecks that happened, and if I chanced to be killed on account of mistaking a red light for a white one I'd be deeply mourned."

"Come," said the merchant, "give me a guess on next season's color craze."

"Red," said the insurance agent. "I'll go you a new suit on it," suggested the merchant.

"But you ought to go four for one," said the insurance agent.

"We're not playing faro," said the merchant, "we're guessing colors for next year. I guess green and blue tints."

And I left the room without making a prediction, but I mean to make a note of it and see who gets the new suit.
Alfred B. Tozer.

Gems From David Harum.

A reasonable amount of fleas is good for a dog—they keep him f'm broodin' on bein' a dog.

My experience is that most men's hearts are located ruther closter to their britch's pockets than they are to their breast pockets.

In a horse trade, "Do unto the other feller the way he'd like to do unto you—an' do it fust."

There's as much human nature in some folks as th' is in others, if not more.

It's curious, but it don't seem as if the' was ever yit a man so mean but he c'd find some woman was fool enough to marry him.

Ev'ry boss c'n do a thing better 'n'

spryer if he's ben broke to it as a colt. It ain't a bad idee, in the boss biz'nis anyway, to be willin' to let the other feller make a dollar once 'n a while.

Boys, whenever you git holt of a ten-dollar note you want to git it into ye or onto ye jest's quik 's you kin. We're here to-day, an' gone to-morrer, an' the' ain't no pocket in a shroud.

"T any rate," I look back, it ain't the money 't I've spent fer the good times 't I've had 't I regret; it's the good times 't I might as well 've had, an' didn't.

Such is Lord Kitchener's reputation as a woman hater that the Queen herself felt called upon to ask him, during a recent audience, if what she had heard of him was true—that he did not care for any woman. He replied that it was true with one exception. The Queen asked him to tell the name of the exception, and the gallant warrior replied, "Your majesty." The Queen was amused, but she was also pleased.

How Do You Know

That all the money goods sell for gets into your till? You can know this if you will. How do your customers know that mistaken credits and charges don't affect the amount of their bills? They can know this, if you will. How do your clerks know that suspicion can not wrongfully be held against them by you or your customers? They can know, if you will.

How can your creditors know their extension of credit is not abused? They can know if you will. How can your competitors know that you are on your feet solid and to stay? They can know if you will. How can the world at large know that you are prosperous and progressive? They can know if you will.

Will what? If you will put in the Egly Autographic Register System, adapted to your needs. This System insures every dollar sold saved. Makes forgotten charges and wrong credits impossible. Causes suspicion of clerks to disperse. Forces competitors to recognize your business judgment. Leads to greater confidence in your credit, and satisfies the world at large, on whose opinion your success depends, that you are prosperous and up to-date. If you will let us help you, write for particulars to

L. A. ELY, Alma, 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 BENTON HARBOR, MICH.
Alcohol and Opium Cure 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.



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.

Flushing—Geo. E. Herriman, produce dealer, has removed to Lansing.

Bay City—LaCroix & Carey succeed C. L. Carey & Co. in the drug business.

Chapin—Geo. W. Clarke has sold his stock of general merchandise to C. M. Lyons.

Charlotte—P. A. Hultz has sold his meat market to Andrews Bros., of Eaton Rapids.

Barryton—M. C. Preysz, of Big Rapids, has purchased the drug stock of Irwin Bros.

Big Rapids—Harris Wilenski will remove his dry goods, clothing and shoe stock to St. Charles.

Twining—R. J. Entekin succeeds Entekin & Fox in the hardware and implement business.

Lake Linden—The new co-operation store has received its grocery stock and engaged in business.

Port Huron—W. A. Beach, of Bay City, has leased a store building and put in a stock of groceries.

Newaygo—Wesley W. Pearson, the Fremont clothier, has opened a branch clothing store at this place.

East Jordan—Walsh & Williams, grocers and meat dealers, have dissolved, P. Walsh succeeding.

Elsie—Craven & Eddy have disposed of their stock of millinery to Mrs. Ardell Finch and Miss Nora Chase.

Hartford—Clarence D. Olds continues the grocery business formerly conducted under the style of Smeed & Olds.

Litchfield—Jud Shepard has opened a grocery store in the room formerly occupied by the grocery stock of J. Norcutt.

Seney—John I. Bellaire has purchased the general merchandise stock of Morse & Schneider and will continue business at the same location.

Sherwood—C. G. Powers, who has conducted clothing stores at Coldwater, Quincy and Adrian, has opened a clothing store at this place.

Lisbon—J. R. Harrison & Co. have sold their general stock to Stinson Bros., of Hadley, who will continue the business at the same location.

Escanaba—Chas. Ehnerd has leased the meat market of Q. R. Hessel and will remove his fixtures from his present market to the new location.

Lowell—A. D. Oliver has recently moved his jewelry stock into the store building known as the White Front, which has been remodeled for his use.

Ann Arbor—L. C. Goodrich, Adolph Walker and Whalen Murphy have opened a clothing and shoe store under the style of Goodrich, Walker & Murphy.

Port Huron—The Bromley drug stock has passed into the hands of Wilson Bros., who held a second mortgage on the stock and purchased the first mortgage.

Reading—John Stanfield, who has been conducting D. McNaughton's branch boot and shoe store at this place for several months, has purchased the stock.

Springport—Charles M. Powers, formerly engaged in trade at Charlotte, but more recently at Brookfield, has engaged in the general merchandise business at this place.

Decatur—Frank Potts, proprietor of the Star grocery, has sold out to I. B. Bagley and M. P. Cady, who will continue the business under the firm name of Bagley & Cady.

Walton—Hon. D. C. Leach harvested 330 bushels of cranberries from his marsh, about a quarter of what his crop would have amounted to if the frost had held off a few weeks longer.

Saginaw—P. P. Heller, for the past seventeen years engaged in the grocery business at this place, is succeeded by his brother, A. A. Heller, of South Bend, Ind., and his son, Adolph G. Heller.

Sault Ste. Marie—Thos. J. Graham, of Rosedale, has purchased the grocery stock and fixtures of the Stevens Grocery Co., and embarked in the grocery and provision business at the corner of Ashmun and Spruce streets.

Mt. Pleasant—F. G. Thiers has stored the fixtures and drug stock recently purchased at St. Johns in the basement of his store building. He intended putting up the stock in Elsie, but was unable to make the necessary arrangements.

Reading—F. D. Culver has purchased Z. G. Culver's business lot in the burned district and will at once begin the erection of a two-story brick block which he will occupy with a new stock of furniture. He expects to have the building enclosed before cold weather sets in.

Wexford—D. W. Connine, the veteran general dealer, has taken his son, Edwin F., into partnership, the firm name being D. W. Connine & Son. A line of dry goods, clothing and boots and shoes has been added to the stock and the store building has been materially enlarged.

Port Huron—At the last meeting of the Merchants and Manufacturers' Association, it was voted to ask the Common Council to pass an ordinance prohibiting peddlers from canvassing from house to house without a license. Merchants who solicit orders will expect to pay the license fee.

Trent—Chas. North, junior member of the firm of Carrington & North, general merchants at this place, has been compelled to leave the country by reason of strongly-marked symptoms of tuberculosis and has disposed of his interest in the stock and store building to his partner, who will continue the business under the style of Geo. Carrington.

Manufacturing Matters.

Sault Ste. Marie—Jos. McLachlan has opened a feed store in the Greenley block, next door south of the grocery store of A. H. Eddy.

Standish—The Michigan Manufacturing & Mercantile Co. will shortly add to the manufacture of staves and heading a factory for the manufacture of chamber furniture.

Detroit—The E. W. Leech Hardwood Lumber Co. has filed notice with the County Clerk that it has disposed of its property at private sale and abandoned its franchises and business.

Detroit—The Thornburg Coupler Attachment Co. has filed amended articles of incorporation, increasing the capital stock from \$25,000 to \$100,000. The stockholders are Thomas H. Simpson, of Detroit; William N. Thornburg, Chicago, and William Thornburg, Cleveland.

Detroit—The Detroit Glass Co. has been incorporated to manufacture bottles and all kinds of glassware. The capital is \$20,000, of which \$6,000 is paid in. The shareholders are: David H. Burrell and Edward J. Burrell, Little Falls, N. Y., 250 shares each; William J. Moffatt, Tilbury, Ont., 500 shares; Newell F. Fairchild and Robert B. Burrell, Wyandotte, 500 shares.

Bay City—Chas. F. Kerry, of the Kerry Manufacturing Co., has completed arrangements for the establishment of a new industry at this place. He has leased the plant of the Hardwood Manufacturing Co. for a term of five years and equipped it with modern machinery for the manufacture of maple flooring and other hardwood specialties.

Onaway—A company composed of W. C. Sterling & Bro., of Monroe, Merritt Chandler and J. R. Snody, of this place, has been organized, to be known as the Chandler Shingle & Tie Manufacturing Co. The necessary buildings will be erected at once on the site of the Sterling mill, lately destroyed by fire. The new plant will have a daily capacity of 50,000 shingles and 1,000 ties.

Detroit—Articles of incorporation of the American Brewing Co. have been filed with the County Clerk. The capital stock is \$100,000, of which \$35,000 is paid in. The stockholders are: James D. Burns, Charles Fey and N. B. Sharpe, fifty shares each; F. W. Marschner, 100 shares; John E. Moloney, 3,250 shares. This is the concern that will fight the trust recently organized.

Petoskey—Forman & Curtis, manufacturers of maple flooring, have merged their business into a stock company under the style of the Thomas Forman Co., Limited. Thomas Forman will be President and General Manager of the new company, Morgan Curtis will be Treasurer and B. H. Cook will act as Secretary. In addition to the officers, the stockholders will be C. F. Hankey, A. M. Daggett, of this place, L. L. Forman, of Ithaca, and E. S. Rice, of Logansport, Ind.

The Boys Behind the Counter.

Jackson—Nicholas Schweinfurth, for twenty years in charge of the men's furnishing goods department at L. H. Field's dry goods store, has resigned to assume charge of the men's furnishing goods stock at Cook, Smith & Feldher's dry goods establishment.

Kalamazoo—Howard Fisher has taken a position with Davis & Ferguson, grocers at 318 North Rose street.

Petoskey—F. M. Short, for several years with Alick Rosenthal, and for the last two years with M. I. Fryman, has gone to the Soo to manage the shoe department of the D. K. Moses Co.

Charlotte—Fred H. Loveland has returned to Charlotte from Greenville and entered the employ of R. C. Jones & Co. Twenty-four years ago Mr. Loveland, while still a boy, began his dry goods career with R. C. Jones, in a store standing on the site of the present one. He remained with Mr. Jones until the business was sold to Reynolds Bros. and continued working for them at the old stand until he went into business with Geo. Barney about six years ago. About seven months ago, he was offered a position in Greenville, which he filled until last week.

Dowagiac—L. C. Scattergood has taken a clerkship with the White Front dry goods store.

Kalamazoo—J. H. Scherer, cashier of the Standard Wheel Works, has severed his connection with that concern, in whose employ he has been for the past eight years, and gone to Jackson, where he has taken a position with the Imperial Wheel Co.

Ionia—Frank Williams, for some time a clerk in Gundrum's drug store, has gone to Ann Arbor to take a University course in pharmacy.

Ovid—F. J. Storrer has a new hard-

ware clerk in the person of C. E. Brewster, formerly employed in the hardware store of J. T. Thompson, at Owosso.

Charlotte—Claude Pope succeeds Ralph Walker as clerk in the grocery store of F. H. McGrath.

Quincy—Chas. Skinner, Nettie Coldwell and Mabel Globensky are clerking in Van Dorsten's new dry goods store.

Grass Lake—Frank J. Wheaton, who has been head pharmacist at D. W. Clark's drug store for the past four years, has arranged to enter the service of a druggist at Wayne.

Bellaire—George Albee, of Chicago, has taken a position in P. Medalie's dry goods and clothing store, and will be its manager on the retirement of W. A. Gerrison, who retires to engage in general trade at Cross Village.

Charlotte—Harry Camp is clerking for G. V. Collins & Son.

Albion—Marvin J. Rowley, formerly engaged in the dry goods business at Homer, is manager of the new dry goods store of V. S. Wolcott here.

Holland—Theodore Van der Veen, of Grand Rapids, has taken a position in J. A. Van der Veen's hardware store.

Marshall—Thomas Sinnig has accepted a position as clerk in Mr. Esch's new grocery.

Sault Ste. Marie—Albert Van Wyck has taken a position with the Soo Hardware Co.

Saginaw—C. A. Butterfield, clerk at J. W. Ippel's dry goods house, has just concluded sixteen years' work in practically the same locality. He entered the employ of J. Bauman sixteen years ago, and remained for a time with Porteous, Mitchell & Co. when they succeeded Mr. Bauman, and engaged with Mr. Ippel when that gentleman opened business. He has not been out of employment a single day, and has not lost one day's time from sickness during this period.

Hillsdale—Fred Fitzpatrick is now clerking in Kline's dry goods store.

Charlotte—Lee Mellinger has taken a position in the hardware store of Chapin & Rue.

Elk Rapids—Archie L. Crinn, formerly in charge of the J. H. Steinberg clothing department, at St. Ignace, has taken the management of the N. Hirshbergh Co. department store.

Manchester—Ed. S. Nisle, formerly with Robinson & Koebbe, is now associated with the May Shoe & Clothing Co., at Denver, Colo. Bert M. Teeter, formerly with J. Wurthner, has a position with a large clothing house in Spokane, Wash. Henry Jackman, formerly with Arthur Jaeger, can be found with a wholesale grocer house in San Francisco, Cal., after Oct. 15.

Counterfeit American Brands.

Prof. Stiles, the scientific attache of the United States Embassy here, recently discovered evidence that several large Antwerp firms did an immense business in inferior or diseased pork and beef, which was put in American packages illegally obtained, thus giving them an American brand. The Professor is now traveling in Switzerland, Germany and Denmark in order to complete the chain of evidence needed for the purpose of prosecuting these firms.

Men claim that they indulge in the bowl to drown their sorrows. They only add to their troubles by becoming drunk. A man hurt by wearing tight shoes does not help matters by getting tight himself.

A man in a hole wants to pull others in after him.

Grand Rapids Gossip

Geo. W. Hart has opened a grocery store at Hart Siding. The stock was furnished by the Ball-Barnhart-Putman Co.

The John Girard Co. has opened a grocery store at Alma. The Ball-Barnhart-Putman Co. furnished the stock.

A. Gardiner & Co. have embarked in the grocery business at Mill Grove. The Lemon & Wheeler Company furnished the stock.

A. J. Gardner, whose grocery stock at Arcadia was recently destroyed by fire, has re-engaged in business there. The Musselman Grocer Co. furnished the stock.

A Grand Haven gentleman has engaged in the grocery business at 933 Wealthy avenue under the style of Baker's Grocery. The Ball-Barnhart-Putman Co. furnished the stock.

Albert Supp has engaged in general trade at Vickeryville. P. Steketee & Sons furnished the dry goods, Rindge, Kalmbach, Logie & Co. supplied the shoes and the Ball-Barnhart-Putman Co. captured the grocery order.

The local exchange of the Michigan (Bell) Telephone Co. lost a considerable number of telephone connections Oct. 1, including the Berkey & Gay Furniture Co., which has thrown out the Bell phone on the ground that the service is so poor that the connection is of no possible benefit to the corporation.

A. H. Welles, Manager of the Michigan Manufacturing & Mercantile Co., at Standish, was in the city several days last week looking over the furniture industries here for the purpose of seeking information and pointers in regard to the manufacture of a line of chamber furniture which the company will shortly engage in in conjunction with the manufacture of staves and heading.

The Grocery Market.

Sugars—The raw sugar market is dull, with almost no business being done. Quotations are still on the basis of 55-16c for 96 deg. test centrifugals, but practically no sales were made, as there was nothing offered. The tendency of the market is toward some further reduction, although no very great change is expected. The demand for refined continues about the same at unchanged prices. The total stock of sugar in the United States is 188,702 tons, against 193,738 tons at the same time last year.

Canned Goods—In looking over the canned goods situation for this season it will be seen that the packers have had to contend with short crops of canning articles and high prices for cans. Next to the shortage of canning products the worst feature of the business has been the ripening of the entire crop at one time, as has been the case with some crops, and the consequent impossibility of caring for receipts in time to save the raw material from loss. Prominent packers say that the result of these difficulties has been to create an unfavorable condition, and will eventually cause higher prices. Seldom have prices, as a rule, been higher than they are now at this season and the tendency is upward, with some uncertainty expressed as to the outlook for future business. It is certain that trade will increase later, but what will result in the way of prices remains to be determined.

The prospects for the tomato pack point to about an average output. Conservative estimates indicate that it may not be up to last year's, although the acreage has been variously estimated up to 25 per cent. larger. The cause of the reduction in expected output is assigned to unfavorable weather conditions throughout the season. Prices tend upward and present indications are that the close of the packing season, with its shortage accurately determined, will lead to a considerable increase in prices. From Baltimore comes the report that Western buyers are still taking all the tomatoes they can get in that market, but the advance in price of 5c per dozen on cans has had considerable influence in hardening the market, and the prospect of higher prices is daily more encouraging to holders. There is a scarcity of cans also, and it is now said that quite as many tomatoes will rot on the vines as will be put up this year. If the West continues buying, the outlook favors higher prices within a short time. More tomatoes will be packed in Maine this season than ever before. The Northern fruit is firmer in texture and makes a more satisfactory pack than the Southern fruit, which grows faster and has less time to acquire solidity. Corn is stiffer and some packers have advanced their prices 2½c per dozen. New York is still canning, but the probable output is so much below what was expected that so far the crop is not much of a factor in the situation. The output in Maine will be below the average, but the quality will be much better than usual and some packers claim that it will all grade fancy. Peas are quiet and prices are unchanged. The demand is fair. The demand for string beans is quite an important feature. Some Western packers are short on their contracts for this article, also, and have been buying in the East to cover them, consequently creating a stronger market. The price is gradually but surely advancing and we think that string beans at present prices are a good purchase. The shortage in cans in California is reported as ended and such goods as are still to be packed will feel less of the influence than those which have been packed before. Apricots are about the only California product canned thus far which had not been affected by the stringency. The peach situation is unchanged. Stocks are light and prices high and demand is restricted somewhat by the high prices. Gallon apples are firm, with a good demand. The demand for salmon is very good, with no change in prices, but with a firm market prevailing. Sardines have advanced 30c per case on some grades. It is stated that the previous low prices have been below the cost of production and that there is a possibility of a consolidation of the two opposing interests, as the fight between them has developed such low prices and the fresh fish have been so high this season that there is no money in the business.

Dried Fruits—The chief point of interest in the dried fruit market is the fact that the California Raisin Growers' Association has named prices on new crop raisins. The trade has been expecting them for some time and has delayed purchasing until the prices for this year were known. These prices are from 1¼@2¼c higher than the opening prices of last year and are decidedly higher than the trade expected they would be. About a month ago, it is claimed, the crop condition changed for the worse and, these unfavorable con-

ditions continuing, high prices were necessary. The crop will be a short one—only about 2,500 cars, as against 3,500 last year—but the quality will be very good. As the market is now bare of raisins, while at this time last year over 1,000 cars were on hand undistributed, it is clear that there will be a material shortage. No change in the situation is expected during the season and prices will be no lower. The high prices, however, do not seem to prevent business and a number of cars have been sold the past week. As a matter of fact, consumers must have raisins and no matter what the price is, sales are bound to be large for the next few weeks. There is an excellent demand for seeded raisins, the consumption of which has increased wonderfully within the last year or so. Prunes are about the only thing in the dried fruit line that will turn out larger than was originally estimated. The activity is somewhat hampered by the continued reports that the California crop will be 100,000,000 pounds, or 23,000,000 pounds larger than last year. The shortage in Oregon will have very little effect, except possibly on the supply of large sizes, owing to the fact that the new orchards which have come into bearing in California will more than make up the deficiency. In previous years there have been large sales for future delivery, but not nearly so much this year and the market is inclined to be quite dull. Apricots proved to be a larger crop than last year, but compared with some previous years the yield is small and prices are relatively high. Exporters are the only ones who are showing any interest. Trade promises to be active later, but at present it is very dull. Peaches are slightly firmer and held a fraction higher on the Coast. Currants continue in good demand at previously quoted prices. The new crop figs are moving into consumption rapidly at full prices. There is a good demand from all sections and trade promises well. Prices are firm at present quotations, and there is a slight tendency to increase. Dates are moving steadily at about previous prices. There will be no new crop here for nearly four weeks, and present demand will nearly clear out what there is in hand before the arrival of the first shipments.

Rice—The rice crop this year is the largest ever known and the yield exceeds the record-breaking year of 1892 by 20 per cent. There was an unusual amount of the old crop carried over and grocers may be expected to work off this stock before taking hold of the new rice. So far prices have been fairly good, but when the bulk of the crop comes in the market prices will undoubtedly go lower.

Molasses and Syrups—There is a continued improving demand for molasses. As the fall demand is beginning to increase, jobbers are purchasing more freely. It is estimated that this year's molasses crop will average about 65 per cent. of a normal crop, consequently there is no fear that the market will be glutted at any time during the year. Corn syrup is in a very strong position, with an excellent demand, and refiners are badly oversold. The sugar syrup market is very strong and will probably advance shortly.

Tea—The demand for tea is steadily increasing as the season approaches. The market is firm with no quotable change in prices.

Fish—Light supplies of herring and mackerel continue to restrict the con-

suming demand, although considering the high prices, stocks are moved about as fast as received. The active demand for salt codfish still prevails.

Rolled Oats—The rolled oats market is very firm and prices have made a sudden advance of 50c per bbl. and 20c per case, with millers heavily oversold.

Green Fruits—Dealers say that the foreign fruit industry has been more disappointing this season than usual. Prices have been unsatisfactory all the season, with only occasional spurts, when dealings have been fairly good. There has been almost no activity of importance in any variety and trade, as a whole, has been generally dull and discouraging. The lemon trade has been weak and dull all the season. Fortunes have been lost and but few importers have made any money. There was a short time during July when fairly reasonable prices were paid, but in the main the range has been low. Cool weather is partially responsible, lessening the demand, and there has been further complaint of quality. There has been no change in prices since last week. Receipts are small and quality unusually poor. Bananas are steady in price and movement is a trifle more active. Cargoes are smaller and fewer, but the quality of recent arrivals is better. The close of the fall apple and grape season causes an enlarged demand for bananas also.

Nuts—The market for nuts shows considerable activity and prices on some varieties tend upward. The supply of different varieties varies, but as a whole, foreign nuts are short and domestic sorts will give about an average yield. Spot supplies of Grenobles are about exhausted and the crop is short, but the quality is rather better than usual. The crop of about all French varieties is said to be fair, and the quality good enough to satisfy most of the trade. The market for Sicily filberts is excited and higher. The new crop is estimated at 51,000 bags, against 82,900 bags last year. Tarragona almonds are in fair demand and prices tend upward. The new crop, as near as can be determined, is a failure. Ivicas are reported short, and opening prices likely to be high. Foreign walnuts will not be up to the average in quantity, although the quality is said to be fair. An exception is made in Marbotts, which are reported in good supply. Almonds are firm. The California crop is in the hands of a combine, and while there are some goods outside, the control of the market is in the hands of the combine. Foreign goods will hardly be in as good supply as was expected, and prices rule high. Pecans are scarce and firm at present high range. Peanuts are weak and the tendency of prices is downward.

Highest Price Paid in Fifteen Years.

The highest price paid for live cattle on the Kansas City, Mo., market in fifteen years was paid on Wednesday last. This was for two cars of steers averaging 1,456 pounds. The price paid was \$6.50. In June, 1882, \$7.40 was paid for one load of fancy exporters, which is the highest ever paid on the Kansas City market. When it is considered that good beef cattle bring better prices than at any time since 1884, the high price of dressed beef is explained.

The men who were behind the guns at Manila were in front at the New York parade.

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

Woman's World

The Woman Who Always Told the Truth.

"Yes," said pretty little Mrs. Blank, settling her frills and thoughtfully dropping another lump of sugar in her tea, "yes, I've known Mary Harris all her life and she always has been queer. In what way was she peculiar? Oh, I don't know exactly. She was one of those uncomfortable people who are always doing things you weren't looking for them to do and saying things you weren't expecting to hear and that nobody was prepared for. Why, she didn't have any more hesitation in coming right plump out with the naked truth than you and I have in telling a tarradiddle. Indecent, I call it. Nobody has any right to introduce the truth into society until it is properly dressed up so as to be presentable. You know how sometimes a person will say to us 'I'm afraid I'm putting you to some trouble,' or 'I hope I'm not inconveniencing you in the least.' Very likely it's putting us to all sorts of bother and we are wishing them at the bottom of the sea with all our hearts, but we smile seraphically and say, 'Oh, not at all. So glad to see you.' But Mary Brown didn't. She would say, 'Certainly, it is very inconvenient just now, but I'm willing to sacrifice myself for your pleasure,' and then they would go off and hate her all the rest of their lives for telling them the truth. But it was one of her queer ways to do it.

"She was always odd, even as a girl. When she went to school her father wanted her to study accomplishments like the other girls, but Mary wouldn't do it. She said she didn't have any ear for music and wasn't going to torture herself and other people and waste money trying to learn to play the piano when the town was full of hand organs that could grind out better music, with more expression in it, than nine-tenths of the amateur performers. She declared her talents lay in the direction of the cooking stove and she meant to study that until it would not only be an accomplishment, but a profession in case she ever had to support herself. 'You see, Mrs. Blank,' she said to me, 'it is sure to be an accomplishment that will stay by me. I may not marry a man with a soul for music or an eye for art, but he's certain to have a stomach to which I can appeal.' Did you ever hear of anything so queer as a girl picking out cooking for a career? Why, all the other girls I have ever known who wanted to make a living were expecting to play Juliet or be prima donnas or write poetry or illustrate books. There wasn't a single solitary one of them who ever dreamed of doing any ordinary, commonplace thing for which there was a good steady demand.

"Being so peculiar we thought that Mary would never marry, but she did. More than that, she had several good offers and she was queer about them, too. She actually broke off her engagement with that handsome young Thompson because she saw him kick a little dog. She said any man who would be that brutal to a helpless animal would abuse and bully his wife once she was in his power. Nobody could see anything especial in Tom Brown, who was a poor young fellow on a salary, and we thought she was silly enough to pass by Jack Bullion for him, but of course nobody could know then that Tom Brown was going to develop into a financier and old Bullion was going to smash and

leave Jack without a penny or knowing how to do anything. The wedding was the funniest affair. Mary took the money her father gave her for her trousseau and furnished up a little cottage with it, and then one morning she put on her hat and she and Tom stepped around to the church and were married. Not an inch of white satin or veil or wedding breakfast or ushers or bridesmaids or anything. Of course people talked, but Mary didn't care. She said she didn't see that a poor clerk's wife had any pressing need of white satin gowns, while she did have for chairs and tables. People have always given Tom Brown all the credit for getting along so well, but there have been times when I've had my misgivings and wondered if Mary wasn't at the bottom of it. She was queer enough for anything.

"Then she had the queerest views about things. She used to let her husband smoke all over the house and clutter up things with his fads, and as far as I could see she never objected to his going to his club or tried to interfere with anything he had been in the way of enjoying before they were married. She said she didn't believe a man married to acquire a boss, but a companion. Did you ever hear of a woman having such a peculiar idea? People used to wonder how it was that she never had any trouble about servants, while all the rest of us spent half our lives on a still hunt for a decent cook and a housemaid who would sweep under the bed. One day a woman asked her what was the secret of her success and why there were so many incompetent servants now. 'Because of the incompetent mistresses,' said Mary. 'Put a man in a business he doesn't understand in any one of its details. Give him ignorant and lazy clerks, and let him divide his time between bargain sales of marked down neckties in the morning and a two hours' wait at the tailor's, go to a pink tea and a club meeting in the afternoon, with a few calls sandwiched in between, and a dash now and then into his store to change his clothes and scold a clerk for not doing something right, and what would happen? He would go into bankruptcy inside of six months. Yet that's the principle on which the majority of women keep house. We are not so much smarter than men as we think we are and we'll never make a success of housekeeping until we realize it is a business that requires to be understood, just as much as banking or merchandising. The trifling mistress is the reason of the trifling maid the country over.' Did you ever hear anything so absurd as thinking a woman needed to know how to do things in order to keep house?

"She was just impossible in clubs and societies. We would never have one of those lovely soulful meetings, where somebody reads a paper about vague aspirations and yearnings after the infinite and things like that, that Mary wouldn't get up and ask, in effect, where were we at? And nobody ever knew. She was just like a dash of cold water, and when she sat down everybody shivered and felt uncomfortable. She never went in for movements and I never saw her name on a subscription list in my life. Actually, when the Rev. Mr. Saintry went to her about contributing to the fund for buying fans for the Eskimos she refused and told him she didn't know whether the Lord was going to hold her responsible for the heathen or not, but she knew he was looking to her to feed and clothe the

poor widow and orphans that lived at her back gate. Scandalous, wasn't it? but she had all sorts of queer notions like that.

"One summer I was at Frankfort with her. It is a quiet place, not a bit swell, you know, but comfortable and cheap, where everybody feels called upon to explain why they are there, instead of being at Mackinac Island or Charlevoix. One woman had been ordered perfect rest after the gayety of last season, another had come for the sake of the children, another found that peculiar air just the thing for her nerves, and didn't know but what she would go on to Petoskey a little later on. You know how women fib to one another about such things. Well, they all had their say, and when they finished, Mary remarked, as simply as if she didn't know she was throwing a bomb into the camp: 'Well, I came because it was cheap, and the best I could afford.' You could have heard a pin drop, and it took quite a while to get the conversation going naturally again. Oh, but she was queer for certain. She never even pretended to know everybody who was rich and fashionable, and when women would ask her about the Bondclippers or the Croesuses, she would just say right out that she didn't know them; that they were fashionable and rich and she wasn't either. Women used to look at her like she was a freak just escaped from the side show.

"The time came when Tom Brown made a lot of money and fashionable society would gladly have welcomed her to its fold. And perhaps her queerness came out strongest in her not accepting its gilt-edged invitations. She said Mrs. Soandso was vulgar and Mrs. Somebodyelse stupid and Mrs. Someotherone a bully. Fancy saying such things about people with bank accounts and carriages and opera boxes! It was like flying in the face of Providence and seemed actually sacrilegious when one thought of how other people kow-towed to them to get invited to their parties and balls. Her old friends were good enough for her and she never even made an effort to float herself into society on champagne or break down the barriers by bombarding them with receptions and dinners. Queer, though, wasn't it, the woman who could and didn't?

"And now she is dead. That was strange, too. Seemed sudden at the last, but we were told that two years ago she went to a great specialist and he told her she had an incurable malady. She never told her husband or her children, or any one. Said there would be time enough for heavy hearts and grief when she was gone; so she went smiling and gay, loving and careful and tender about her daily task as usual, until almost the very end, bearing her heavy secret alone. Well, we called her queer, but perhaps truth and good sense and loyalty and lack of pretense are not common virtues and we should be better if more of us were like queer Mary Brown," and Mrs. Blank sighed and poured herself out another cup of tea.

Dorothy Dix.

The Woman Who Wrote.

A woman there was and she wrote for the press
(As you or I might do),
She told how to cut and fit a dress,
And how to stew many a savory mess,
But she never had done it herself. I guess
(Which none of her readers knew).

Oh, the hour we spent, and the flour we spent,
And the sugar we wasted like sand,
At the nest of a woman who never had cooked
(And now we know that she never could cook),
And did not understand.

A woman there was, and she wrote right fair
(As you or I might do),
How out of a barrel to make a chair,
To be covered with chintz and stuffed with hair,
'I would adorn any parlor, and give it an air!
(And we thought the tale was true).

Oh, the days we worked, and the ways we worked,
To hammer, and saw, and tack,
In making a chair in which no one would sit,
A chair in which no one could possibly sit
Without a crick in his back.

A woman there was and she had her fun
(Better than you and I);
She wrote recipes, and she never tried one,
She wrote about children—of course she had none—
She told us to do what she never had done
(And never intended to try).

And it isn't to toil, and it isn't to spoil,
That brims the cup of disgrace—
It's to follow a woman who didn't know beans
(A woman who never had cooked any beans),
But wrote, and was paid to fill space.

Saving Her From Exertion.

"You asked me to bring you some pin money this morning," said the young husband.

"Yes," she replied with an air of expectancy.

"Well," said he, "I thought I might as well save you a trip down town, so I bought you a paper of pins instead."

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."

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.

LYON BROTHERS

SPECIAL IN HIGH GRADE LOW PRICED COLLARETTES

For our complete line of Ladies' Garments and Furs see pages 462 to 483 of our complete Fall and Winter Catalogue No. 250. Write in for a copy if you have not yet received it.



Special Lot 590.

Astrakhan skins, length 10 inches, full 64-inch sweep, 6-inch storm collar, lined with fast color sateen.

Each, \$2.00

Special Lot 591.

Length 10 inches, full 60-inch sweep, black sheared coney fur with 5-inch chinchilla fur storm collar and high color rhadame serge lining.

Each, \$2.25

Special Lot 592.

Length 10 inches, full 70-inch sweep, black sheared coney fur with 4½-inch storm collar, fancy silk lining.

Each, \$2.50

Special Lot 593.

Best sheared coney with 20-inch tabs, length 10 inches, full 106-inch sweep, 5½-inch storm collar.

Each, \$3.25



We are headquarters for Women's and Misses' Jackets; Cloth, Plush and Boucle Capes, Muffs; Children's, Misses' and Women's Fur Sets; Collarettes, Storm Collars and Scarfs.

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

LYON BROTHERS, Importers and Jobbers of General Merchandise, 246, 248, 250, 252 E. Madison St., Chicago, Ill.



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, - - OCTOBER 4, 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.

THE GOSPEL OF LET-UP.

Six years ago, when the business of the country collapsed and the strongest men and the strongest firms tottered and fell, the tension brought to bear upon the business world was so great that it was feared that madness would become the inevitable end of some of the best business brains of the country. The tide has turned. Prosperity has again taken up her abode in our borders and again the warning goes forth that the business men of the day are on a race to the madhouse.

The warning is a natural one. Times have been so disastrous and so much money has been lost that years and the mightiest efforts will be necessary to get back to the old condition of things. Indeed, there is doubt if there is any getting back; and so, with every energy bent to the almost hopeless task, men are working to the utmost every fiber that is in them—brain and brawn alike—to get money enough to pay their expenses at the asylum for the breakdown that is sure to come.

It is easy to say to these men, "Stop. You are racing with Death. Already without knowing it you are under its far-reaching shadow;" but it is not easy to make them believe it. It is the weak who succumb. They have little appetite. Things do not taste as they did in the old barefooted days of boyhood. They work far into the night and sleep does not come now as it did when the rain pattered its slumber-song on the weather-stained shingles of the old farmhouse. O for one good sleep like that! No, they are not as vigorous as they were before this awful strain began. But pretty soon there will come a time to let up and then they will take the well-earned rest.

That is what a well-known business man said in substance the other day, and thought he was telling the truth. He hadn't had a holiday for seven years. It was coming, however. He had accumulated almost the amount he had decided should be his "pile." Just a little longer to secure the little more and then the Golden Age for him would begin. The man to-day is a gibbering idiot, and the money he hoped to enjoy in the afternoon of life is used to square his accounts at the insane

asylum. The let-up came—but not the kind he had been looking forward to.

Some time ago a thriving merchant who "guessed he knew what he could stand" was bragging that not an hour of his life was wasted. He was up the first one in the morning. He always breakfasted alone and was the first one at the store. He got through a day's work when most men began theirs and was ready to begin another. He worked while he ate at the restaurant and hurried back to double up on the work of the morning before he should hurry home to dinner. The end came when he least expected it. He doesn't hurry any more now. His memory left him, his mind began to wander; and those who look to-day upon the mental and physical wreck he made of himself are ready to believe that if he had wasted now and then an hour—a let-up however brief—during the business day, he would not illustrate, as he is illustrating, the folly of his theories and of his life.

While men of every calling are furnishing examples of incessant rush, it has been found that tradesmen are not the least in number of these violators of Nature's laws. Bent upon realizing the one idea of gain-getting, their days and nights are given up to stratagems and schemes and they are wholly unmindful, in the eagerness of pursuit, that a rested brain is the only worthy workman in the plans which are worth the carrying out. They rise early and toil late, they run from one task to another, they breakfast with the eyes riveted upon the propped-up newspaper, they dispose of their luncheon with gulps without mastication, they work until the last minute and then race with Time to catch the car, they dine in silence, concocting schemes to circumvent some keen-witted rival, and late at night go to bed to lie awake until "tired Nature's sweet restorer, balmy sleep," turns in disgust at the task she is not allowed to perform and reluctantly stands aside for the let-up, sure and swift to come, a let-up which too often means insanity and death.

A despairing feature in the whole pitiful business is the certainty that each man feels that in some unaccountable way he is to be an exception to the general rule. Other men did not understand how far they could go, but he does. His powers of endurance are distinctly defined. He knows to a dot and a day when he has gone far enough, and that limit once reached—it is criminal to do less—his fortune will be made and his rest begin. It is the old, old story; and they that follow him to "that bourne from which no traveler returns" follow another victim who refused to have any let-up except that final one which sooner or later comes to us all.

Hero worship in this country reached highwater mark last week. But then it is such spectacles as those seen in New York that inspire a country's defenders to attempt noble deeds. The assurance of appreciation is a wonderful incentive to action in any direction.

By glancing at a mirror, Admiral Dewey may get a better idea of his appearance than he can find by looking at the pictures that have been made of him.

Chicago had a national conference to find out what a trust is. They found out what it isn't and adjourned.

No man can vindicate himself by throwing mud at another.

CHASING RAINBOWS.

A large amount of valuable space is being wasted by some trade journals nowadays over a foolish attempt to inaugurate a national association of retail grocers, which is about as necessary to the success and happiness of the average grocer as a fur cap is to a Hottentot. Chasing rainbows may be a delightful occupation for the individual who has nothing better on hand, but the man who is endowed with good common sense can afford to leave such work to the idle and the unsophisticated.

The organization most needed by retail merchants in general, and retail grocers in particular, is purely local, through which the retailer may regulate matters of closing, credits, dead-beats, prices on staples which are subject to cutting, paying prices for farm produce and abuses which have fastened themselves on the trade and which will continue a part of it until they are terminated by concerted action. There is no particular harm in a state association, providing it is well fortified and cordially supported by local associations, which are naturally the bone and sinew of the larger and more pretentious organization. The Michigan Business Men's Association accomplished a number of remarkable reforms for the retail dealers of Michigan and flourished like a green bay tree as long as it represented one hundred local associations, but as the local associations languished by the wayside the work of the State association decreased and, with the disappearance of the local organizations, the State association soon ceased to exist. All efforts to establish state organizations on any other basis have thus far proved abortive and short-lived.

The agitation in favor of a national association emanates from a few well-meaning but thoroughly unpractical individuals who have little in common with the retail grocers. Such an organization could be of no possible benefit to the retailer, but would naturally enable a few gentlemen who gained prominence in the movement to live well for a time at the expense of the deluded retailers who imagine they are doing their duty and furthering their material interests by supporting such an undertaking. It is always easier to fight windmills in Spain than it is to perform more humble duties at home, but the man who devotes his time and his talents to the development of local interests and home enterprises makes more money and does more good in the world than the fellow who is always looking for something to do in the next county or the next state or the countries across the seas.

Some months ago a so-called "international conference" of retail grocers was held in London, the American representative being Robert M. Floyd, an erstwhile resident of Boston and a genial gentleman who is chiefly remarkable in the fact that he has a broad and expansive smile, a beautiful and accomplished—and, incidentally, rich—wife, a dress suit and an impromptu speech which is always on tap, to be turned on at the slightest provocation. Mr. Floyd undoubtedly did all in his power to give the sturdy Englishmen who attended the meeting a favorable impression of American men and methods, but if any inquisitive Briton had asked him to describe any detail connected with the grocery business as conducted in this country, he would have discovered that what Mr. Floyd does not know about the grocery business would fill a

large book; that he never weighed out a dollar's worth of sugar or pumped up a gallon of kerosene oil; that his relations to the retail grocery business are so superficial that the little he knows about it has been gained wholly by observation from the front side of the counter. It is possible that the raising of the fund of \$1,500 to send Mr. Floyd or some other anxious aspirant for the honor to another conference at Paris next year will result to the profit and glory of the American grocery trade, but the Tradesman does not believe it. It concedes the right of any man to go anywhere his inclination leads him and to attend conventions in Paris or Calcutta or any other distant point, but when it comes to collecting the funds to defray the expenses of such a trip in dribbles from the retail grocers of the country, on the plea that they are to derive any direct or indirect benefit therefrom, the Tradesman feels impelled to call a halt.

The meat of the matter is that some of the trade papers are too much prone to discussing blue sky and moonshine, instead of confining their observations and discussions to the practical, everyday topics which confront the retail trade. The Tradesman concedes that it is easier to write an imaginary article about the thingness of the which or the possible outcome of some convention to be held months hence a thousand miles away than it is to drag out a serious problem which confronts the trade and look it squarely in the face, but the results to all concerned are so much greater where the latter course is pursued that no trade journal can afford to devote time and space to immaterial matters when subjects of paramount importance to the trade demand discussion and solution.

Twenty-seven years ago Booker T. Washington left Charlestown, W. Va., a penniless colored boy, and walked to Hampton to try to get an education. Last Thursday he returned to Charlestown as the guest of the city, was received by the mayor and officials, and was greeted at the opera house by 2,000 enthusiastic admirers.

The man who can control his appetite is stronger than he who plays with 50-pound dumbbells. He must know how to quit eating at a feast while he is yet hungry, and must be able to make his stomach wait until it is time for him to eat.

Toronto claims to be the Leipsic of Canada. Nearly \$20,000,000 is said to be invested in that city and neighborhood in papermaking, printing and bookbinding trades.

German merchants have a right to complain of Yankee outrages. American butter, in their market, is selling for 5 cents per pound higher than the domestic article.

Ours is a billion-dollar country all right. Its grain crop this year is worth that much money. It is the farmer, and not the speculator, who is king.

Two men on opposite sides seem to be managing affairs with South Africa, and it is a toss up between chin whiskers and the single eyeglass.

A man is innocent until he is proven guilty. Otherwise there would be more criminals out of jail than in it.

Kansas is full of corn; but harvest hands, and not corn doctors are wanted.

STORY OF AN AD.

Record of Usefulness, as Told by Itself.

I don't know whether I have been much account in the world or not. Although I have made quite a stir, and I am the oldest of my type, the man across the street from where I was conceived uses language that sometimes makes me think I have caused more trouble than I have benefit. Of course there is another side to the controversy, too. Now the man who has had the most to do with my existence has come along occasionally and looked at me, and has said in so many words that I was a good fellow, although he has not always used that exact language. The only time that I ever really saw him put out about me was when the bill came in for my life; then he rather stormed around the office and said something about the newspapers taking everything he earned that I did not exactly understand, inasmuch as I had worked early and late for him. I then thought of that old saw: "The laborer is worthy of his hire," and would have thrown it at him, but I was just then reposing in a pleasant place in his office, and upon more mature consideration I decided that I had earned a well-needed rest, and I wouldn't disturb him or anyone else until I felt good and ready. As I look over my life now I really believe it has been a useful one in the sphere allotted to me, and I rather feel as if I ought to take a little dignified rest in my old age and enjoy any pleasures that may come to me.

Like the rest of humanity, I was born under rather trying conditions. The first I knew of myself there was a gentleman in the office talking about me to my future owner. I rather resented his indelicate way of putting things. He told this gentleman just how much I would cost him and he thought he told him how much good I would do in the world, but, although I am not egotistical, he rather underestimated my actual worth, and he didn't say anywhere near as many kind things of me as I thought he might. He spoke of me rather as the slave than as the intelligent servitor representing brains and future prosperity, and his encomiums were entirely of the dollar and cent variety, sometimes plausible and effective, but not always doing me full justice.

The gentleman with whom he was talking was not as choice in his discrimination regarding my superior value, and although I was then in a somewhat different state than I am at present, I felt like taking a hand in the argument and telling just what I could do, to convince those poor mortals they did not know what they were talking about. The upshot of the conversation, which lasted several hours, was that a price was fixed upon me and I was hired out to the man that owned the office. I have had some bad masters in my time. I have been in the possession of those who did not know how to use me, but I felt from this man's demeanor he would show more appreciation than anyone that I had ever rubbed up against. He seemed to be a broad, progressive business man, and, judging from his conversation, he was honest. If there is any one thing I like, it is honesty and progressiveness, for so many people have tried to use me for dishonest purposes, but of course they have not succeeded. Then I have been reviled and have been again an outcast upon the world. Well, when this business man bought me I congratulated myself and decided that if I had never before been

useful, I would in his case just to show him I knew how to appreciate a good master.

I was given a new dress, and was once more upon the world. I came out with a lot of my fellows in a neat appearing publication which I understood was a weekly trade newspaper, and one that had existed for some time in that community. The tone of the paper, it appeared to me, was good. Everything around me looked neat and clean and I felt assured that I was in the best of company; in fact, I began to be rather swelled to think I had landed in such a nice easy berth. One side of me there was an advertisement that seemed to me much similar to myself, and up above me there was an advertisement that was just twice my size. We three occupied the page together, and there was no crowding or backbiting between us as there is sometimes when an effort is made to crowd an advertisement into too small a place. I had plenty of room for all my requirements, and judging from my appearance I believed that I would amount to something. Everything I said was straightforward and to the point. I wasn't exactly humorous, but I didn't have any stale jokes or saws put into my mouth, and I said things directly to the point and in such a concise, energetic way that I really felt as if I was business-like and up to date. My language was always pertinent to my calling, but never impertinent.

Well, the first day I was out I passed before so many people that I grew dizzy and wished that my existence was nearer its close. And they didn't seem to pay any attention to me that first day. Opposite on the other page was a lot of fine type which I could not read it was so small, and everyone I saw seemed to take such an interest in that small type. They would read it five or ten minutes and would then glance at me and without paying any more attention would read on the next page where there was some more of this fine type. I became highly indignant at the lack of attention I was securing, knowing full well that I had many qualifications which ought to command this at least. But my time was coming, although I little dreamed of it. The second day when I was feeling just a trifle despondent a man came along whom I had never seen before, and ran rapidly through the pages of the newspapers. "Let's see, seems to me I remember of seeing something in here that I wanted to know about," he kept saying as he read the pages. When he came to my page he skipped it and went on to the next and my heart went down in my feet, but pretty soon he came back again and when his eye lighted on me I knew he admired me, for he wore an expression of pleasure, and as he took in all of my well-defined lines, he murmured to himself: "Here it is, I will have to write to those people." I know he did, too, for a few days later he mentioned my owner to one of the clerks and said the goods he bought of him were just what he wanted, and he was going to give him a great deal of his trade after that.

You may know I felt pretty well pleased at this and that I was congratulating myself that I had at least earned my way for my owner if I had not paid him a profit, when another man I had never seen before picked me up and said that he had heard about me and wanted to see what I had to say. This was an oldish man, and when he found me he spent 15 or 20 minutes reading me over very carefully. I suppose in

the next three or four weeks several hundred people read me, and it was really amusing to hear what they had to say. Some of them said that my boss knew his business all right enough and that he was a good advertiser, and they guessed they would have to try him sometime. Others said they would like to see what the goods I advertised looked like, and that they would have to go in and see my owner when they were in his vicinity next time. One or two snarled and said they would not believe him under any circumstances, and they did not see how he could advertise goods so cheap. I noticed, however, that they soon had some of his lines on their shelves, and that they did a big business in them. The most amusing thing occurred when my owner's competitor across the street got hold of me. He said a whole lot of funny things that I did not understand; that my owner was going to drive everyone to the poorhouse by making such low prices, and a lot of stuff of that sort. He fumed and threatened all day, and I noticed that night he had a lot of goods out on the sidewalk advertised lower than they were in the statements I gave out, but that didn't seem to have any effect in selling them, inasmuch as only a few people passed that way, and they were not the kind that bought his line of goods. I had it in mind to give him some good advice, but after more mature consideration, I decided that he was old enough to act for himself, and if he did not know what was for his own good I would not waste time telling him.

For two weeks I was the center of great activity and interest, and during that whole time my new owner wore a continual smile of pleasure and satisfaction. Then in some way I got piled in a bundle of old papers and I decided I had more than earned a well-needed rest and I went to sleep.

I must have slept at least two or three years, and you know how such a long sleep acts upon the system of an advertisement. It makes you old and yellow looking, and I began to feel when I woke up that my period of usefulness was at an end. But not so. I was taken up with a bundle of old papers and transported for a good many miles in the dark and these were put down in an entirely new location. I had been placed in a big jail where hundreds looked me over and commented upon me and no one seemed to care much about me. Finally, however, a pompous little individual whom I took for an official came in and looked me all over and then he said something to a young lady with a pen which I understood was an order for some of the goods I represented, if the firm would fill them at the price named in their advertisement of two years before. I laughed to think how much importance this really gave me. I was worn and decrepit, but yet my usefulness still lived, for I heard the reply when it came back from my owner in which he said that although prices had advanced considerably since I was first placed before the public, he would fill the order at the amounts named by me. This was my crowning glory, and feeling that I had been of great use to the world, I was ready to depart this life, as all mortals should, in a calm and easy manner. I was destroyed by a 12-year-old urchin, who tore me into fragments on the floor of the office and used me for the tail of his kite. Although not useful for the purpose for which I had been born, I was still useful in a way, and as I passed out of this life I was soaring miles above human mortals.

It is true that no epitaph was written for me, but I believe my epitaph exists still in the mind of the mortal whom I benefited, in spite of the fact that he kicked a little when he paid for me. And when memory of one lives in the minds of man, what better epitaph can he want?—Minneapolis Commercial Bulletin.

Ask for My 248 Page Catalogue

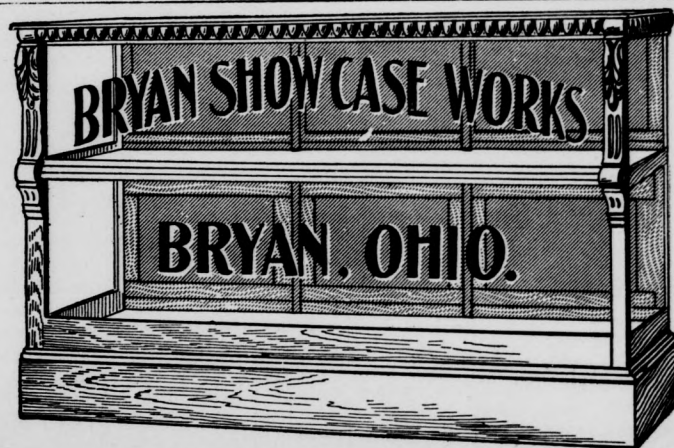
If you handle
or intend handling

House Furnishing Goods
School Supplies
or Holiday Goods



You should have my complete Fall and Winter catalogue which is the most complete and comprehensive catalogue of GENERAL MERCHANDISE ever published; quotes lowest prices on goods that interest all classes of merchants. Beginners will find everything they want for an opening order at lower prices than elsewhere. Mailed to merchants free on application. I sell to merchants only. Visiting merchants invited to call.

C. M. LININGTON, 229-231 Monroe St., cor. Franklin St., Chicago, Ill.



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

WINDOW TRIMMING.

Four Specimen Windows By a Muskegon Artist.
Written for the Tradesman.

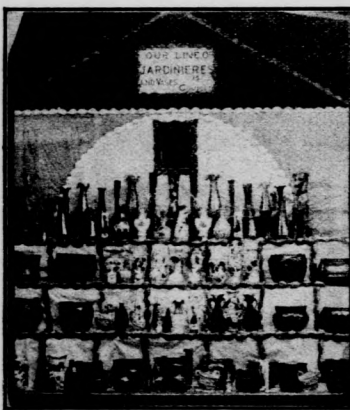
Merchants in every line of business are fast learning that the main part of the store, especially the show window, is seen by thousands of people who would never enter the store unless they were attracted by some article shown there. Then they will come in and buy that article and at the same time investigate the remainder of the stock and, perhaps, buy something else. The main question is, How shall I show my stock and how shall I go at it to trim my windows? A little study by the merchant or his clerks will soon result in a good display in his line. I will endeavor to describe a few window trims which I have made with different classes of goods:

In the first window I show a display of stationery (see illustration No. 1).



To trim this window as I have it, put in your background and cover the back with deep red paper. Then take some stationery and mount it on cards, as shown in the picture. After you have your background done, take some old boxes—you can tell by the photograph about how to build them in a sort of pyramid shape. After you have this done, take your different lines of box stationery and put them in as shown in the cut. It is always best when you have special displays to have your goods marked, as it is like an advertisement without your name to it if you do not have a price card displayed.

The second window shows a display of vases and jardinières. This is a very neat, simple and attractive display



to the eye and only costs a few cents to trim. To make this display, first cover the background of your window with a dark green tissue paper, then cut out a half circle of white tissue and paste this over the green, as shown in the illustration. Then take some white

tissue (American is best) and puff it, pinning it down with pins around the edge of the circle and the upper edge of the background. Then take a thin strip and cover it with green tissue and put on white puffing, as shown in the cut. Then make your sign on white cardboard and put on green puffing. After this is completed, take some boxes and form a sort of steps and cover them with white paper. Then take your green paper and puff the steps into squares and put in your stock and you will find that you have a fair-looking window which can be used for the goods that are in or anything else. I have used a mirror for the center of the circle, but the window will look best without one.

In the next display I show a pyramid of toilet paper, which makes a very effective display, standing high in the window. The people would stop and gaze at it and look over the prices, and if they were short of it at home they would come in and buy. Hundreds of people will come in and ask for an article they saw in the window weeks before. They were impressed and never

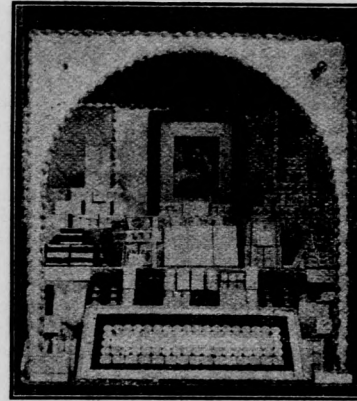


forgot it. This window is trimmed with a bright red background. Take some boxes and make steps and on the top step put a small barrel or keg and a round barrel cover, as the top of the first pile of toilet paper. Then fill in your window with your goods, as shown in the illustration, and you will have a very good toilet paper display.

Before telling how to trim your next window, there are a few things to remember: Do not try to put your entire stock of all kinds of goods in your window. Take one line of goods, whatever it is, and put it in, and, above all things, don't overcrowd your display, as that is one of the very worst faults beginners have. They seem to want to show everything at once, instead of permitting everything to have its turn.

The last window—the soap window—looks hard to trim, with its large arch. Looking at it you will say, "I can not trim a window like that." Well, just make up your mind you will and get a saw and a few nails and some boxes. Then break up the boxes for the boards that are in them. When you have the boards, lay them on the floor and with a piece of string with a pencil on the end start in the middle of your board, leaving a few inches' space from the top, describe a circle, then with your saw cut off the part you do not wish. This done you can put legs on your arch a convenient size for your window. Then cover your arch with white tissue paper. Then take some royal blue tissue and

put puffing on your arch, as shown in the cut. When your arch is completed do not put it in your window at once, but first put in your background, having the two sides that are puffed in royal blue and the center white. If you have no picture, put a nice neat sign in the



window in its place, then puff the top and the sides where the different colors meet, using blue on the white and white on the blue. This done, cover your boxes which are fixed as steps with blue paper. This done, put your arch in place; then take some boards and make a tray and put it on the center of the arch on the first step, and fill in with white, green, red and mottled castile soap, as shown in illustration. After this is done put in the remainder of your soaps, and do not forget the price cards.

All of the above windows were trimmed by me for Fred Brundage, the Muskegon druggist. If there is anything the reader does not understand in regard to trimming and he will drop me a line, enclosing stamp and mentioning the Tradesman, I will answer promptly. Fred A. Castenholz.

There Was An Exception.

On the sleeper on a Texas railroad train recently a traveling man noticed an old white-bearded gentleman trying to get on a linen duster. The young and spry traveler rushed to his assistance, and in helping him with his garment he noticed a good sized bottle of whisky protruding from one of the inside pockets of his coat. Being of a waggish nature he appropriated the bottle, got the coat on the stranger and then pulling out the flask said:

"Will you take a drink, sir?" The old man did not recognize the bottle, and drawing himself up, remarked rather severely: "No, sir, I never drink!"

"It won't hurt you," insisted the wag; "it's the best."

"Young man," said the old gentleman, in a tone intended for the whole car, "if you insist on drinking whisky you will be a ruined man at 40. It is the curse of the land. When I was a boy my mother died, and the last thing that sainted mother did was to call me to her dying bedside and say: 'John, swear to me that you will never touch a drop of liquor.'"

Here the old man clapped his hand to his side pocket and found it empty, and recognizing the bottle in the hands of the traveler, he continued:

"Except, my dear boy, an occasional snifter while traveling," and reaching for the flask he pressed it to his lips amid a howl of laughter which shook the car.

Good Customers.

Horse Dealer—Yes, sir; we sell most of our horses through the matrimonial advertisements!

Friend—How is that?

Horse Dealer—Why, when we see a feller advertising for a wife we knows he's a good thing to stick on a horse!

Crockery and Glassware

AKRON STONWARE.

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 1/2

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
1/2 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.	39

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. Tiltling cans	7 25
5 gal. galv. iron Naeefas	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

**THE NAME
BOSTON RUBBER
SHOE CO.
STANDS FOREMOST,
BACKED BY THE
QUALITY OF THE GOODS.**



RINDGE, KALMBACH, LOGIE & CO., Agents
GRAND RAPIDS, MICH.

Shoes and Leather

Annoying Express Charges Incurred by Jobbers.

Correspondence Shoe and Leather Gazette.

It frequently occurred to me, since I am in business where we are selling men's wear from head to feet, that the shoe department is the only department where a question of freight and express ever comes up. It is a small item and it is a custom of every line to pay freight and expressage. I can't understand why with the shoe men they can not do the same. If the manufacturers have been so nearsighted as to lose sight of this, they should be reminded, as the inconvenience of petty cash slip and question of freight and express is quite a nuisance to a business house, and they could easily add to the profit sufficient to justify them paying the express. No buyer for a difference of 15c on a 24-pair case of shoes would ever walk away and not buy, considering that he knows that the price is 15 cents advance. Now take the case as if he did not know the advance. How many buyers are so well posted as to be able to figure a difference of 15 cents in 24 pairs of shoes? I think that jobbers who have size orders of less than twelve pairs are perfectly justified in sending shoes collect, but more than twelve pairs they should pay it; it will often make a retailer send for sizes which he would not order, for he knows that he has got to pay the express.

Every business, in order to do business, must figure on expense, and in the end you will not make any less, and count among the accommodating people. Show me another branch of business where a wholesaler or jobbing house has no trucks or delivery of their own. I ordered two cases of shoes on a Friday morning to be delivered three hundred yards from the jobber, and had to wait until the following Tuesday for the pleasure of the express man, and then pay 30 cents. These two cases were a part of a \$400 order, and as the jobber almost cried when I asked him to pay the expressage, I simply let it go through. If he had agreed to pay expressage on the entire order, the whole expense would have been \$2.40. Now can any fair-minded man tell me why a jobber can not pay \$2.40 expense, when a buyer comes to his place of business without being drummed and buys, say only a \$200 bill? These little things often cause a buyer to get out of the city to buy, and take business away from them. I am not kicking at anyone in particular, but merely at the custom.

Don'ts Applicable to the Shoe Business.

Don't dry your shoes on the radiator.
Don't put your feet on the heater on trains.

Don't use vaseline or any oily substance on your patent leather shoes; it cuts off the polish.

Don't use lemon on your Russia calf shoes.

Don't keep your patent leather shoes in a cold place.

Don't fail to let us know if your shoes are not satisfactory.

Don't buy your shoes too short.

Don't wear your shoes laced too loosely; if you do, they will get out of shape.

The Golden Rule in Trade.

The golden rule of business is always "Mind your own business." Live up to that, and you will do good to yourself and those you deal with, both in buying and selling.

Don't worry if an opponent spends his time in watching you in order to try to checkmate your best moves. He can not do it if you are wide awake, because at best he is but an imitator, and an imitator rarely equals the original and never excels it. If he can not excel he may as well give up.

Don't give him the satisfaction of allowing him to see that you resent such methods by meeting his prices nor cutting below them, unless you are prepared to give him such a crack as will scare him into silence or set him howling like a whipped cur.

A merchant who spends his time in watching his neighbors can not have much business of his own to attend to, and should be easily vanquished.

Getting Ready for the Fray.

When the baseball season's waning
And the heroes of the bat
Are preparing for their exit,
While the rooters sadly chat,
It is then the football kickers,
Who from public view had slid,
Reappear and start their drilling
For the battles on the "grid."

Crops of hair they're cultivating
So that craniums won't break;
Combs and brushes are discarded,
And the barber gets the shake.
Padded suits are resurrected
And the playing shoe and hose,
And there's tying on of ear-guards
And the ugly rubber nose.

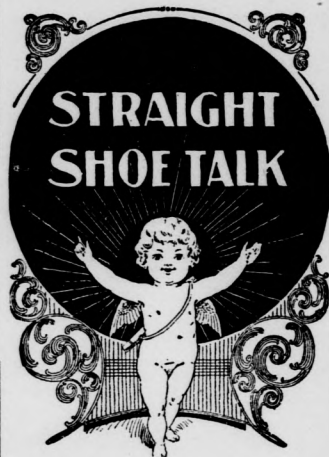
Every town and cross-roads village
Gets excited o'er the game,
Each is forming an eleven
With the hope of winning fame.
There is searching for old players
Who are up to all the tricks,
And a grab for husky fellows
Who are handy in a mix.

They are practicing the passes,
Kicks, tackles and the punts,
And all other evolutions
That are known in football stunts.
Teams are working on new signals
They alone can understand,
And they're confident of winning
On the systems they have planned.

Yes; the football season's coming,
As is plainly now revealed,
And another class of heroes
Soon will pose upon the field.
Hospitals are getting ready
For the calls o'er telephones,
And the surgeons are preparing
To bind up the broken bones.

Advertising should be governed the same as an infant. It should be tenderly nurtured and watched while it is growing. Neither an advertisement nor an infant is profitable in the beginning. About the only satisfaction or comfort you can get in the early stage is the anticipation of what it will be when it is fully grown. Advertising and an infant can easily get into bad ways and bad company unless carefully watched.

Don't tell a four-inch story in a two-inch space.



Some one has said that although a woman may forget the low price that she paid, she will never forget the store at which she bought unsatisfactory shoes.

Tappan Shoes

are never unsatisfactory. They wear well, look well and feel well. Handled by all progressive dealers. These goods should find a place in your store. Write for price list.

The Tappan Shoe Mfg. Co.,
Coldwater, Michigan.

GET THE BEST



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

HIRTH, KRAUSE & CO., Grand Rapids

YOU NEED THEM

SHOES that will fit.
SHOES that will wear.
SHOES that bring comfort.
SHOES that give satisfaction.
SHOES that bring trade.
SHOES that make money.

WE MAKE THEM

HEROLD-BERTSCH SHOE CO.,
MAKERS OF SHOES,
GRAND RAPIDS, MICH.

Shoes That Sell

We know what the Michigan trade demands in shoes—and we have it. Not an undesirable line in our fall offerings—not a style

but what you can sell easily

Our travelers will be in to see you soon. If you defer ordering until they come, we'll get your fall order.

GEO. H. REEDER & CO.,
19 SOUTH IONIA STREET,
GRAND RAPIDS, MICH.



BUY GOLD SEAL RUBBERS

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

GOODYEAR RUBBER CO.,
382-384 EAST WATER STREET,
MILWAUKEE, WIS.
W. W. WALLIS, Western Manager.

Store Lighting

About Piping For Acetylene Gas Lighting

The person who all his life has been accustomed to the use of only portable lights, kerosene for instance, may at first be somewhat strangely impressed by an illuminant that is delivered in pipes. He quickly gets over this, and presently is almost sure to become enthusiastic over stationary lighting equipments, that in use need not be touched, and the light from which is "on tap" at all desired points. However, the fact that the piping subject is somewhat new to thousands of prospective acetylene users leads the writer to think that some additional notes on the subject might be acceptable in your columns.

There is no mystery about installing pipes for acetylene; simple principles everywhere in vogue in the case of common gas apply equally well here. If there is one point to be specially insisted upon it is that of making a good tight job of fitting. Leakage is far from necessary; it indicates careless work. But this may be said, that where ordinary gas might escape from bad unions to an extent injurious to health without being noticeable, this could not occur in the case of acetylene, for the reason that its pungent odor is its own detector against leakage; it tells instantly of any leaking gas—a great advantage.

As regards size of pipes it is generally known, I suppose, that for a given light but a fraction as much acetylene is required as of common gas. This indicates that the pipes may be smaller than for the latter. In practice, however, it is the custom to introduce only about one size smaller of pipes for acetylene, in any given case, than for the other. There is no disadvantage in the larger pipes, while the difference in cost is very slight. Pipes with rough interior finish are found to reduce the delivery over such as are smooth.

Gas pipes may be made to last longer by being coated with one or two layers of hot tar or good oxide paint. Where pipes are carried across exposed places, as in the open air, they should be covered with felt or other non-conducting substance. In the case of large pipes a composition of burgundy pitch, rosin, oil and coal tar, heated to about 142 deg. Fahrenheit, is used as a coat both inside and out, by leaving the pipes in the hot composition and afterwards allowing them to drain by tilting up one end.

In case gas pipes are laid from one building to another under ground, clay forms an excellent soil in which to lay them. This is much better than to lay them in clinkers or ashes, material that seems to suggest itself first to most minds. In the latter the pipes suffer from exterior decay as they will not do in clay. Under all circumstances horizontal gas pipes should have a slight fall, to be not less than an inch in fifty feet, and a little more than this is better.

If a leak is suspected in a pipe, its location may be determined by the smell. As above intimated it is much to the advantage of acetylene that it is strongly odorous, as it at once gives warning of the slightest leak. Never use a light in detecting any kind of gas leakage. Do your searching in the daytime, carefully following along the pipes. If the pipes are buried in soil thrust an iron bar down near the joints.

Should it ever happen that a pipe becomes broken it may be temporarily closed with a bandage of stout cloth—factory will answer—well coated with white and red lead, until a new pipe can be laid.

A. A. Leightner.

Experimenting With Acetylene Headlights.

From the Reading, Pa., Telegram.

The intense brilliant light from acetylene and its powerful penetrating rays in dispelling darkness have attracted the attention of railroad officials as to its feasibility for locomotive headlights. The P. & R. company is in the vanguard of these experiments and freight engine No. 16, northbound, passed up the road last night with one of these headlights. It attracted general attention. The highly polished radiator in which the light is set shot the rays of the acetylene into the darkness for hundreds of yards in advance of the engine. Its lighting qualities were not dissimilar to those of a miniature searchlight and as compared to the ordinary locomotive illuminator, the latter paled into sickly insignificance when it shed its rays beside it. If the light meets all requirements the company will use it on all their engines.

Acetylene For Motor Power.

From the New York Independent.

We have already explained, and need not repeat, the characteristics of calcic carbide, and have pointed out the simple conditions of safety with it. The material is too valuable to be kept out of service by any alarm cry. For one sign, there were three or four makes of gas lamps for bicycles on the market in 1898; there are now probably ten times that number, and their proportion in lamps in use is largely increased already. The market price of carbide has declined, and the lessened cost of production will lower that still further. While not yet sanguine that acetylene will become important as a source of power, the motor is still the most serious part of the automobile, and for that purpose there are possibilities in this gas. So the world must add acetylene to the list of servitors.

A Leader Among Leaders.

From the Grand Haven Press.

That leader among the trade publication of the country, the Michigan Tradesman, has recently issued a splendid 64 page anniversary number, which is a credit to the lively institution from which it issues.

Most special editions of newspapers are begun months before the date upon which they are issued, but the Tradesman's big paper is the product of six days of labor. This is a severe test of any printing office, but the modern machinery and capable employees of this company are equal to almost anything.

The wholesale trade of Grand Rapids will, perhaps, never realize what this great paper has done for it. That the Valley City is a strong competitor with Chicago and Milwaukee in this field is largely due to the prominence which the Tradesman has given its dealers.

The Light in a Bottle.

An old farmer who had been to New York was describing to his friends the splendor of the hotel he stayed at.

"Everything was perfect," said he, "with the exception of one thing—they kept the light burning all night in my bedroom—a thing I ain't used to."

"Well," said one of them, "why didn't you blow it out?" "Blow it out!" said the farmer, "how could I? The blamed thing was inside a bottle."

A Safe Light.

From the El Paso, Texas, Herald.

There have been hundreds of people killed by the explosion of lamps as well as by being suffocated in their bedrooms filling with escaping coal gas, either from a coal stove or from a burner tip. Where acetylene gas in a given period has destroyed one victim, gasoline, coal oil and coal gas have destroyed hundreds.

Here It Is!

The Holmes Generator



Just what you have been looking for. The latest, the best, the safest, the most durable and most saving of carbide on the market. It has the improvements long sought for by all generator manufacturers. No more wasted gas, no over heating, no smoke, no coals on burners. Only one-tenth as much gas escapes when charging as in former machines and you cannot blow it up. It's safe, it's simple. It is sold under a guarantee. You put the carbide in and the machine does the rest. It is perfectly automatic. A perfect and steady light at all times. No flickering or going out when charged. Do not buy a Generator until you have seen this. You want a good one and we have it. It's made for business. Fully approved by Board of Underwriters. Catalogue and prices cheerfully sent on application. Experienced acetylene gas agents wanted. Limited territory for sale. Also dealers in Carbide, Fixtures, Fittings, Pipe.

Holmes-Bailey Acetylene Gas Co.
Manton, Michigan.

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.,

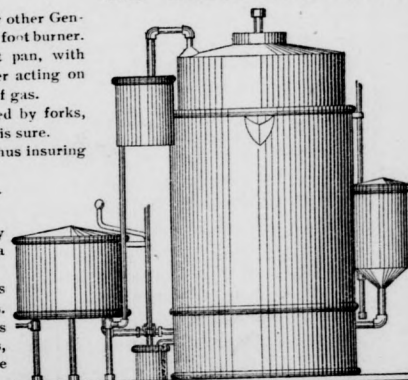
23 Pearl Street,

Grand Rapids, Mich.

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

THE BRUCE GENERATOR

1. The generating capacity is larger than any other Generator on the market, holding 1 lb. carbide to 1/2 foot burner.
2. Our carbide container is a compartment pan, with pockets holding from 1 to 1 1/2 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., Mfrs. 183-187 W. 3d St., St. Paul, Minn. | A. AMERICAN CARBIDE CO., Agents for Mich. Jackson.

Fruits and Produce.

Observations by a Gotham Egg Man.

My attention was called to a lot of refrigerator eggs the other day which should have been seen by every packer for storage—not that he might emulate, but that he might see the importance of avoiding a serious defect which is all too common. The quality of these eggs was fine and the loss in all respects except breakage was very light—only about 4 doz. on ten cases taken out. But the breakage was serious—no less than 30 doz. on the 10 cases—and all for lack of a firm packing. The cork shavings on top and bottom of the cases could have been held in one hand; the covers consequently failed to hold the contents of the cases firmly in place and the result was a breakage, mostly in the top and bottom layers, of no less than 10 per cent. Of course, this loss is not confined to the number of eggs broken; everybody knows the effect of broken eggs upon the quality of the others with which they are mixed when the goods are held for months in store. This packer occasioned a loss of fully 60¢@75¢ per case by a parsimony which saved him only a cent or two per case, besides injuring the reputation of his brand materially.

* * *

What is the use of paying freight on rotten eggs? The question is prompted by the fact that hundreds of cases are received here every week—mixed in with the others of course—involving just so much loss of freight and packages, less the labor of taking them out before shipment. Of course, when shippers send to market all the eggs they collect without assortment a certain proportion of rots is to be expected; the only way to save the freight on worthless eggs is to determine their quality when packing and some prefer to ship goods just as they run. But I have seen a good many lots of assorted goods lately arriving in the seconds of which are a large proportion of rotten and worthless eggs; and as the fact that these eggs were shipped in two grades shows that they were assorted it seemed strange that rotten eggs should have been allowed to go into the cases at all. Some of these seconds have contained as many as 7 to 10 doz. rotten eggs to the case—a waste of expense which certainly ought to be avoided. There are various ways of grading eggs, some shippers making an assortment merely by casual examination, others before the candle; one is about as much trouble as the other and even where a shipper prefers not to make so close a grading as to furnish "extras" it should at least be sufficient to eliminate the rotten eggs even from the second grade. The rots not only bring nothing themselves but their presence in any quantity depreciates the value of the eggs with which they are mixed. I have also noticed some lots of ungraded eggs arriving from the Southwest recently in which there was a loss of 7¢@10 doz. to the case in actually rotten eggs; of course it would not be possible to grade such stock before shipment with any reasonable expectation of producing a high grade of candled eggs, but when stock runs as poor as this a rapid candling—sufficient to throw out the rots—would certainly be profitable by reason of the saving in freight and packages alone; and the passable eggs would certainly bring as much or more

by themselves as the whole quantity shipped together.—N. Y. Produce Review.

Law Probably a Dead Letter.

Boston Correspondence N. Y. Produce Review. "What effect has the rise in the prices of creamery butter on what is called process or renovated butter?" we asked of the salesman who controls the bulk of the process article in this market. "It has, of course, increased its sale, and now I have orders for all I can get here," he answered. "How about the law requiring it to be labeled 'renovated'?" "Oh, I pay no attention to that, because the butter I sell is the pure article, and I defy any man to tell what process it goes through," he confidently answered. Dealers who handle this process butter sell it for good, pure butter, and they hear no complaint about it. They don't see why it should be branded, as nobody can say it is anything else than what it purports to be—a second grade of real butter. "If it is made over from common dairy and inferior butter that should not cause it to be classed with oleomargarine or any other substitute," they say, "and it certainly is better than an ordinary lard and as good as any imitation butter."

To Distinguish the Genuine From the Bogus.

The Illinois Dairy Union has under consideration a plan to distribute a registered label to manufacturers of butter in order to defeat the aims of makers of butterine and oleomargarine. No particular brand of butter will be advertised and each creameryman or butter dealer will be charged about 25 cents per 1,000 for the labels, which will be made familiar to the public by advertisements. If the plan is adopted the labels will be furnished free to all retailers who will put one on each pound of butter sold. It is intended that the absence of a label may be considered evidence that the article is spurious. The label is to be a guarantee that the butter is pure.

Agree Not to Sell Deer Meat.

Bangor, Me., marketmen are preparing to continue the war which they have inaugurated against certain game laws with all the strength which they can rally, and they are now making arrangements for enlisting dealers in other Maine cities in the movement; the cause of the difficulty, as is known, is those sections of the State fish and game laws which restrict the meat dealers to such an extent that it is now practically impossible, according to the leaders of the movement, to handle venison without financial loss. As a result of various informal meetings a resolution was made and signed by some forty marketmen to the effect that they will refrain from selling any wild game protected by the game laws of the State.

Honey, Scarce and Firm.

She went to town with eggs and butter
And set the buyer's heart aflutter,
In dainty hat and skirt;
She knows the thoughts he dare not utter
The while he buys her eggs and butter,
The little farmer furt,
And while he fumbles with the eggs
The sly fellow trembling begs
To know if she will sell,
Besides her butter and her eggs,
A little kiss as well.
Smiling the maid walked away with her money,
Saying, "You've bought butter and eggs—
I don't sell honey."

The old English mercantile houses retain the names not unfrequently of the founders of the firm, who may have been dead a hundred years. The following is amusing: A solicitor of subscriptions calling at the store enquired, "Is Smith in?" "No, sir," said the gentleman who received him. "Will he be in before long?" "I don't think he will." "How long has he been out?" "About a hundred years."

Maple leaves in the country turn red when summer girls are taking leave of summer young men, and saying things that only the sighing winds should hear.

Oysters

Will be a specialty with me for a few months and I will care for all orders in a careful manner.

The Best Stock and Lowest Prices.

Handsome Signs with all first orders.
Bananas all the time.

F. T. LAWRENCE

5 N. Ionia St.

Grand Rapids

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.

Clover, Timothy, Alsike, Beans, Peas, Popcorn, Buckwheat

If you wish to buy or sell correspond with us.

ALFRED J. BROWN SEED CO.,

GRAND RAPIDS, MICH.

GROWERS. MERCHANTS. IMPORTERS.

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.

... WE BUY ...

BUTTER AND EGGS

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

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

Are you looking for a good market to place your

Apples, Peaches, Pears and Plums

If so ship to

R. HIRT, Jr., Detroit, Mich.

34 and 36 Market Street and 435-437-439 Winder Street.

We have every facility for handling your fruits to best advantage. Cold Storage and Freezing Rooms in connection. Seventy-five carload capacity. Correspondence solicited.

SUMMER STORAGE.

Advisability of Storing Old or Heated Eggs.

We have put away eggs in cold storage during the summer months on several different occasions, and one summer we put eggs in storage all summer. Our experience is that eggs which are old, stale or heated, even if they are good, useful stock for current consumption, will not keep nearly as well as eggs which are produced and put in cold storage during the cool weather of spring. The loss in bad or worthless eggs when they are removed from cold storage is much greater, and the quality of those which are salable does not average nearly as good as the early stored stock. Where the loss in early stock runs from two to four eggs per case (practically nothing) the loss on the warm weather stock will run as high as three dozen per case, and will probably average a dozen and one-half or two dozen to the case. Then, too, the salable eggs are usually more or less evaporated before being put into storage, have a watery, thin albumen, and the yellow often has a disagreeable taste, resulting from the exposure to heat. The size of warm-weather eggs is usually inferior to those produced earlier in the season. For above, and perhaps other reasons not stated, it has generally been conceded by the best egg handlers that eggs should be put into cold storage during April and May, and during the balance of the year current receipts should be sold on the open market for what they will bring. In a general way, then, it is much better to put away eggs during the spring months when they are of full size, flavor and strength, but there can be no rule laid down for the handling of eggs, and with slightly improving conditions as to handling the stock by producers and country shippers it is becoming quite common to put eggs in cold storage during the summer, even during the hot weather of July and August.

It is at times advisable and profitable to store eggs during warm weather because the stock does not have to be carried as long, and it can frequently be put away then for less money than can be done earlier in the season. Further, it sometimes saves a positive loss at certain stages of the market to be able to store eggs for a few weeks during the extreme heated term. As before stated, it is usually better to store eggs during the egg season (April and May), but if the eggs are carefully selected, it is safe to put away eggs from current receipts during hot weather. Such selections will not constitute at times more than one-third, and will scarcely ever exceed two-thirds of the total receipts during the warm months of June, July, August and September, probably not averaging more than half and half during the months mentioned. The seconds from this method of sorting can be sold for nearly as much as the straight receipts, especially if the eggs are not graded so that all the good eggs are taken out of the seconds. It is better to leave a few of the good eggs in the seconds than to make the mistake of having nothing but the very poorest constitute this grade. The seconds will be improved and will sell enough better to make it pay, and the selected grade will be kept well up, which is important.

Shippers of eggs in the country are becoming better posted as to the necessity of rapid handling of eggs in order to have them bring the best returns. In fact, they are beginning to appreciate

the extremely perishable nature of eggs more than ever before. The direct result of this is that the farmer who brings in rotten eggs which he found in a stolen nest in the haymow, or which he had laid away in the cellar on a speculation, is obliged to take them home again. This sets Mr. Farmer to thinking that eggs are not always eggs, and that in order to get pay for every egg he produces he must put them on the market as fresh as possible. The net result of this sort of education is an improved grade of eggs comprising the current receipts during the summer months.

Some years ago it was quite the fashion for egg men to store September eggs, but it was much more dangerous than to store in July and August, because of the salted, limed and packed eggs of various kinds which were held back by the farmers and placed upon the market on a slight advance or as they might need funds. With our immense cold storage facilities and their ever increasing capacity, it is folly for the producer to speculate by putting away his few dozen of eggs for a high fall or winter market. We do get this occasionally, but it is not a safe thing to bank on. Eggs now invariably bring a good price during the heavy producing season, and the advance during the fall or winter does not average more than two or three cents—not enough to pay the producer for his trouble and the material used in packing the eggs, to say nothing of the loss of quality which must eventually fall on the one who puts eggs away by any of the primitive methods of our fathers.

Temperature is of even greater importance to the successful refrigeration of warm-weather eggs than those which are stored during cool weather. The warm-weather eggs have already started to deteriorate, and this tendency must be checked and held there. To this end as low a temperature as is safe should be employed—29 to 30 deg. Fahrenheit is about the lowest safe temperature, and this may prove dangerous if using direct expansion with pipes in the rooms. Brine circulation, with a forced circulation of air, is the best method. The loss off from summer-stored eggs held at a temperature of 34 to 38 deg. Fahrenheit will be very much greater than if held at 29 to 30 deg. Fahrenheit, for the reason that the eggs have begun to go down, and the lower temperature they are held at the less they will deteriorate.

The above talk about storing warm weather eggs is especially to the point this season, as we have seen more eggs go into cold storage during June, July and August this year than ever before, and our pessimistic friends find therein statistics for grave prognostications of calamity later in the season. Every man can do his own guessing, but that we are just fairly launched on an era of prosperity no one can doubt. Prices of food products are high and advancing. Meat, which competes with eggs more directly than does any other staple, is very high. This is a prosperous year, but, just the same, I advise all holders to take their profit of anything above fifty cents per case before December 1 so that the other fellow can make his profit afterwards.

Madison Cooper.

Old Days No Attraction For Him.

"Don't you often long for the return of the good old days?"

"Good old days! Not much. I used to clerk in a grocery store and had seventeen pairs of solid board shutters to put up every night."

BEANS

If you can offer Beans in small lots or car lots send us sample and price. Always in the market.

MOSELEY BROS.

26-28-30-32 OTTAWA ST., GRAND RAPIDS
Seeds, Beans, Potatoes, Onions, Apples.



To Suit Your Taste

Stop fermentation in cider at just the stage where it

best tickles your palate and keep it constantly uniform for any length of time. Contains no Salicylic Acid. Affords dealers good profit selling at 25 cents.

J. L. CONGDON & CO., Pentwater, Mich.

The Vinkemulder Company

Jobbers and Shippers of

Fruits and Vegetables

We buy Butter, Eggs, Wood, Popcorn, Honey, Apples and Onions.

If you have any of the above to offer write us.



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.

GOTHAM GOSSIP.

News From the Metropolis—Index to the Market.

Special Correspondence.

New York, Sept. 30.—With two whole holidays the market generally has been upset, but with the crowds of buyers that have been here it can not be said that nothing has been done. Jobbers simply humped night and day to meet the demands and altogether the amount of money which has poured into New York must be very great in the wholesale grocery line.

There has been a pretty firm coffee market all the week; in fact, so strong has the tendency been that prices even show a slight advance. Orders from the country trade have come to hand in quite a satisfactory manner and altogether the outlook for the immediate present is encouraging. Rio No. 7 is quotable at 5½c. The amount in store and afloat aggregates 1,262,288 bags, against 957,271 bags at the same time last year. For mild coffees the market has been at least steady and the better sorts of West India coffee sold quite freely, although no advance has been made, Good Cutcuta remaining at 8c. East India coffee has remained quiet, although prices are quite firmly held.

Most of the transactions in refined sugar have been of an everyday character and, upon the whole, the week generally has ruled rather quiet. The trust made a few sales, it was reported, guaranteeing prices to Jan. 1, but this was not generally the case. Quotations have been practically unchanged.

While the volume of tea trade has not been so large as to excite comment there has been a fair business, especially for the better sorts, and quotations are very successfully maintained. Buyers have been doing a good deal of "shopping around," but begin to realize that real bargains in teas are only to be had by paying the present rates without murmuring. Advices received yesterday (Friday) from abroad indicate hardening markets all around.

Offerings of rice are not large and fairly good rates have been obtained all the week, although orders have not been abundant. Out-of-town buyers have taken some, but there is room for improvement. Choice to head, 5½@6¾c.

The spice market has shown as little animation as any in the list. Jobbers have been doing a little something and the most encouraging feature of all is the fact that quotations show no weakness and pepper continues especially firm. Singapore, 11½@11¾c.

Molasses is firm. While the volume of business has not been very large, the undertone is strong and dealers confidently anticipate a very good trade later in the season. Centrifugal molasses of desirable grade sells from 20@28c; open kettle, 32@38c, and possibly a cent or two more for fancy stock. Syrups are firm. Sellers are not seemingly anxious to part with goods on present terms and rates are firmly maintained. Prime to choice sugar syrup, 18@22c.

In canned goods light stocks have been the main cry and before another year rolls around canned goods of some kinds at least are going to be one of the best things for the grocery trade. Cans have advanced in price until packing has become almost prohibitory in some things. Of tomatoes a glut is reported from some sections and raw stock is selling for a nickel a basket. After a while even tomatoes will be "much in evidence." Salmon are very hard to find among brokers in the kind sought for in Columbia River fish.

California raisin prices, as made by Californians, are, to put it mildly, surprising. The advance seems to figure out from 60 to 100 per cent. over the prices of last year. The result has been that the cable companies have been doing a good business sending messages to Malaga, etc., enquiring about the situation there. Old crop raisins, of course, have been pretty closely gathered in few hands and the price has already been advanced.

Lemons meet with very little call. Prices are practically without change.

Oranges from Jamaica were sold during the week, but the quantity was not large. Owing to the scarcity of oranges of all kinds, the offering brought very satisfactory rates.

The butter market remains about unchanged, but there is certainly no weakness on the better grades, and, if anything, the quotations are slightly above those of a week ago, fancy Western creamery bringing 23c readily. Low grades are dull.

Exporters have done a little business in cheese, but, as a rule, the market was rather quiet. Quotations are firmly adhered to.

A very firm egg market prevails and, as supplies are rather light, it would seem to be a sellers' market, although not until next week can we tell how matters will terminate. Reports of an "egg famine" reached here Wednesday from Chicago, but it is not likely to spread.

An Arkansas printer, making up the forms in a hurry the other day, got a marriage notice and a grocers' advertisement mixed up so that it read as follows: "John Brown and Ida Grey were united in the holy sauerkraut by the quart or barrel. Mr. Brown is a well-known young codfish at 10 cents per pound, while the bride, Miss Grey, has some nice pig's feet which will be sold cheaper than at any other store in town."



Highest Market Prices Paid. Regular Shipments Solicited.

98 South Division Street,

Grand Rapids, Mich.

H. M. Reynolds & Son,

Manufacturers of

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

Grand Rapids, Mich.

ESTABLISHED 1868

Detroit, Mich.

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

Foot 1st St.

The President of the United States of America,

To

HENRY KOCH, your clerk, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,

GREETING:

Whereas, it has been represented to us in our Circuit Court of the United States for the District of New Jersey, in the Third Circuit, on the part of the **ENOCH MORGAN'S SONS COMPANY**, Complainant, that it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District of New Jersey, against you, the said **HENRY KOCH**, Defendant, to be relieved touching the matters therein complained of, and that the said

ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "**SAPOLIO**" as a trade-mark for scouring soap.

Now, Therefore, we do strictly command and perpetually enjoin you, the said **HENRY**

KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you, under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do absolutely desist and refrain from in any manner unlawfully using the word "**SAPOLIO**," or any word or words substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring soap not made or produced by or for the Complainant, and from directly, or indirectly,

By word of mouth or otherwise, selling or delivering as
"SAPOLIO," or when "SAPOLIO" is asked for,

that which is not Complainant's said manufacture, and from in any way using the word "**SAPOLIO**" in any false or misleading manner.

Witness, The honorable **MELVILLE W. FULLER**, Chief Justice of the Supreme Court of the United States of America, at the City of Trenton, in said District of New Jersey, this 16th day of December, in the year of our Lord, one thousand, eight hundred and ninety-two.

[SEAL]

[SIGNED]

S. D. OLIPHANT,

Clerk

ROWLAND COX,

Complainant's Solicitor.

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.

Will S. Canfield, formerly on the road for the Worden Grocer Co., will shortly take up his residence in Belding, in order to give his personal attention to the grocery business of Vincent & Co., in which he is a partner.

Negaunee Iron Herald: T. H. Harris, who has been in business here as a member of the firm of Harris & Matthews, expects to go on the road as soon as the affairs of the old partnership are wound up. Mr. Harris has had experience in the commercial business before. He will handle produce lines.

Wm. Warren, whose diamond flashes welcome to the traveling men at the Lake View House, at St. Joseph, has developed into a somnambulist to such an extent that his guests are compelled to take their shoes to bed with them or lock them up in their trunks to prevent their being assembled in the landlord's room. It is not thought that this hallucination will last long.

Apropos of the Sunday school story related in the Tradesman last week, E. E. Wooley recently regaled his friends at Hartford with the particulars attending a recent wager on a horse race—a wager, by the way, which proved to be disastrous, because it was based on the wrong horse. It is not to be inferred from this circumstance that Mr. Wooley is equally at home on a race course or in a Sunday school, but that he is so versatile that he can accommodate himself to either extreme.

Kalamazoo traveling men may not be able to play ball worth a cent, but they have a pull on politicians and statesmen which enables them to secure the presence of President McKinley in Kalamazoo on Traveling Men's day of the Street Fair. The event occurs on Tuesday, Oct. 17, and that there will be a large crowd in the Celery City on that occasion does not admit of debate. Of course, the Kalamazoo boys will do all they can to care for the crowds who visit the city at that time, and it is understood that the hotels have ordered a large supply of hooks on which to hang the guests who can not be accommodated with beds and cots. Of course, the Kalamazoo traveling men, being large hearted, will open their homes and hearts and larders and best bedrooms to the visiting traveling men, so that it will not be necessary for a single visiting salesman to apply for a hook at one of the hotels.

R. N. Hull in Ohio Merchant: When a merchant reads the doleful tales in the public press of the great number of tourists that have been withdrawn from the road through the machinations of so-called trusts, he smiles in derision and simply says he "doesn't believe it." They are thicker or more numer-

ous than ever. The corporations that have made the experiment of dispensing with this necessary auxiliary of trade soon discover the mistake and hasten to install the usual number and move to regain lost ground that has been captured by the enemy. Any commercial traveler who can sell goods and does not desire to pose as a moving ornament for the house is in demand and ever will be. It is useless to waste any talk or sentiment over this plain proposition. Business is not, and never was, carried on for the benefit of the knight of the grip or to philanthropically furnish him a job to keep him employed, any more than people conveniently cultivate sickness for the purpose of extending the fees of doctors. The citizens do not engage in litigation that the lawyers may wax fat at their expense. All these men are simply needed to fill a place that society demands. Hence in the field of commerce no firm was ever so generous as to suggest the calling of selling goods on the road for the express purpose of supplying a class with something to do. But the occupation has grown out of the intense desire of the American people to become the greatest traders of the world, and if this could be accomplished in any other possible way without the services of the man of trade, it would have prevailed from the beginning. For every one of the craft relegated to the rear by any circumstances beyond his control the way opens up for a hundred others, not only to push the sale of multiplied products in this country, but around the globe. The dawning of a new era that sees the coming demand for our staples in all climes is bright and radiant with promise. Therefore, I adjure the faint-hearted ones to take courage and press on to victory.

New Orleans Times-Democrat: "The qualities that go to make a successful salesman are very hard to enumerate in so many words," said an old-time merchant of New Orleans. "It is easy enough to say that he must have good address, intelligence, industry and a thorough knowledge of the article he is handling, but those are attributes we take for granted. They are necessary, of course, but a man may possess them all and still not be able to sell goods, and when we shift about for a term by which to describe the real secret we have to fall back on the old phrase, personal magnetism. It is the indefinable something that immediately wins confidence and makes any statement a statement of fact. I know a very remarkable salesman who undoubtedly owes his success to the way he says 'Yes, sir.' For example, he will be describing the merits of some article to a prospective customer. 'This is the very best thing of its kind produced in the world,' he will say, and then add, 'Yes, sir! Yes, sir!' Each time he says, 'Yes, sir,' he gives a sidelong nod of his head and it is like driving home a nail with a sledge hammer. If he told me that 2 and 2 made 7 and clinched it with his 'Yes, sir! Yes, sir!' I greatly fear I would believe him. But he happens to be strictly honest, and unquestionably a man must have confidence in a statement himself before he can inspire strong confidence in others. I remember, years ago, when I was clerking in a furnishing store, our star salesman became dissatisfied with a certain make of shirt we were using as a leader. 'We will have to use some other brand,' he said to the proprietor, 'these shirts aren't good enough.' The boss pulled out his watch. 'I will give

you until 3 o'clock this afternoon,' he said, 'to think that Blank & Co.'s shirts are the best on earth.' The salesman was a sensible chap and saw the point. 'I think so now,' he replied, and after that there was no trouble. I ought to add that when I speak of good salesmen I mean salesmen of honest wares. A fellow who uses his talents to foist worthless merchandise on confiding customers is not a salesman. He is a confidence man."

Rules for the Guidance of Retail Buyers.

When a traveling salesman approaches you, do not under any circumstances look pleasant. Give him the stony glare. This makes him glad he was born.

Ignore his outstretched hand and emphasize it by placing both of yours behind your back. When he tells you his name and that of the house he represents pretend not to hear and after he has repeated it, smile somewhat contemptuously. This gives you an air of great importance.

Should he observe that it is a fine day and call your attention to it, maintain absolute silence. These little pleasantries should be discouraged. They consume valuable time.

If you are not busy, pretend to be so. Anyhow, turn abruptly from him and go to some other part of the store, being careful never to excuse yourself or state how soon you will probably return.

Do not ask him to be seated until you return. He has been sitting in the cars all the morning, perhaps, and can stand just as well as not. Besides, it may give him an idea you are truckling to him. If he is still there when you come back, pretend at first that you thought it was some one else.

Then appear surprised that he is still waiting. When he begins to state his business, encourage him with more contemptuous smiles. Make them especially contemptuous when he dwells upon a certain article that he seems to think is a world-beater. Of course, he's lying, and you want to let him see that you know it. Should he have a sample, model or cut of something absolutely new, don't display your ignorance by expressing surprise or offering any remarks. Pretend that it's an old idea, or one of your own, if you choose. By this time he will think you are one of the weighty men of the times.

Do not ask any questions or agree with anything he says. There is nothing so impressive as absolute silence, the silence that holds its very breath. Let him do the talking and learn that it is bad form to ask one's opinion about this or that.

When he is through talking and asks for an order, it is permissible to say, "No," but the better way is to merely shake the head in the negative, never forgetting to smile contemptuously again. Then turn away abruptly as before.

If he should presume to follow and attempt to persuade you, turn half way around and, with a cold stare that will freeze him, say: "Didn't I say 'no'?"

After he has departed, write direct to the house and order some of the goods he tried to sell you.

By living up faithfully to these rules the dealer will command the admiration and respect of the entire traveling fraternity.

There are people who become impatient if you are kind to them.

Some people manage to talk a great deal and say very little.

Morning Market Nearing the End of the Season.

Notwithstanding the unseasonable cold weather of the past week, the morning market attendance has kept up to an unusual extent, considering the lateness of the fall. When the farmer has anything ready for market and has a good prospect of sale, considerations of weather have little influence with him. During the week the island has not been an ideal place of resort in the early morning. Located on the lowest land in the city, there seems to be a peculiarly penetrating quality to the cold and, while it looks a little more cosy since the vista to the south is cut off by the picturesque monuments to municipal folly under erection there, the proximity of the river and its sour lagoon gives strong rheumatic and neuralgic suggestions to the loiterer.

The fruit market for the past few days has been very largely monopolized by apples. While it is yet early for the winter crop, the demand for something to take the place of the shortage in other fruits brings sale for every quality. Late plums held on well, being matured slowly and preserved by the unusual cold, but these finally disappeared last week. Pears are still in considerable quantity and ready sale is found for all offerings. While peaches are not generally quoted and cut little figure there is occasionally a load brought in, but more frequently this fruit is represented by a few small baskets, carefully packed and covered with netting and handled as carefully as possible. Grapes are still in considerable abundance, but the season is considered about over on account of the severe frost, and the fruit now offered is very perishable.

In vegetables the potato occupies about the same place as the apple among fruits. Offerings are fully as plentiful as is desirable for producers or dealers, prices tending closely to a basis which is not profitable for handling. Other vegetables are in seasonable plenty and most prices are fairly well sustained.

It is to be noted that there is less of standing on the market since the cold weather, both buyers and sellers hastening to get their work over, and at an earlier hour than usual the streets in the produce house districts are crowded. This indicates a magnitude of business greater than would be inferred from the number on the market at any one time.

Although as a general rule quiet and moderate of tongue, Admiral Dewey can on occasion show intimate acquaintance with the sultry language often heard on board ship. Then, again, he has been known to restrain himself under great provocation. While cruising in the Mediterranean some fourteen years ago on the Pensacola, of which he was then captain, a white squall struck the vessel. Some sailors bungled their work in such a way as nearly to cause the loss of a spar. They expected to hear something sulphurous when they reached the deck, but Captain Dewey only said to his next in command: "Will you kindly tell me what was the matter just now with the agricultural population on the main topsail yard?" Needless to say the sailors would have much preferred the most vigorous cussing to being thus delicately classed as farmers.

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.

How to Treat Children in the Drug Store.

A sentiment voiced by many writers, and on which are expended considerable ink and energy, is, "Be good to the kids." Show them civility and grant them favors, and they will reciprocate to their full value and over, say the advocates of this doctrine. One author has said that every one who enters the store should be treated with deference—"from the ragged newsboy who asks for a drink of water with ice in it to the most dignified lady customer you have." He says, further, what echoes the utterances of many, that to thus show respect to the youngster will directly or indirectly bring you new patronage.

Now, theoretically and in a measure this is right, but will it fully work well in practice? Does the mechanism of this tenet, "Be good to the kids," taken broadly as it is, run smoothly, without friction or binding? Can one cater to the whims of all the children, always and everywhere? The palpable detriment to trade effected in a number of instances by an overobservance of this rule prompts the penning of this letter. We concede it a most expedient example to follow as far as it goes, but sometimes—often—it leads us not far. There may be gentle, ideal newsboys and localities they frequent, and if there be drug stores in the midst of these regions it might, possibly, pay their proprietors to furnish them gratuitous drinks with ice and to show them every courtesy, but what of the purveyors of papers as we know them? The ragged newsboy of the city street is not the one of which the poets sing. Customarily he doesn't ply his vocation independently and alone, but prefers to mingle with "birds of a feather." And usually he is not a very tranquil youth. Now, what of the pharmacist mid-situated in his haunts? Will it pay him to offer inducements to one who might, from the druggist's standpoint, be termed an agent of a speculating scheme? And can he hope successfully to win the good-will of the newsboys and other boys and preserve decorum in the store? While he is drawing cooling draughts for noisy newsboys, what of the "dignified lady customer?" Or is she supposed not to be present on this occasion?

We remarked that this type of the coming man reveled in the society of his colleagues, and now we wish to suggest the possibilities arising from an act of benevolence bestowed upon a unit of this class. Did the reader ever, in biting weather, have his door opened by a couple of youngsters who, apprised of his generous donations to another, had come to beg a quota of the gifts, but through timidity stood in the open door, letting in a chilling blast, while they called out, "Mister, give me some candy; you gave Sally Burns some!" Hardly had the echo of your slightly nettled voice died away before the act would be repeated by a second and a

third contingent of the "crowd," who hoped for better success. Or in torrid weather, when busily engaged, have you ever been assailed by a half-dozen romping, heated children all begging you to "Please give me a drink?" If you have been so approached and the occurrences repeated often, you are aware of one effect of being good to the kids. Many are the men who have relegated this maxim to the myths after a number of like experiences.

Possibly we have too much in mind the ways of the city boys, and maybe those of the smaller towns differ in a generic way, but judging from what we have seen and heard, "boys will be boys." The plan of showing kindness to juvenile society in general, taken literally and without some amendments, seems but a virtual game of "hazard;" in fact, from personal tests and observations we should say that it might be vastly bettered by subjoining the word "sometimes," for sometimes it pays and in some localities it pays, but like to every rule there are exceptions.

When the pharmacist has almanacs and picture cards to give away let him remember that the hearts of the little ones who, because of sickness, must stay at home, would be gladdened by these simple offerings. Send a few of those numerous pictorial advertisements with the next prescription. Let the pharmacist treat the youngsters well and often, but adequate to his surroundings. And let him remember that while the boy in the unit may be unobtrusive and meek, he is often wild and unrestrained when among a number of companions, and then is when he forgets what little he may know of the essential dignity and decorum of a pharmacy. Let the pharmacist watch the actions of the patrons present when he is being "good to the kids;" if he keeps open his observing eye for a time perhaps he will say that things are not always what they seem. The writer referred to above, and those of his opinion, would doubtless modify the rule they herald did they appeal more to the individual as we now do, and less to the mass.—Joseph F. Hostelley in Bulletin of Pharmacy.

The Drug Market.

Opium—Is easier, but not quotably changed. The primary markets are firm and it is not believed that lower prices will rule for some time.

Morphine—Is unchanged.

Codeine—Is firm and higher prices are looked for a little later in the season.

Quinine—On account of the lower prices for bark at the last sale, quinine has declined twice within the last week. Present prices will probably rule for some time.

Boric Acid—Is in small supply and the demand is active. Prices have been advanced.

Cantharides—Are in a firm position and higher prices are looked for.

Chloral Hydrate—On account of large demand, has been advanced 5c per pound.

Cocaine—Stocks are very small and price continues very firm. Another advance would not surprise anyone.

Ergot—Continues to advance, on account of the small crop. Higher prices are looked for.

Glycerine—On account of the better demand at this season of the year and the continued high price of the crude, glycerine has been marked up 1c per pound.

Balsam Fir—Stocks are much reduced

and has been advanced 15c per gallon or about 2c per pound.

Sassafras Bark—Is scarce and higher.

Oil Sassafras—Is tending higher, on account of scarcity. It has been advanced 4c in the past ten days and another advance of 4@5c is looked for.

Arnica Flowers—Are scarce, both here and in the primary market, and have been again advanced.

Ipecac Root—On account of better stocks, is weak and tending lower.

Golden Seal Root—Has been advanced, although large amounts are coming into market. Nearly all is being taken by manufacturers. Higher prices are looked for.

Seneca Root—The corner is well maintained and prices have advanced 15c per pound in the last thirty days.

Linseed Oil—Has declined, although the condition in the seed market is such that there seems to be no reason for reducing the price of oil. Some of the lower quotations sent out are for the purpose of demoralizing the market more than for making sales.

Rather Pay the Druggist Than the Doctor.

Mr. Hufkins went home one night last week with a big book under his arm.

"There, I reckon there'll be an end of doctors' bills in this family after this," he said. "When the Hufkinses get sick after this we'll do the only sensible thing—diagnose the disease ourselves, take some simple remedy, and save one hundred dollars a year in useless doctors' bills."

After dinner Mr. Hufkins spent two hours in reading about rheumatism, gout, consumption, whooping cough, and insanity. The next morning he got up with a crick in his back.

"Louis," he said briskly to his oldest boy, "go over to the drug store and get me half a pound of citrate of sal-soda and twelve four-grain tablets of phenacetin."

Louis came back in half an hour with a bottle of citrate of magnesia and a dozen phenacetin pills, and said the druggist thought they would fill the bill.

"That's what I said; that's what I sent you for," remarked Mr. Hufkins loftily as he swallowed six of the tablets, and took a teaspoonful of the magnesia. By night Mr. Hufkins said the symptoms had changed and he recognized himself a victim of gout.

"No, thank you, Mary; no pie for me this evening; no more sweet stuffs, no more wine, no more cigars. This gout is settling around my heart, and even with the strictest precautions I may be a dead man in twenty-four hours."

He put on a flaxseed poultice and sat up in bed and read some more in his doctor book.

"Hum-m—queer, queer," he mused after reading about three hours. "I thought this was the most extraordinary case of gout I ever heard of. By jingo! I see now; it's lung trouble in the fifth stage."

He waked the servant girl up and sent her post haste for a bottle of cod liver oil. When the girl came back she walked on tiptoe, ran into a looking-glass and forgot to wind the clock. Mr. Hufkins informed her, as he gulped down the cod liver oil, that she had paresis in an advanced stage, and that he would prescribe some simple remedy in the morning. In two days Mr. Hufkins was not able to go down to his office. On the third day, sitting up in an easy-chair, he perused the doctor book from 10 o'clock in the morning until 11 o'clock at night. Before the week was over both the Hufkins children had stopped going to school to take treatment for whooping cough, scarlet fever, measles, and mumps.

Mrs. Hufkins is living in hope that the list of diseases in the doctor book will soon be exhausted.

Adopt Drastic Measures to Punish a Deceiver.

Ann Arbor, Oct. 2—1 wish to call your attention to a case of violation of the pharmacy law and if you see fit to use it in your columns you can do so. We have had a druggist by the name of Frank Lisenski arrested in Detroit. He has a certificate exposed in his place of business held by a certain M. D. of that place. The claim is that Lisenski is dispensing drugs in a general way and has no registered man in charge. The M. D. claims to have charge of the store, but is very seldom there and sometimes he is not there for days at a time. The M. D. has been requested to remove his certificate, as it is misleading the public, but he insists on having it where it is. As this practice of exposing certificates when not in charge of the place has given the Board considerable trouble, we think it about time to see that we make a test case of the matter by revoking a certificate when found exposed in a place of business for the purpose of deceiving and misleading the public. Lisenski's trial will, no doubt, come off about Oct. 11 and I will acquaint you with the result. In the meantime, you can refer to the matter in such a way as to inform the public that we are after certificates which are exposed as shams. We have it from the best legal authority that we have power to remove a certificate if so exposed as to mislead the public, although the matter is not mentioned in our law where a person shall keep his certificate when he is not employed in the profession. This M. D. that I refer to attends to his practice at the same time he claims to have charge of the Lisenski store. It will, no doubt, make an interesting case.

Another matter that will be of interest to most of the druggists and clerks in the State is just what schools of pharmacy are recognized by the Board. We are constantly being asked what college or school training is required in order to obtain credit for practical experience, and it occurs to me that the publication of the enclosed ruling adopted by the Board would be of interest along these lines:

The time spent in a recognized college of pharmacy shall be counted the same as time spent in a retail drug store, but not more than two years of such college work shall be counted as actual experience for a registered pharmacist, nor more than one year for a registered assistant pharmacist; provided, that the registered pharmacist must have had at least two full college years' study, and the registered assistant pharmacist at least one full college year's study, to be entitled to such credit for actual experience. The college year shall consist of not less than ten hours' class work and fifteen hours' laboratory work a week, and of nine calendar months.

A graduate of a recognized college of medicine, who has practiced medicine three years, writing prescriptions, or putting up his own medicines, or both, shall be considered qualified to take the examination for registered pharmacist; and one who has practiced medicine as before mentioned two years shall be considered qualified to take the examination for registered assistant pharmacist.

A. C. Schumacher,
Sec'y State Board of Pharmacy.

A prevalent sickness in Paris is attributed by the doctors to the presence in bakers' bread of salts of lead deposited on the walls of ovens by the old wood which is frequently used as fuel in Paris—paving blocks, railway sleepers and beams from old houses. The Council of Hygiene explains that such wood is usually impregnated with sulphate of copper or creosote and is likely to give off poisonous volatile salts and stringent regulations have been passed.

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			Conium Mac.			Seille Co.		
Aceticum	60¢	8	Copaiba	1 15¢	2 25	Tolutan	60	50
Benzoicum, German.	70¢	75	Cubeba	90¢	1 00	Prunus virg.	60	50
Boricum	20¢	16	Exechthos	1 00¢	1 10	Tinctures		
Carbolicum	48¢	50	Erigeron	1 00¢	1 10	Aconitum Napellis R	60	50
Citricum	30¢	5	Gaultheria	1 65¢	1 75	Aconitum Napellis F	50	50
Hydrochlor.	12¢	14	Geranium, ounce	50¢	60	Aloes and Myrrh	60	50
Nitrosum	8¢	10	Hedera	1 25¢	1 35	Arnica	60	50
Oxalicum	12¢	14	Juniper	1 50¢	2 00	Assafetida	60	50
Phosphoricum, dil.	40¢	50	Lavendula	90¢	2 00	Atrope Belladonna	60	50
Salicylicum	40¢	50	Limons	1 35¢	1 45	Aurant Cortex	60	50
Sulphuricum	13¢	5	Mentha	1 25¢	2 00	Benzoin Co.	50	50
Tannicum	90¢	100	Mentha Virid.	1 50¢	1 60	Barosma	50	50
Tartaricum	38¢	40	Morruha, gal.	1 00¢	1 15	Cantharides	75	50
Ammonia			Myrica	4 00¢	4 50	Capsicum	75	50
Aqua, 16 deg.	40¢	6	Olive	75¢	3 00	Cardamon	75	50
Aqua, 20 deg.	60¢	8	Pisces Liquida	10¢	35	Cardamon Co.	75	50
Carbonas	12¢	14	Pisces Liquida, gal.	96¢	1 05	Castor	1 00	50
Chloridum	12¢	14	Ricini	96¢	1 05	Catechu	1 00	50
Aniline			Rosmarini	6 50¢	8 50	Cinchona	60	50
Black	2 00¢	2 25	Rose, ounce	40¢	45	Columba	50	50
Brown	80¢	100	Succini	90¢	1 00	Cubeba	50	50
Red	45¢	50	Sabina	2 50¢	7 00	Cassia Acutifol Co.	50	50
Yellow	2 50¢	3 00	Santal	45¢	50	Digitalis	50	50
Baceae			Sassafras	6¢	65	Ergot	50	50
Cubeba	12¢	14	Sinapis, ess., ounce	1 50¢	1 60	Ferri Chloridum	50	50
Juniperus	60¢	8	Tigli	40¢	50	Gentian Co.	50	50
Xanthoxylum	20¢	25	Thyme, opt.	1 60	20	Guaiac.	50	50
Balsamum			Theobromas	15¢	20	Guaiac ammon.	50	50
Copaiba	50¢	55	Potassium			Hyoscyamus	50	50
Peru	40¢	45	Bi-Carb.	15¢	18	Iodine	75	50
Terabin, Canada	40¢	45	Bromide	13¢	15	Iodine, colorless	75	50
Tolutan	40¢	45	Carb.	12¢	15	Kino	50	50
Cortex			Chlorate, po. 17	16¢	18	Lobelia	50	50
Abies, Canadian	18	18	Cyanide	35¢	40	Myrrh	50	50
Cassia	12	12	Iodide	2 40¢	2 50	Opil	50	50
Cinchona Flava	18	18	Potassa, Bitart, pure	28¢	30	Opil, comphorated	50	50
Eunymus atropurp.	30	30	Potassa, Bitart, com.	7¢	15	Opil, deodorized	50	50
Myrica Cerifera, po.	20	20	Potass Nitras, opt.	7¢	10	Quassia	50	50
Prunus Virgin.	12	12	Potass Nitras	23¢	26	Rhatany	50	50
Quillala, gr'd	12	12	Prussiate	15¢	18	Rhei	50	50
Sassafras	15	15	Sulphate po. 15	20¢	25	Sanguaria	50	50
Ulmus, po. 15, gr'd	15	15	Aconitum	20¢	25	Serpentaria	50	50
Extractum			Althea	20¢	25	Stromonium	50	50
Glycyrrhiza Glabra	24¢	25	Anchusa	10¢	12	Tolutan	50	50
Glycyrrhiza, po.	28¢	30	Arum po.	6¢	25	Valerian	50	50
Hematox, 15 lb. box	11¢	12	Calamus	20¢	40	Veratrum Veride.	50	50
Hematox, 18	13¢	14	Gentiana, po. 15	12¢	15	Zingiber	20	20
Hematox, 1/8s.	14¢	15	Glycyrrhiza, pv. 15	16¢	18	Miscellaneous		
Hematox, 1/4s.	16¢	17	Hydrastis Canad.	6¢	70	Ether, Spts. Nit. 3 F	30¢	35
Ferru			Hydrastis Can., po.	12¢	15	Ether, Spts. Nit. 4 F	34¢	38
Carbonate Precip.	15	15	Helibora, Alba, po.	15¢	20	Alumen	24¢	3
Citrate and Quinia	2 25	25	India, po.	15¢	20	Alumen, gro'd., po. 7	3¢	4
Citrate Soluble	75	75	Ipeca, po.	4 25¢	4 35	Annatto	40¢	50
Ferrocyanidum Sol.	40	40	Iris plox, po. 35	35¢	40	Antimoni.	40¢	50
Solut. Chloride	15	15	Jalapra, pr.	25¢	30	Antimoni et Potass. T	40¢	50
Sulphate, com'l.	2	2	Maranta, 1/8s.	6¢	35	Antipyrin	60	25
Sulphate, com'l. by	80	80	Podophyllum, po.	22¢	25	Antifebrin	60	20
bbl, per cwt.	7	7	Rhei	75¢	1 00	Argenti Nitras, oz.	10¢	12
Sulphate, pure	7	7	Rhei, cut	75¢	1 25	Balm Gilead Buds.	38¢	40
Flora			Rhei, pv	75¢	1 35	Bismuth S. N.	1 40¢	1 50
Arnica	14¢	16	Spigelia	35¢	38	Calcium Chlor., 1/8s.	6¢	9
Anthemis	22¢	25	Sanguinaria, po. 15	6¢	18	Calcium Chlor., 1/4s.	6¢	12
Matricaria	30¢	35	Serpentaria	40¢	45	Calcium Chlor., 1/2s.	6¢	12
Folia			Senega	50¢	55	Cantharides, Rus. po	6¢	75
Barosma	25¢	30	Smilax, officialis H.	6¢	40	Capsici Fructus, af.	6¢	15
Cassia Acutifol, Tin-	18¢	25	Smilax, M.	10¢	12	Capsici Fructus, po.	6¢	15
nevelly	25¢	30	Seille	10¢	12	Capsici Fructus B, po.	12¢	14
Cassia, Acutifol, Alx.	25¢	30	Symplocarpus, Foti-	6¢	25	Caryophyllus, po. 15	12¢	14
Salvia officialis, 1/8s	12¢	20	us, po.	6¢	25	Caroline, No. 40	50¢	55
Uva Ursi	8¢	10	Valeriana, Eng. po. 30	15¢	20	Cera Alba	40¢	42
Gummi			Zingiber a.	12¢	16	Cera Flava	40¢	42
Acacia, 1st picked	65	65	Zingiber j.	25¢	27	Cocculus	40	40
Acacia, 2d picked	45	45	Semen			Cassia Fructus	6¢	35
Acacia, 3d picked	45	45	Anisum, po. 15	6¢	12	Centaria	6¢	10
Acacia, sifted sorts.	45	45	Apium (graveleons).	13¢	15	Cetaceum	6¢	10
Acacia, po.	12¢	14	Bird, 1s.	4¢	6	Chloroform	50¢	53
Aloe, Barb. po. 18	12¢	14	Carul.	10¢	12	Chloroform, squibbs	1 65¢	1 90
Aloe, Cape, po. 15	6¢	12	Cardamon	1 25¢	1 75	Chloral Hyd Crst.	20¢	25
Aloe, Socotri, po. 40	6¢	12	Coriandrum	8¢	10	Chondrus	38¢	48
Ammoniac	55¢	60	Cannabis Sativa	5¢	6	Cinchonidine, P. & W	38¢	48
Assafetida, po. 30	28¢	30	Cydionum	10¢	12	Cinchonidine, Germ.	5 80¢	6 00
Benzoicum	50	50	Chenopodium	1 40¢	1 50	Cocaine	70	70
Catechu, 1s.	6¢	13	Dipterix Odorata	6¢	10	Corks, list, dis. pr. et.	6¢	35
Catechu, 1/8s.	6¢	16	Foeniculum	7¢	9	Creosotum	6¢	2
Catechu, 1/4s.	50¢	52	Foenugreek, po.	3 1/2¢	4 1/2	Creta, prep.	9¢	11
Camphora	6¢	12	Lini, gr'd	4¢	4 1/2	Creta, precip.	8¢	8
Euphorbium, po. 35	6¢	10	Lini, gr'd	4¢	4 1/2	Creta, Rubra	15¢	18
Galbanum	65¢	70	Lobelia	35¢	40	Croci	6¢	24
Gamboge	65¢	70	Pharlaris Canarian.	4 1/2¢	5	Cudbear	6 1/2¢	8
Gualacum, po. 25	6¢	30	Rapa	4 1/2¢	5	Dextrine	75¢	90
Kino	6¢	20	Sinapis Alba	9¢	10	Ether Sulph.	6¢	8
Mastic	60	60	Sinapis Nigra	11¢	12	Emery, all numbers.	50¢	60
Myrrh	60	60	Spiritus			Emery, po.	12¢	15
Opil, po. 4.50	4 50	3 50	Frumentum, W. D. Co.	2 00¢	2 50	Flake White	60	23
Shellac	25¢	35	Frumentum, D. F. R.	2 00¢	2 50	Gambler	8¢	9
Shellac, bleached	40¢	45	Juniperis Co. O. T.	1 65¢	2 00	Gelatine, Cooper	35¢	60
Tragacanth	50¢	80	Juniperis Co.	1 75¢	3 50	Gelatine, French	75	10
Herba			Saacharum N. E.	1 90¢	2 10	Glassware, flint, box	11¢	13
Absinthium, oz. pkg	25	25	Sot. Vini Galli	1 7¢	6 50	Glue, brown	11¢	13
Eupatorium, oz. pkg	20	20	Vini Oporto	1 2¢	2 00	Glue, white	15¢	28
Lobelia, oz. pkg	25	25	Vini Alba	1 25¢	2 00	Glycerina	16¢	24
Majorum, oz. pkg	23	23	Sponges			Grana Paradisi	25¢	55
Mentha Pip. oz. pkg	25	25	Florida sheeps' wool	2 50¢	2 75	Humulus	25¢	55
Mentha Vir. oz. pkg	25	25	Nassau sheeps' wool	2 50¢	2 75	Hydrarg Chlor Mite	60	90
Rue, oz. pkg	32	32	Velvet extra sheeps' wool	6¢	1 50	Hydrarg Chlor Cor.	60	90
Tanaetum V. oz. pkg	39	39	Extra yellow sheeps' wool	6¢	1 25	Hydrarg Ox Rub'm.	45¢	55
Thymus, V. oz. pkg	25	25	Grass sheeps' wool	6¢	1 00	Hydrarg Unguentum	65¢	75
Magnesia			Hard, for slate use	6¢	75	Hydrargyrum	75¢	1 00
Calcined, Pat.	55¢	60	Yellow Reef, for slate use	6¢	1 40	Ichthyobolla, Am.	3 60¢	3 70
Carbonate, Pat.	18¢	20	Syrups			Iodoform	60	75
Carbonate, K. & M.	18¢	20	Acacia	60	50	Lupulin	60	50
Carbonate, Jennings	18¢	20	Aurant Cortex	60	50	Lycopodium	45¢	50
Oleum			Zingiber	60	50	Macer	65¢	75
Absinthium	6 50¢	6 75	Cajiputi	80¢	85	Liquor Arsen et Hy-	60	75
Amygdale, Dule	8 00¢	8 25	Caryophylli	70¢	80	drang Iod.	10¢	12
Amygdale, Amara	1 85¢	2 00	Cedar	35¢	40	Liquor Potass Arsenit	20¢	8
Anisi	2 40¢	2 50	Chenopadi	2 75	3 00	Magnesia, Sulph.	60	1 1/4
Aurant Cortex	2 80¢	2 90	Cinnamoni	1 40¢	1 50	Magnesia, Sulph. bbl	50¢	60
Bergamli	80¢	85	Citronella	35¢	40	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


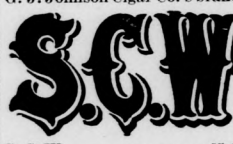


We have a full stock of

COMBS, TOOTH BRUSH, S. 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 Aurora, doz. gross 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 1 doz. 1 00 Bulk, 10 Arctic 6 oz. Eng. Tumblers, 85  6 oz. cans, 4 doz. case, 80 6 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 Purity 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, 85 1 lb. cans, 2 doz. case, 1 60 Jersey Cream 1 lb. cans, per doz. 2 00 6 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 Electric Light, 88 9 1/2 Electric Light, 108, 10 10 Paraffine, 68, 9 1/2 Paraffine, 128, 10 10 Wicking, 20	CANNED GOODS Apples 3 lb. Standards, 75 Gallons, standards, Beans Baked, 75@1 30 Red Kidney, 75@ 85 String, 85 Wax, 80 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 20 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, 3/4s, 3/4s Domestic, Mustard, 6 1/4s@6 1/4s 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, @12 Carson City, @12 Elsie, @12 Emblem, @12 1/2 Gem, @13 Gold Medal, @13 Ideal, @12 1/2 Jersey, @13 Riverside, @12 1/2 Brick, @12 Leiden, @12 Limburger, @13 Pineapple, 50 @15 Sap Sago, @17 CHICORY Bulk, 5 Red, 7 CHOCOLATE Walter Baker & Co.'s German Sweet, 23 Premium, 35 Breakfast Cocoa, 46	CIGARS Columbian Cigar Co.'s brand, Columbian Special, 35 00 Columbian, 65 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., 35 00 Phelps, Brace & Co.'s Brands, Vincente Portuondo, 35 00 Ruhe Bros. Co., 25 00 Banner Cigar Co., 35 00 T. J. Dunn & Co., 35 00 McCoy & Co., 35 00 The Collins Cigar Co., 10 00 Brown Bros., 15 00 Banner Cigar Co., 35 00 G. P. Sprague Cigar Co., 10 00 E. M. Schwarz & Co., 35 00 San Telmo, 35 00 Havana Cigar Co., 18 00 CLOTHING LINES Cotton, 40 ft. per doz., 1 00 Cotton, 50 ft. per doz., 1 20 Cotton, 60 ft. per doz., 1 40 Cotton, 70 ft. per doz., 1 60 Cotton, 80 ft. per doz., 1 80 Jute, 60 ft. per doz., 80 Jute, 72 ft. per doz., 95 COFFEE Roasted Rio Fair, 9 Good, 10 Prime, 12 Golden, 13 Peaberry, 14 Santos Fair, 14 Good, 15 Prime, 16 Peaberry, 18 Maracaibo Prime, 15 Milled, 17 Java Interior, 26 Private Growth, 30 Mandehling, 35 Mocha Imitation, 22 Arabian, 28 Package Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 3/4 c a pound. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuckle, 10 50 Jersey, 10 50 McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. Extract Valley City 1/2 gross, 75 Felix 1/2 gross, 1 15 Hummel's foil 1/2 gross, 85 Hummel's tin 1/2 gross, 1 43 CONDENSED MILK 4 doz in case, Gail Borden Eagle, 6 75 Crown, 6 25 Daisy, 5 75 Champion, 4 50 Magnolia, 4 25 Challenge, 3 35 Dime, 3 35 COCOA James Epps & Co.'s Boxes, 7 lbs., 40 Cases, 16 boxes, 38 COCOA SHELLS 20 lb. bags, 2 1/2 Less quantity, 3 Pound packages, 4	COUPON BOOKS 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, 4 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, 50 lb. boxes, 7@ 4 1/2 Evaporated, 50 lb. boxes, 7@ 7 1/2 California Fruits Apricots, @15 Blackberries, @15 Nectarines, @15 Peaches, 10 @11 Pitted Cherries, 7 1/2 Prunelles, 7 1/2 Raspberries, 7 1/2 California Prunes 100-120 25 lb. boxes, @ 3 1/2 90-100 25 lb. boxes, @ 4 1/2 80-90 25 lb. boxes, @ 5 1/2 70-80 25 lb. boxes, @ 6 1/2 60-70 25 lb. boxes, @ 7 1/2 50-60 25 lb. boxes, @ 8 1/2 40-50 25 lb. boxes, @ 9 1/2 30-40 25 lb. boxes, @ 10 1/2 1/2 cent less in 50 lb. cases Raisins London Layers 2 Crown, London Layers 3 Crown, Cluster 4 Crown, Loose Muscatels 2 Crown, Loose Muscatels 3 Crown, Loose Muscatels 4 Crown, L. M. Seeded, choice, 7 1/2 L. M. Seeded, fancy, 8 DRIED FRUITS—Foreign Citron Leghorn, 11 Corsican, 12 Currents Patras, bbls., 6 1/2 Cleaned, bulk, 7 Cleaned, packages, 7 1/2 Peel Citron American 10 lb. bx., 13 Lemon American 10 lb. bx., 10 1/2 Orange American 10 lb. bx., 10 1/2 Raisins Sultana 1 Crown, Sultana 2 Crown, Sultana 3 Crown, Sultana 4 Crown, Sultana 5 Crown, Sultana 6 Crown, Sultana package, FARINACEOUS GOODS Beans Dried Lima, 5 1/2 Medium Hand Picked 1 20@1 25 Brown Holland, 1 25 Cereals Cream of Cereal, 90 Grain-O, small, 1 35 Grain-O, large, 2 25 Grape Nuts, 1 35 Postum Cereal, small, 1 35 Postum Cereal, large, 2 25 Farina 24 1 lb. packages, 1 25 Bulk, per 100 lbs., 3 00	Grits Walsh-DeRoo Co.'s Brand,  24 2 lb. packages, 1 80 100 lb. kegs, 2 70 200 lb. barrels, 5 10 Hominy Barrels, 2 50 Flake, 50 lb. drums, 1 00 Maccaroni and Vermicelli Domestic, 10 lb. box, 60 Imported, 25 lb. box, 2 50 Pearl Barley Common, 1 75 Chester, 2 25 Empire, 2 50 Peas Green, Wisconsin, bu., 1 10 Green, Scotch, bu., 1 20 Split, bu., 2 50 Rolls Oats Rolled Avena, bbl., 4 75 Monarch, bbl., 4 40 Monarch, 1/2 bbl., 2 38 Monarch, 90 lb. sacks, 2 10 Quaker, cases, 3 20 Huron, cases, 2 00 Sago German, 4 East India, 3 1/2 Salt Breakfast Food 35 two pound packages, 3 60 18 two pound packages, 1 85 F. A. McKenzie, Quincy, Mich. Tapioca Flake, 5 Pearl, 24 1 lb. packages, 4 1/2 Pearl, 24 1 lb. packages, 6 1/2 Wheat Cracked, bulk, 3 1/2 24 2 lb. packages, 2 50 FLAVORING EXTRACTS  Jennings' D. C. Vanilla, D. C. Lemon 2 oz., 1 20, 2 oz., 75 3 oz., 1 50, 3 oz., 1 00 4 oz., 2 00, 4 oz., 1 40 6 oz., 3 00, 6 oz., 2 00 No. 8, 4 00, No. 8, 2 40 No. 10, 6 00, No. 10, 4 00 No. 2 T, 1 25, No. 2 T, 80 No. 3 T, 2 00, No. 3 T, 1 25 No. 4 T, 2 40, No. 4 T, 1 50 Northrop Brand 2 oz. Taper Panel, 75 2 oz. Oval, 1 20 3 oz. Taper Panel, 1 35 4 oz. Taper Panel, 1 60 Perrigo's Van. Lem. doz. 75 XXX, 2 oz. obert, 1 25 XXX, 4 oz. taper, 2 25 XX, 2 oz. obert, 1 00 XXX D D ptehr, 6 oz, 2 25 XXX D D ptehr, 4 oz, 1 75 K. P. pitcher, 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 Sially, 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 50 No. 2 Home, 1 30 Export Parlor, 4 00 Wolverine, 1 50 MOLASSES New Orleans Black, 11 Fair, 14 Good, 20 Fancy, 24 Open Kettle, 25@35 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 75 Half bbls, 600 count, 3 38 Small Barrels, 2,400 count, 6 75 Half bbls, 1,200 count, 3 88 PIPES Clay, No. 216, 1 70 Clay, T. D., full count, 65 Cob, No. 3, 85 POTASH 48 cans in case, Babbitt's, 4 00 Penna Salt Co.'s, 3 00 RICE Domestic Carolina head, 6 1/2 Carolina No. 1, 5 Carolina No. 2, 4 Broken, 3 1/2 Imported. Japan, No. 1, 5 1/2@6 Japan, No. 2, 4 1/2@5 Java, fancy head, 5 1/2@5 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 lbs., 3 00 SAL SODA Granulated, bbls., 80 Granulated, 100 lb. cases, 85 Lump, bbls., 75 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, 250 lb. bulk, 2 25 Butter, barrels, 20 11 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, 70 Medium Fine, 80
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SALT FISH

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

Herring

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

Mackerel

Mess 100 lbs.	15 00
Mess 40 lbs.	6 30
Mess 10 lbs.	1 35
Mess 8 lbs.	13 25
No. 1 100 lbs.	5 60
No. 1 40 lbs.	1 48
No. 1 10 lbs.	1 20
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.	2 25
No. 1 40 lbs.	1 20
No. 1 10 lbs.	1 20
No. 1 8 lbs.	1 20

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.....	4 1/2
Mixed Bird.....	4 1/2
Mustard, white.....	5
Poppy.....	10
Rape.....	4 1/2
Cuttle Bone.....	15

SNUFF

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

SOAP

JAXON

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

JAS. S. KIRK & CO.'S BRANDS

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

Scouring

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

SODA

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

SPICES

Whole Sifted

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

Pure Ground in Bulk

Allspice.....	14
Cassia, Batavia.....	30
Cassia, Saigon.....	40
Cloves, Zanzibar.....	14
Ginger, African.....	18
Ginger, Cochon.....	18
Ginger, Jamaica.....	23
Mace, Batavia.....	65
Mustard.....	18
Nutmegs.....	50
Pepper, Singapore, black.....	15
Pepper, Singapore, white.....	22
Pepper, Cayenne.....	20
Sage.....	15

STOVE POLISH



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

STARCH



Kingsford's Corn

40 1-lb. packages.....	6
20 1-lb. packages.....	6 1/2
Kingsford's Silver Gloss.....	7
40 1-lb. packages.....	7 1/2
6 lb. boxes.....	5 00

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

Common Gloss

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

SYRUPS

Corn	
Barrels.....	17
Half bbls.....	19
1 doz. 1 1/2 gallon cans.....	2 90
2 doz. 1 1/2 gallon cans.....	1 70
2 doz. 1/2 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 for the market in which he purchases to his shipping point, including 20 pounds for the weight of the barrel.

Domino.....	5 44
Cut Leaf.....	5 56
Crushed.....	5 69
Powdered.....	5 25
XXXX Powdered.....	5 31
Cubes.....	5 31
Standard Fine 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 19
Diamond Confection.....	5 19
Confec. Standard A.....	4 94
No. 1.....	4 69
No. 2.....	4 69
No. 3.....	4 69
No. 4.....	4 63
No. 5.....	4 50
No. 6.....	4 44
No. 7.....	4 38
No. 8.....	4 31
No. 9.....	4 19
No. 10.....	4 06
No. 11.....	4 00
No. 12.....	4 00
No. 13.....	3 94
No. 14.....	3 94
No. 15.....	3 94
No. 16.....	3 94

TABLE SAUCES

LEA & PERRIN'S SAUCE



The Original and Genuine Worcestershire.....	3 75
Lea & Perrin's, large.....	3 75
Lea & Perrin's, small.....	2 50
Half, large.....	3 75
Half, small.....	2 50
Salad Dressing, large.....	4 55
Salad Dressing, small.....	2 75

VINEGAR

Malt White Wine, 40 grain.....	7 1/2
Malt White Wine, 80 grain.....	11
Pure Cider, Red Star.....	12
Pure Cider, Robinson.....	12
Pure Cider, Silver.....	13 1/2

WASHING POWDER

Kirk's Eos.....	2 00
Wisdom.....	3 75
Roseline.....	3 25
Nine O'clock.....	2 50
Babbitt's 1876.....	4 25
Gold Dust.....	3 50
Johnson's.....	2 88
Swift's.....	3 50
Rub-No-More.....	3 30
Pearline, 100 Gs.....	2 85
Pearline, 36 ls.....	2 35
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 0
Bushels, wide band.....	1 10
Market.....	30
Willow Clothes, large.....	6 50
Willow Clothes, medium.....	5 75
Willow Clothes, small.....	5 25

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
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Mop Sticks

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

Pails

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

Tubs

20-inch, Standard, No. 1.....	6 00
18-inch, Standard, No. 2.....	5 00
16-inch, Standard, No. 3.....	4 00
20-inch, Dowell, No. 1.....	3 25
18-inch, Dowell, No. 2.....	3 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 00
17 in. Butter.....	2 00
19 in. Butter.....	2 50

YEAST CAKE

Yeast Foam, 1 1/2 doz.....	50
Yeast Foam, 3 doz.....	1 00
Yeast Cream, 3 doz.....	1 00
Magie 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.....	@ 9 50
Family.....	@ 11 00

Dry Salt Meats

Bellies.....	6 1/2
Briskets.....	5 1/2
Extra shorts.....	5 1/2

Smoked Meats

Hams, 12 lb. average.....	@ 11
Hams, 14 lb. average.....	@ 11 1/2
Hams, 16 lb. average.....	@ 11
Hams, 20 lb. average.....	@ 10 1/2
Ham dried beef.....	@ 15 1/2
Shoulders (N. Y. cut).....	@ 7
Bacon, clear.....	@ 7 1/2
California hams.....	@ 6 1/2
Boneless hams.....	@ 8 1/2
Cooked ham.....	@ 10 1/2

Lards - In Tierces

Compound.....	5 1/2
Kettles.....	7 1/2
55 lb. Tubs, advance.....	3 1/2
50 lb. Tubs, advance.....	3 1/2
50 lb. Tins, advance.....	3 1/2
20 lb. Pails, advance.....	3 1/2
10 lb. Pails, advance.....	3 1/2
5 lb. Pails, advance.....	3 1/2
3 lb. Pails, advance.....	1 1/2

Sausages

Bologna.....	6 1/2
Liver.....	7
Frankfort.....	7 1/2
Pork.....	6 1/2
Blood.....	9
Tongue.....	6 1/2
Headcheese.....	7

Beef

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

Pigs' Feet

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

Tripe

Kits, 15 lbs.....	1 25
1 1/2 bbls., 40 lbs.....	2 25
1 1/2 bbls., 80 lbs.....	2 25

Casings

Pork.....	3
Beef rounds.....	3
Beef middles.....	30
Sheep.....	60

Butterine

Rolls, dairy.....	11
Solid, dairy.....	10 1/2
Rolls, creamery.....	15 1/2
Solid, creamery.....	14 1/2

Canned Meats

Corned beef, 2 lb.....	2 25
Corned beef, 14 lb.....	16 00
Roast beef, 2 lb.....	2 25
Potted ham, 1/2 lb.....	50
Potted ham, 1/4 lb.....	50
Deviled ham, 1/2 lb.....	50
Deviled ham, 1/4 lb.....	50
Potted tongue, 1/2 lb.....	90
Potted tongue, 1/4 lb.....	90

Grains and Feedstuffs

Wheat

Winter Wheat Flour

Local Brands

Patents.....	4 00
Second Patent.....	3 50
Straight.....	3 25
Clear.....	3 00
Buckwheat.....	3 50
Rye.....	3 25
Subject to usual cash dis-	count.

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

Ball-Barnhart-Putman's Brand.....	3 60
Daisy 1/2s.....	3 60
Daisy 1/4s.....	3 60
Daisy 1/8s.....	3 60

Worden Grocer Co.'s Brand

Quaker 1/2s.....	3 60
Quaker 1/4s.....	3 60
Quaker 1/8s.....	3 60

Spring Wheat Flour

Clark-Jewell-Well's Co.'s Brand.....	4 45
Pillsbury's Best 1/2s.....	4 35
Pillsbury's Best 1/4s.....	4 25
Pillsbury's Best 1/8s paper.....	4 25
Pillsbury's Best 1/4s paper.....	4 25

Ball-Barnhart-Putman's Brand

Soda XXX.....	6 1/2
Soda XXX, 3 lb. carton.....	7
Soda, City.....	8
Long Island Wafers.....	11
L. I. Wafers, 1 lb. carton.....	12
Zephyrette.....	10

Crackers

The National Biscuit Co.

Getting the People

Two Examples of Really Good Advertising.

I have come across a good grocery advertisement this time. Here it is:

20 cents

will buy one pound of the best Mocha and Java Coffee ever offered for the money. Beautiful color, excellent flavor and good strength. One trial will convince you and if you are not satisfied your money will be cheerfully refunded. Pure Spices a specialty.

Will Botsford & Co.,

19 West Eighth Street, Holland.

This is a good advertisement because it tells its story plainly and without verbal frills; because it says just enough to convince, and because it closes with a money-back offer. This last is the strongest addition that can be made to any advertisement. It is the cheapest offer a merchant ever made and yet it does a wonderful lot of good. It shows that the merchant has confidence in the goods he sells. It inspires a corresponding confidence in the reader. And

offer carefully and exactly. If he returns the money grudgingly, his offer will only hurt him, instead of help him. If he gives the money back cheerfully, he may be imposed upon occasionally, but the goodwill he derives from the offer will more than make up for his losses. I have two stores in mind while writing this. In one, if an article purchased is returned, even if an interval of two weeks or a month has elapsed since its purchase, the money is refunded without a question, all the formality required being the production of the original sales slip, or, in its absence, a statement as to the date of the sale. This store has the biggest trade in its community. The other store makes the same offer, but when an article is returned, the purchaser must go through a lot of tiresome red-tapeism and usually receives most disagreeable treatment. I have known ladies to wait in this store for an hour or more until the complicated processes attending the return of their money were completed. A store like this will never grow, because it lives up to its promises in such a perfunctory way as to show the public that its only object is to sell goods, and the element of satisfaction is entirely foreign to its purposes; consequently, its customers, after one or two such experiences, go elsewhere.

It is only an example of the truth of the saying that advertising will only bring customers to the store—after that

Bright

Beautiful Days

and cold evenings mean only one thing, a fur collar or a new cape. Not a day passes but you need them. No trouble to show them in our newly fitted Cloak Parlors. The greatest assortment to choose from to suit all ideas. A good collar for \$2.50 to the finest at \$15.00.

Underwear Sale

An enormous new line just placed on sale, in autumn and winter weights. Wool, merino and fleeced lined, in plain and ribbed texture. These start at the remarkably low price of 20c. Can please those who want better, up to \$2.50. Union suits make cold weather seem like summer. Begin at 50c.

Blanket--y

Blank--ets

Yes, blankets are what we are talking about. Great big nice warm wool blankets. The "wooly" kind that keep out the cold. Come in grey, white, scarlet and plaids. \$2.75 the pair up to \$10.00. Got some cotton blankets at 50c. They are good for the money.

Suitings

That Suit

Those double faced suitings are all the rage "Homespun" Grey, just the thing for skirtings. New patterns in coverts, venetians, plaids. (Have a good plaid at 15c.) Something new in black crepons and in golf plaids. All the popular and novel fabrics. Most attractive black goods shown.

Dollars

Doing Double Duty Deposited With Us

especially if you want a hat. The "worn all summer" hat won't do now. Buy a soft felt "Longley" for \$1.50. Want a dandy stiff hat? Buy the "Longley" at \$3.00. The greatest stock shown.

Fall

Suits \$8.50

That's quickly written, brief and to the point, but it's only part of the story. To learn the balance you must see the suits. We're not looking for medals, but if superior workmanship, linings and fits count for anything we'll take first prize.

HANNAH & LAY MERCANTILE CO.

while there are but few people who would return a pound of 20 cent coffee and ask for their money, there is no doubt that the offer of their money back influences many people to try the coffee who otherwise would not be induced to make the purchase.

The merchant who offers money back on unsatisfactory purchases, everything else being equal, will get the bulk of the trade, provided he lives up to his

it is the store's business to please them and make permanent buyers of them.

* * *

Another of the Hannah & Lay Mercantile Co.'s advertisements is reproduced this week, not only as an example of good advertising, but as proof of the fact that good display depends upon simplicity of arrangement and few styles of type. There is not a country paper in the State which could not du-

If in need of

Air Tight Heaters, Car Stoves, Stove Pipe

or other fall goods, we would be pleased to hear from you and can make you right prices.

Wm. Brummeler & Sons,

260 South Ionia Street,
Grand Rapids, Mich.



Air Tight Stoves

Write for Price List.

FOSTER, STEVENS, & CO.,
GRAND RAPIDS.



First Prize Harness

Our harnesses were the best at the State Fair—many told us the exhibit was the best part of the whole Fair. Anyway, we did an enormous business. It shows what others think of our own make of harnesses—you can know all about them by sending for our descriptive catalogue.

Brown & Sehler,
Grand Rapids, Mich.

The Grand Rapids Paper Box Co.

Manufacture

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

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

pliate the type style of this advertisement, yet the majority look as if the compositor had tried to see how many kinds of type he could crowd into each advertisement.

Look closely at the headings in this advertisement. With but two exceptions they tell exactly what the matter is about. It is these points, together with the general brightness and businesslike tone of the reading-matter, that make the advertising of this house so readable and place it upon a plane far higher than the general average of local Michigan advertising.

There is no good reason why every retailer in Michigan should not do just as good advertising as the Hannah & Lay Mercantile Co. The fact remains, however, that they don't, as a rule.

* * *

I have not received any samples for review for several weeks. If this department is to be of direct benefit to my readers and to each reader in particular, it must be through criticism and suggestions regarding the improvement of their advertising. My criticisms may prove harsh sometimes, but I believe they will always be just. I am not here to pat anyone on the back, unless they deserve it, and while I might make more friends by giving a favorable criticism in every instance, I would not be helping anyone in particular to do better advertising. I have no axes to grind in this column. I do not run down a man's advertising ability in order to make him think that he needs my services. There are ten hours in my working day and they are fully occupied. So, if you send in matter for criticism, you can be sure of getting an absolutely fair and unbiased opinion of its merits, and the best suggestions which my experience can offer for its improvement.

W. S. Hamburger.

The Fool Who Believes in Proverbial Wisdom.

I've had a lot of trouble, said the man who learns by experience, the other day, that I attribute to nothing else on earth than trying to guide my life by the proverbial foolishness that is handed down from one generation to another. I started out with a liberal equipment of these mendacious old chestnuts, and long after I was old enough to know better whenever I was in doubt, I fell back upon them as an infallible guide to conduct, and they always gave me the wrong tip. There was, for instance, the old proverb, "If at first you don't succeed, try, try again." The immortal wisdom of that kept me hanging onto hopeless enterprises, sending good money after bad, and playing a losing game long after it had really gone by the board, and it took me twenty years to find out that it is just as important to know when to let go as it is when to hold on. Then there was that other one about "Nothing venture, nothing have," with which I stultified myself whenever I played the races or bought futures on a panicky market. That nugget of wisdom has cost me, first and last, more good, hard dollars than I like to remember, and learning the fallacy of that as a sure guide to wealth is about as expensive a course of study as a man wants to pursue. I stayed for years in a little village where the opportunities of doing business were circumscribed by local demand simply because "A rolling stone gathers no moss," and I might have been there yet, afraid to break away, if I hadn't gathered courage from a kind of cross-

cut saw that says, "A setting hen gains no feathers." I tried to live up to "A soft answer turns away wrath," until I got the reputation of not having any more backbone than a jellyfish, and everybody who came along took me for a soft thing and tried to sell me gold bricks. I brought on nervous prostration trying to emulate the little busy bee and improve each shining hour until I broke down from overwork. "The early bird catches the worm" sent me into all sorts of wild-cat mining companies, and patent right schemes, where I went in on the ground floor and had the whole structure collapse on me, as a general thing. Now I let other people do the experimenting, and I find out that the worms that come out later in the day are just as fat, and a deal healthier for the digestion. "Never put off until to-morrow what you can do today," and like a hot-headed fool, I took offense where none was intended, jumped at conclusions, was in too big a hurry to wait for explanations, and threw up situations and broke up partnerships that I spent years trying to patch up again. Even in my courtship I was guided by the same infallible oracle, "Faint heart never won fair lady," and so I sailed in with an assured air that said as plainly as words, "Oh, I know I'm a good thing, and you'll drop on my neck as soon as I give the word. Just wait until I'm ready to throw the handkerchief to you." Well, she was a girl of spirit, and she gave me the worst throw-down of my life, although I heard afterwards that she said she really liked me, and would have had me, if I hadn't seemed so cock sure that she was willing. Oh, proverbial wisdom is a great guide. It is about as "plain as the nose on his face," which no man can be by any possibility see, and "there's no fool like an old fool," except the young fool who believes in it.

An advertisement in a Western paper reads: "Wanted—Small boy to deliver oysters that can ride a bicycle."

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.

Aluminum Money

Will Increase Your Business.



Cheap and Effective.
Send for samples and prices.

C. H. HANSON,
44 S. Clark St., Chicago, Ill.

Hardware Price Current

Augurs and Bits				
Snell's	70			
Jennings' genuine	25&10			
Jennings' imitation	60			
Axes				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	10 00			
First Quality, S. B. S. Steel	7 75			
First Quality, D. B. Steel	11 50			
Barrows				
Railroad	14 00			
Garden	30 00			
Bolts				
Stove	60			
Carriage, new list	50			
Plow	50			
Buckets				
Well, plain	\$3 50			
Butts, Cast				
Cast Loose Pin, figured	70&10			
Wrought Narrow	70&10			
Cartridges				
Rim Fire	40&10			
Central Fire	20			
Chain				
Com.	7 1/2 c.	5-16 in.	3/4 in.	1/2 in.
BB	8 1/2 c.	7 1/2 c.	6 c.	5 1/2 c.
BBB	9 1/4 c.	8 c.	7 1/4 c.	7 c.
Crowbars				
Cast Steel, per lb.	6			
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	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
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			
Yerkes & Plumb's	dis 40&10			
Mason's Solid Cast Steel	70			
Hinges				
Gate, Clark's 1, 2, 3.	dis 60&10			
Hollow Ware				
Pots	50&10			
Kettles	50&10			
Spiders	50&10			
Horse Nails				
Au Sable	40&10			
Putnam	dis 5			
House Furnishing Goods				
Stamped Tinware, new list	70			
Japaned 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 1/4 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	10
8 advance	10
6 advance	20
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 8 advance	15
Casing 6 advance	25
Finish 10 advance	35
Finish 8 advance	25
Finish 6 advance	45
Barrel 1/4 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, 1/4 inch and larger	12
Manilla	14 1/4
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	20 00
Sheet Iron	
com. smooth.	
Nos. 10 to 14	\$3 20
Nos. 15 to 17	3 20
Nos. 18 to 21	3 30
Nos. 22 to 24	3 40
Nos. 25 to 26	3 50
No. 27	3 60
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shells—Loaded	
Loaded with Black Powder	dis 40
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 10
Soldier	
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	65
Tin—Melyn Grade	
10x14 IC, Charcoal	\$ 8 50
14x20 IC, Charcoal	8 50
20x14 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, per pound.	10
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	30
Coe's Genuine	30&10
Coe's Patent Agricultural, Wrought	70&10

MUSKEGON

AND RETURN

Every Sunday

VIA

G. R. & I.

Train leaves Union station at 9.15 a. m.
Bridge Street 9.22 a. m.
Returning leaves Muskegon 5.30 p. m.

50 cents

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 on Monday evening, Oct. 2, President Beardslee presided.

The first thing on the programme was an address by Wm. Judson, of the Olney & Judson Grocer Co., which was listened to with much interest by those present. He began by giving the boys an insight into the salient features of his own life. Born on a farm, he early learned that the man who could make the straightest furrow and plant the straightest row of corn was always in demand. When 19 years of age he came to this city and went to work in a lumber yard as teamster at \$1 per day and board. Here his ambition was to do the most work in the best possible manner of any man in the employ of the yard, and he succeeded so well in this determination that he was soon made foreman of the gang at a substantial increase of salary. His next occupation was at Fife Lake, where he had charge of a mill yard. Here his ambition was to see that the lumber was sorted and piled and cross piled to the best possible advantage. He commended the objects of the clerks' organization because he believed the organization would result in a betterment of clerks as a class and the members of the Association in particular. Every retail clerk has it in him to be a retail grocer, and, when he arrives at that point, his ambition should be to ultimately get into the wholesale grocery business. The talk so frequently indulged in to the effect that the large corporations are crowding young men down and that there is no opportunity for young men at this time is all rot. Ability is the scarcest article on the market to-day, and there never was a time when the opportunities for advancement were so great as they are now. The man who is reported to have played to good luck has simply been industrious, thrifty and careful, while the man who is reported to have met hard luck has been careless, extravagant and reckless. It should be the ambition of every clerk to tie up a package as neatly as possible and keep his department in the best possible condition; to answer the telephone so as to draw customers to him, and when a carriage drives up to the door the clerk should step out and ascertain the needs of the customer, without compelling him to alight from the carriage. At the conclusion of his address, which was entirely informal, Mr. Judson stated that he was well pleased to learn of the growth of the organization and asked the privilege of addressing the Association again when the membership list has reached an even hundred.

Mr. Judson was given a standing vote of thanks; and Messrs. Musselman and Ball sent congratulations and their regrets at their inability to attend the meeting.

Election of officers for the ensuing year resulted as follows:

President—George McInnis.
First Vice-President—L. F. Buss.
Second Vice-President—Joseph Terrill.
Third Vice-President—Ernest Bratt.
Fourth Vice-President—Verne Campbell.

Fifth Vice-President—Peter Oole.

Secretary—Harry Stowitts.

Treasurer—Thomas Van Constant.

The report of the Membership Committee showed the Association to be steadily growing, twenty-five having signed as charter members. Later in the meeting it was decided to leave the charter open two weeks longer in order that those who had signified their intention of joining might be able to avail themselves of the privilege, although unable to be present at the meeting.

The Secretary reported the receipt of several letters from various firms relative to badges or emblems of different kinds for the Association and it was decided to appoint a committee to examine into the merits of the different devices submitted. Most of those present favored the adoption of a pair of scales

as this emblem. President McInnis, who had meanwhile taken the chair at the expiration of former President Beardslee's term, appointed L. F. Buss as the chairman of this committee.

Standing committees for the ensuing year were appointed as follows:

Executive—Messrs. Beardslee, Bratt, Oole, Van Dervern and Buss.

Employment—Messrs. Campbell, Denison and Bruggink.

Membership—Messrs. Sinclair, Holland, Whiting, Terrill and Top.

Adjournment was preceded by a vote of thanks to the Tradesman Company for its kindness in printing the constitution and by-laws free of charge to the Association.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association held at the office of the Michigan Tradesman on Tuesday evening, Oct. 3, President Dyk presided.

The first thing in order was the inaugural address of President Dyk, who referred at some length to the events of the past year, as related to the work of the Association. He spoke of the banquet and picnic and of the beneficial results which naturally ensued. He spoke of the seal of disapproval which the Association set on a repetition of the carnival and commended the work of the Secretary, Treasurer and standing committees. He deplored the fact that there was not more interest shown in the work of the Association, but denied that numbers indicate strength, as shown by the results which have been secured during the past year with a membership of about 100 and an average attendance of less than twenty. In his opinion, it should be the endeavor of the grocer to encourage a healthy rivalry in the sale of the best goods and educate the consumer in asking for high grade goods only. At the conclusion of the address, Mr. Dyk was greeted with applause.

Letters were read from Robert M. Floyd and others, calling attention to the fact that the Association had been assessed \$10 to meet the expenses of a delegate to the international conference of retail grocers to be held at Paris next year. Mr. Lehman laughingly asserted that if the Association would send him as a delegate he would cheerfully pay the \$10 out of his own pocket and, after an informal discussion, it was evident that the assessment did not meet the approval of a single member of the Association. On motion of Mr. Lehman, the communications referring to the matter were all laid on the table indefinitely.

The oil situation was discussed at considerable length, when it was decided to refer the matter to the Committee on Trade Interests, with instructions to carry out the wishes of the Association.

President Dyk then announced the standing committees for the ensuing year as follows:

Trade Interests—B. S. Harris, L. J. Witters, H. C. Wendorff.

Executive—Adrian Brink, F. L. Merrill, E. C. Connelley, Charles Sach, J. F. Gaskill.

A committee from the Retail Clerks' Association called upon the grocers and stated that they had been commissioned to act in conjunction with the Grocers' Association in securing quarters for both organizations. A committee was appointed by the President to confer with them and take suitable action.

Some members of the lately dissolved co-operative colony at Ruskin, Tenn., have just founded a new commonwealth at Duke, Ga. A hundred and twenty persons have joined the new colony, which will be conducted on similar lines to the Tennessee experiment, all property being held in common and members receiving pay for their labor in goods.

It is a wise man who never puts a gift cigar in his mouth.

Heat travels faster than cold. Anybody can catch cold.

The Produce Market.

Apples—Winter fruit is meeting with ready sale on the basis of \$2.25 per bbl. for choice, \$2.50 for fancy and \$2.75 for extra fancy.

Beets—\$1 per 3 bu. bbl.

Butter—Factory creamery is in strong demand at 22c. Dairy is coming in a little more freely, commanding 20c for extra fancy, 18c for fancy and 16c for choice.

Cabbage—35¢@40¢ per doz.

Carrots—\$1 per 3 bu. bbl.

Cauliflower—\$1@1.25 per doz.

Celery—12¢@15¢ per doz. bunches.

Crab Apples—Choice stock is firm and active at \$1.50@1.75 per bu.

Cranberries—Cape Cod stock is meeting with ready sale on the basis of \$6 @.65 per bbl.

Dressed Poultry—Spring chickens are in good demand at 10¢@12¢. Fowls are in fair demand at 10c. Ducks command 10c for spring and 8c for old. Geese will not be wanted until the weather is cooler. Turkeys are in good demand at 12½¢ for spring or 10c for old.

Eggs—Dealers are paying 15¢@16¢ for fresh stock, case count, holding candled at 17c and cold storage at 16c. The proportion of bad eggs is large, owing to farmers holding summer eggs for the usual fall advance.

Game—Mallard ducks are in fair demand and ample supply at \$4.50 per doz. Teal ducks are higher, readily commanding \$2.50@2.75 per doz. Common ducks fetch \$1.75@2. The deadlock between the county and State authorities on the subject of snipe continues, the Prosecuting Attorney insisting that it is legal to kill snipe at this time, while the Game Warden asserts that the season is still closed, in consequence of which dealers are at sea on the question of handling the article and keep on the safe side by having nothing to do with snipe. Both dealers and sportsmen unite in condemning the vacillating policy of the present Warden, who appears to have secured the appointment solely on the basis of political expediency, without regard for his fitness for the position.

Grapes—Wordens and Concord are practically out of market. Niagaras are still coming in freely, but have advanced to 12c for 4 lb. baskets and 16c for 8 lb. baskets.

Honey—White clover is held at 15c. Dark amber commands 12¢@13c.

Live Poultry—Squabs are in active demand at \$1.20 per doz. Pigeons are in strong demand at 50¢@60¢ per doz.

Onions—The crop of home grown is large and the quality good. Stock is beginning to move freely on the basis of 40¢@45¢ per bu.

Parsnips—\$1.50 per 3 bu. bbl.

Peaches—Smocks command \$2@3 per bu. according to quality.

Pears—Keepers are coming in freely and find ready sale at \$1.60 per bu. or \$4.50 per bbl.

Potatoes—Receipts are small, dealers paying 25¢@30¢ and holding at 30¢@35¢.

Quinces—\$1.75@2 per bu.

Squash—Home grown command 2c per lb.

Sweet Potatoes—Jerseys are in good demand at \$2.75 per bbl. Virginias are active on the basis of \$1.75 per bbl.

Turnips—\$1 per bbl.

Tomatoes—Ripe stock fetches 65¢ per bu. Green is billed out at 50¢ per bu.

The real philanthropist is the person who attends to his own business, and allows other people to attend to theirs.

The automobile can be managed with one hand. It will be a great thing for buggy riding on moonlight nights.

A crank is often a man who refuses to loan money to a deadbeat who has no expectation of paying back.

It takes years to tell the whole truth; but a slanderer can quit lying in a second's time.

Some men are like dice—easily rattled, but hard to shake.

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.

FOR SALE—40-ACRE FARM, IMPROVED. Would exchange for small stock of goods, groceries preferred. Address Box E, Ashley, Mich. 90

\$1,500 CASH BUYS NEW SUBURBAN grocery in best city in Southern Michigan of 20,000 population; nice store; chance for hustler. Object, other business. Address "Sam," care Michigan Tradesman. 89

FOR SALE—ONE PRICE, CASH CLOTHING stock, established ten years on best corner in a thriving town of 2,500 population in Eastern Michigan. Store has made good money every year. Best of reasons for selling. Address "Quick," care Michigan Tradesman. 87

DRUG STORE WILL BE SOLD VERY cheap. City of 3,000. Address No. 86, care Michigan Tradesman. 86

A SPLENDID OPPORTUNITY TO BUY out a paying meat market, doing one-half the business in town of 4,000 inhabitants; only two competitors; tools rent with building. Ill health the cause for wishing to retire. For further information write A. R. Hensler, Battle Creek. 88

FOR SALE—A FIRST-CLASS SHINGLE mill complete. Capacity, 40,000 per day. Just closed, having finished the cut in that section. Address Lock Box 738, Belding, Mich. 80

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

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

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

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

WANTED—YOUR ORDER FOR A RUBBER stamp. Best stamps on earth at prices that are right. Will J. Weller, Muskegon, Mich. 958

FOR SALE OR EXCHANGE FOR GENERAL Stock of Merchandise—60 acre farm, part clear, architect house and barn; well watered. I also have two 40 acre farms and one 80 acre farm to exchange. Address No. 12, care Michigan Tradesman. 12

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

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

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

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

MISCELLANEOUS.

SITUATION WANTED BY EXPERIENCED lady clerk, bazar preferred. References furnished. A. M. Enos, Albion, Mich. 91

WANTED—BY MIDDLE AGED MAN OF long experience in the drug business, position as manager or dispenser. Good references. Will be at liberty about Oct. 15. Address Druggist, care Michigan Tradesman. 82

WANTED—POSITION AS TRAVELER FOR pharmaceutical house, perfumery or sundries. Have had 12 years' experience. Acquainted with drug trade of Michigan. Address Traveler, care Michigan Tradesman. 83

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—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. 24, 1899.

Chicago.

Lv. G. Rapids, 7:10am 12:00m 4:35pm *2:15am
Ar. Chicago, 1:30pm 5:00pm 10:45pm *7:25am
Lv. Chicago, 7:15am 12:00m 5:00pm *11:50pm
Ar. G. Rapids, 1:25pm 5:05pm 10:55pm *6:20am

Traverse City, Charlevoix and Petoskey.

Lv. G. Rapids, 7:30am 1:45pm 4:30pm
Ar. Trav City, 12:40pm 5:35pm 9:40pm
Ar. Charlev'x, 3:10pm 7:38pm 12:00m
Ar. Petoskey, 3:40pm 8:15pm 12:30am
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.

Leave Arrive
Saginaw, Detroit & N. Y. 6:40am + 9:55pm
Detroit and East 10:16am + 5:07pm
Saginaw, Detroit & East 3:27pm +12:50pm
Buffalo, N. Y., Toronto, Montreal & Boston, Ltd Ex. 7:20pm +10:16am
Going West.
Gd. Haven and Int. Pts. 8:30am +10:00pm
Gd. Haven Express 10:21am + 7:15pm
Gd. Haven and Int. Pts. 12:58pm + 3:19pm
Gd. Haven and Milwaukee 5:12pm +10:11am
Gd. Haven and Milwaukee 10:00pm + 6:40am
Gd. Haven and Chicago 7:30pm + 8:05am
Eastbound 6:45am train has Wagner parlor car to Detroit, eastbound 3:20pm train has parlor car to Detroit.
*Daily. +Except Sunday.
C. A. JUSTIN, City Pass. Ticket Agent,
97 Monroe St., Morton House.

GRAND Rapids & Indiana Railway October 1, 1899.

Northern Division.

Going From
North North
Trav. City, Petoskey, Mack. + 7:45am + 5:10pm
Traverse City & Petoskey. + 2:25pm +10:15pm
Cadillac Accommodation. + 5:25pm +10:55am
Petoskey & Mackinaw City +11:00pm + 6:20am
7:45am and 2:25pm trains, parlor cars; 11:00pm train, sleeping car.

Southern Division

Going From
South South
Kalamazoo, Ft. Wayne Clin. + 7:10am + 9:45pm
Kalamazoo and Ft. Wayne. + 2:00pm + 2:00pm
Kalamazoo, Ft. Wayne Clin. + 7:00pm + 6:45am
Kalamazoo and Vicksburg. +11:30pm + 9:10am
7:10am train has parlor car to Cincinnati, coach to Chicago; 2:00pm train has parlor car to Fort Wayne; 7:00pm train has sleeper to Cincinnati; 11:30pm train, sleeping car and coach to Chicago.

Chicago Trains.

TO CHICAGO.
Lv. Grand Rapids, 7 10am +2 00pm *11 30pm
Ar. Chicago, 2 30pm 8 45pm 6 25am
FROM CHICAGO.
Lv. Chicago, 13 02pm *11 32pm
Ar. Grand Rapids, 9 45pm 6 45am
Train leaving Grand Rapids 7:10am has coach; 11:30pm train has coach and sleeping car; trains leaving Chicago 3:02pm has coach; 11:32pm has sleeping car for Grand Rapids.

Muskegon Trains.

GOING WEST.
Lv. Grand Rapids, 7 35am +1 35pm +5 40pm
Ar. Muskegon, 9 00am 2 45pm 7 05pm
Sunday train leaves Grand Rapids 9:15am; arrives Muskegon at 10:40am. Returning leaves Muskegon 5:30pm; arrives Grand Rapids, 6:50pm.

GOING EAST.

Lv. Muskegon, 7 18 10am +12 15pm +4 00pm
Ar. Grand Rapids, 9 30am 1 25pm 5 20pm
*Except Sunday. *Daily.

C. L. LOCKWOOD,
Gen'l Pass't and Ticket Agent.
W. C. BLAKE,
Ticket Agent Union Station.

MANISTEE & Northeastern Ry.

Best route to Manistee.

Via C. & W. M. Railway.

Lv. Grand Rapids, 7 00am
Ar. Manistee, 12 05pm
Lv. Manistee, 8 30am + 4 10pm
Ar. Grand Rapids, 1 00pm 9 55pm

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

Detroit Retail Grocers' Association

President, JOSEPH KNIGHT; Secretary, E. MARKS; Treasurer, C. H. FRINK.

Grand Rapids Retail Grocers' Association

President, FRANK J. DYK; Secretary, HOMER KLAIP; Treasurer, J. GEORGE 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.

Muskegon Retail Grocers' Association

President, ALBERT TOWLE; Secretary, D. A. BOELKINS; Treasurer, J. W. CASKADON.

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President, M. L. DEBATS; Secretary, S. W. WATERS.

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President, F. D. VOS; Secretary, J. W. VERHOEKS.

Yale Business Men's Association

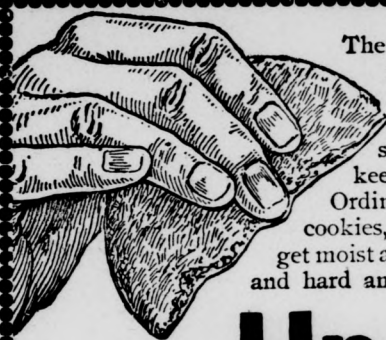
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F. & P. M. R. R.


AND STEAMSHIP LINES
TO ALL POINTS IN MICHIGAN

H. F. MOELLER, A. G. P. A.



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keeps fresh and deliciously crisp and tender. Its high quality is assured by the fact that it comes from the ovens which bake **Uneeda Biscuit**.

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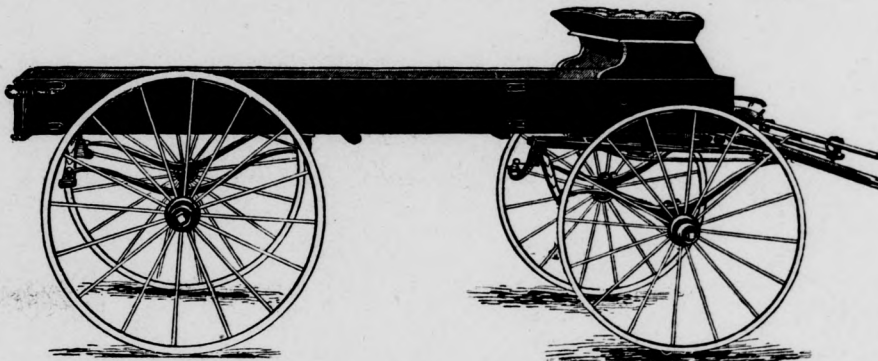
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Platform Delivery Wagon



NO. 113

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

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Epps'
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Cocoa

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