

# MICHIGAN TRADESMAN

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Volume XVII.

GRAND RAPIDS, WEDNESDAY, OCTOBER 11, 1899.

Number 838

Just What  
You Want  
for a  
Premium

Illustration is  
Actual  
Size

Notice dimen-  
sions:

Saucer 6 in. di-  
am.; cup 3¼ in.  
high, 3⅝ in.  
wide; capacity,  
11 ounces.



The  
Biggest  
Value  
Ever  
Offered

Best quality German China

Coffee Cup and Saucer

Elegant transfer decoration—  
bright floral design—saucer is  
trimmed with two gold lines  
and daintily embossed. Cup is  
trimmed with one heavy gold  
line and embossed to match.  
Notice size particularly. Or-  
der now, quantity limited. Sold  
in case or gross lots only.

Price per  
Gross \$15.00

In case lots of 50 doz. per gross,  
\$14.40

Our New Fancy Goods Catalogue No. 96 shows you many equally as good values.  
Write for one to-day.

We sell to  
dealers only

**Burley & Torrell**

42-44 Lake Street,  
Chicago.

## What's the Use of Monkeying?

Your customers want good cigars, are bound to have them, and if they can't get them of you will go somewhere else for them.

Don't Delay

but send in an order to us for some of the popular brands—the kind that will hold your trade and get more for you—WE HAVE THEM ALL.

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

Largest Cigar Dealers in the Middle West.

F. E. BUSHMAN, Manager.

Epps'  
Cocoa

Epps'  
Cocoa

GRATEFUL COMFORTING

Distinguished Everywhere

for

Delicacy of Flavor,

Superior Quality

and

Nutritive Properties.

Specially Grateful and

Comforting to the

Nervous and Dyspeptic.

Sold in Half-Pound Tins Only.

Prepared by

JAMES EPPS & CO., Ltd.,

Homœopathic Chemists, London,

England.

BREAKFAST

SUPPER

Epps'  
Cocoa

Epps'  
Cocoa

## MONEY IN IT

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

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

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

NATIONAL BISCUIT COMPANY,  
GRAND RAPIDS, MICH.

### ON THE RACGED EDGE OF THE LAW?



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

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

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

GENESEE FRUIT CO.  
LANSING, MICH.

## WE GUARANTEE

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

### ONE HUNDRED DOLLARS

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

Robinson Cider and Vinegar Co., Benton Harbor, Mich.

J. ROBINSON, Manager.

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

**BOUR'S**  
**COFFEES**  
**MAKE BUSINESS**

## Bour's Blended Coffees

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

THE J. M. BOUR GO.,

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



# MICHIGAN TRADESMAN

Volume XVII.

GRAND RAPIDS, WEDNESDAY, OCTOBER 11, 1899.

Number 838



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.

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

## THE MERCANTILE AGENCY

Established 1841.

**R. G. DUN & CO.**

Widdicombe Bld'g, Grand Rapids, Mich.

Books arranged with trade classification of names. Collections made everywhere. Write for particulars.  
**L. P. WITZLEBEN, Manager.**

**Tradesman Coupons** Save Trouble. Save Money. Save Time.

### IMPORTANT FEATURES.

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### HERO WORSHIP.

It is to be admitted that the American people, despite their democratic spirit, are somewhat given to hero-worship. They are by no means peculiar in this respect, but they are perhaps entitled to credit for a special aptitude for the discovery of heroic proportions where most other nations would recognize nothing more than the indications of the average force of intellect and strength of character. The earliest conspicuous display of this trait occurred in the memorable political campaign of 1840. There are many men still living who can remember the historic eccentricities of that contest, the log cabin and hard cider campaign, won by the Whigs with their battle cry of "Glory to the hero of Tippecanoe!" How the popular wisdom would have been justified in its choice of General William Henry Harrison had he not died so soon after his election must remain an unanswered question. The same thing must be said of General Zachary Taylor, the only other President elected by the Whigs. The reference just made to General Harrison may serve to remind some readers that in 1840 an anti-slavery convention met and nominated a ticket, consisting of James G. Birney, of New York, for President, and Francis J. Lemoyne, for Vice-President. Birney was nominated again four years later. In 1852 the free soil party nominated John P. Hale, of New Hampshire. In 1856, now for the first time known as Republicans, the anti-slavery men nominated John C. Fremont, then known to fame as the "Pathfinder" of the Rocky Mountains. The Republicans were looking for a popular hero when they nominated him, but available material of that sort seems to have been somewhat scarce. Fremont lived through the most eventful era in his country's history, and although there was enough in his career for a hero to "come out strong," as Mark Tapley would say, he would hardly be regarded now as a historical figure but for the single fact of his nomination to the Presidency.

General Grant's nomination in 1868 may be said to have been inevitable. He had been the most successful of all the Federal generals, his name was associated with victory in the public mind, and it was a time when military merit

was, above all, recognized and rewarded. He was a great soldier, but in practical politics he was out of his proper element. He had never taken an active part in politics before the war, and there was even some doubt as to which party he belonged to up to a short time before his nomination. That he was twice nominated and twice elected does not appear strange when one remembers how largely public offices, state and Federal, great and small, have been filled for the last thirty years by politicians who wear military titles.

Hero-worship, however, had apparently to a great extent lost its ardor before the beginning of the Spanish war. There seemed to be some ground for the hope that the American people had outgrown a tendency which is more especially characteristic of the youth of individual men and of nations. That brief conflict, however, has brought to the front some two or three new heroes, so to speak, whose names are mentioned in connection with the highest office within the gift of the people. For the first time naval heroes are spoken of as possible candidates for the Presidency and Vice-Presidency. There is no reason, so far as the public is aware, why one of them would not make as good a President as William Henry Harrison or Zachary Taylor would have made had those gallant soldiers lived to undergo the tests of civil office; but, upon the whole, it is hardly probable that any Admiral will occupy a place on any party ticket in the next general election. As a rule, it is best to keep great men in the special service in which they have achieved distinction. The United States navy can furnish fit employment for its most valiant sailors until they have passed the age of service in their profession, and then they will have deserved the right to rest upon the laurels they have so nobly won.

The prevalent notion that bicycle riders are not as numerous as they were two or three years ago is not borne out by the statistics of the manufacturers, according to figures furnished by an exchange. The companies which have been consolidated in the new \$40,000,000 bicycle trust have sold 841,642 bicycles this year, as compared with 661,232 sold in 1898, and 562,100 in 1897. They have increased their sales nearly 50 per cent. in two years.

A druggist in Cambridge, Mass., has petitioned the mayor to have a free ice-water drinking fountain in front of his store removed, on the plea that it is ruining his soda water trade. He says it is "not fair," and many of his townsmen are actively supporting him in this contention.

Kipling gets more money for a bad poem written now than he did for a good one a few years ago. It is the reward of fame, which has its rewards, as well as penalties.

The history that heroes make is not the same as that which yellow journalists write.

### THE CHRONIC GRUMBLER.

Grumblers are as old as the human race. Adam started in on the grumble before he was put out of the Garden of Eden. Everything went wrong there, including himself. Eve grumbled; but she had no neighbors, no club, no advanced woman's association to tell her troubles to, and she gossiped with the snake, and came to think she was a very ill-used woman, and reminded Adam that she had nothing to wear. They did the best they could, and covered themselves in a way with fig leaves, made up in the best way they could make them without the aid of a fashion magazine; but they still grumbled. Cain came after the happiness of Eden had broken. It is more than likely that he was born grumbling; he was a grumbler from the base up. He tilled the soil and raised fruits and vegetables and other things to eat. His brother, Abel, was a shepherd, "a keeper of sheep," as the record has it, and he brought to the Lord "the firstlings of his flock, and of the fat thereof," and was well received. Cain brought to the same Lord that had broken up the easy ways of Eden "the fruit of the ground," and his gift was not respected. Cain still grumbled, and more than ever, and had it in for his brother. "And Cain talked with Abel, his brother; and it came to pass, when they were in the field, that Cain rose up against Abel, his brother, and slew him." Cain was not hanged for murder; but a mark was set upon his forehead that he might live and be known as a murderer. He still grumbled, and said: "My punishment is greater than I can bear." But he bore it and lived to be the originator of a great race of people, all too swift for the times, and who were eventually drowned at the overflow that made people scarce and gave human beings a new start in Noah's ark. Grumbling kept on all the same, and is going on yet. Kings and queens are grumbling because they are not more respected. Respected peasants are grumbling because they are not kings and queens. Those who save nothing grumble because they are not rich. Those who earn nothing grumble because they can have nothing honestly. The homely grumble because they are not beautiful. The pretty grumble because their beauty fades so soon. The conceited volunteer teachers of men grumble because other men do not think as they do. The broken-down politician grumbles because the people do not keep him always in office. The hoodlum grumbles at the police. Grumbling would make the world very miserable if the grumblers could all have a hearing; but those who are charged with sweetness and light, and whose presence and words bring happiness, give the grumbler no audience.

It takes genius for a man to be a loafer and a popular favorite in society at the same time; but such things are possible.

A man who drinks too much seems to be without shame; but his nose blushes for him.



## Dry Goods

### The Dry Goods Market.

**Staple Cottons**—Practically everything in the brown goods section of the market has been advanced within the past two weeks and also most of the lines of standard sheetings and drills. Almost every line of staple goods, even if it has not been openly advanced, has felt the influence of the market, and in many cases calls for higher prices where any goods are to be found. Several lines of ducks and osnaburgs have been placed "at value." Bleached cottons are well situated. Buyers are looking for chances to make engagements for spring, but generally these offers are refused, except on the purely "value" basis. Wide sheeting, cotton flannels and blankets are steady, and coarse colored cottons in general are well conditioned, and sellers are very stiff in their attitude towards buyers.

**Prints and Gingham**—There is some increase to be noted in the business for fancy calicoes, but it is only fair and not what it ought to be. This is rather remarkable, in view of the fact that jobbers everywhere report a very satisfactory business. This branch of the business is really the only unsatisfactory one in the cotton goods trade. The reduction in price for such staples as indigo blues, etc., has had a very satisfactory effect on these goods, and what stocks there are on hand are being rapidly taken care of. There are very few staple ginghams to be found not under contract, and some of the most prominent mills are under contract for several months to come. Prices are firm all along the line. Fine ginghams have sold remarkably well, and dark dress ginghams and domet fabrics are scarce in everything except the cheaper grades, and in these some few stocks can be found.

**Dress Goods**—Everybody is still talking plaid backs, but opinions still differ as to their stability; that is, as to whether they are likely to hold to their popularity, or fade away after a period into a "has been" fabric. There are mills turning to fancy backs which have never done anything on this class of goods before. There are some attractive all wool stuffs, 54 and 56 inches wide, selling anywhere from \$1 to \$1.60 which have found a very good sale. Skirtmakers have use for a large yardage thereof; then there is a great variety of fancy backs, ranging anywhere in price from 75¢ to 95¢, which represent good money value. The weights of these goods range from 14 up to 20 ounces. Lighter weight goods have been shown, but they have scarcely met the requirements. Strictly all wool dress goods of 36-inch width stand at 36¢ to 40¢ for spring goods. With the wool market at its present height, 36¢ is a low figure for a purely all wool fabric. Of course, there are so-called all wool fabrics to be obtained below these figures, but they are not strictly all wool, although they may be commercially. Plaids will be shown in a variety of colorings, many of the lines being very comprehensive and attractive. Large patterns in grays have shown good promise in a number of instances.

**Hosiery**—The market is practically depleted as far as buyers of hosiery are concerned. The season as a whole has been extremely satisfactory, and the importers expect that if no change takes place in regard to the fashions for spring, the present orders will be con-

siderably increased between now and that time. The chances are that the demand for fancies will increase rather than anything else, and these, together with men's half hose in solid colors, will be lively features of the spring business.

**Carpets**—The retail trade have started to cut up carpets freely. While some who were disposed to work off old stocks as bargains have been active during the month of September the average retailer has reported business slow in comparison with August. The past week the latter have reported trade picking up. Jobbers have not filled their orders as promptly as the retailers expected. This is due to the fact that the large New York mills, as well as others, are behind in delivery of fall orders. Already some jobbers are looking around to see the new samples and prepare for their spring trade. The outlook is very favorable for next season. One of the best indications of improvement is the fact that all the jobbers are anxious for delivery of goods. There is no talk of cancellations. Even some of the manufacturers who were overordered will be obliged to carry some of this season's business into the next. The reason for this is the large demand and the prospect of a further advance next season on all lines. Wilton velvets have received a much larger call this season and the prospect is good for steadily increasing business in this line, which is sold at an average price of \$1.15 per yard, wholesale. Tapestry carpets are also selling very freely. The darker shades in all colors hold the lead. On this line, the September demand has been good and October is expected to even exceed the past month. The carpet manufacturers have come through a very busy season and have given their material away in inducing a large volume of business.

**Lace Curtains**—As the cooler weather is now approaching, the demand for this line is increasing with the retailer, who has stocked his shelves with a larger supply of both foreign and domestic goods than usual, and those who placed their orders early will be in a position to offer exceptional bargains to their customers, as compared with the prices that will have to be paid later on, as raw cotton and yarn are rapidly advancing. The chances of the low prices thus far offered this season should induce a large volume of trade, as consumers must pay higher prices on all kinds of goods.

A dentist is a man who pulls people's teeth. A lawyer is one who pulls their legs.

## 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.

## 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.

## 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.

WORLD'S BEST

# S.C.W.

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



## MICHIGAN'S MOST FAMOUS CIGAR

MANUFACTURED BY  
COLUMBIAN CIGAR COMPANY, BENTON HARBOR, MICH.



# DIRT IN SPICES.

Due to the Crowding Down Process in Prices.  
Written for the Tradesman.

The August bulletin of the State Dairy and Food Department issues a warning against the products of a certain New York manufacturer who has no representative in the State and who is putting some badly adulterated vanilla extract on the market. That some cheap concern like this could be easily tempted to violate the law is no great wonder, but that month after month and year after year the names of good reliable firms should appear in this Bulletin is a wonder, and an ever-increasing wonder. That some very great error exists is patent to the least careful observer. Is the law wrong? Is it badly administered? Are all these presumably honest firms frauds after all, or does the fault lie with the buyer? Inasmuch as the subject of pure food has been deemed of sufficient importance to engage the attention of our legislators, who have provided us with laws regulating the quality of nearly all the food products on the market and the means of enforcing these laws, it would surely seem a subject worthy of some attention from the consumers of food. That our food is less adulterated than it was prior to the enactment of the law is evident, but that it is not absolutely pure, as the law requires, is also evident from the reports of the Food Commissioner.

And still the question, Why?

The law may not be quite broad enough to cover all possible points, or it may be a little obscure or ambiguous on other points, but, as laws go, it is a pretty good law—clear enough and definite enough for those who desire to live up to it. That it has been administered fairly, and as rigidly as possible with the limited means provided for the department, must be admitted.

To suppose that the firms whose names appear in the Bulletin as transgressors are willful or conscious violators of the law would be, in most cases, assuming a fact that would be difficult to prove. To believe that either manufacturers or jobbers whose names for years have been synonyms for honesty and integrity would descend to putting corn meal in their pepper is impossible, yet the Bulletin says so, and says it upon the authority of the State Analyst. His report claims to be no more than a record of the elements contained in the articles submitted to him for chemical analysis, and as these come to him numbered only, any partiality or unfairness on his part is made impossible. These reports, as given in the Bulletin, are a little deep for the uninitiated, dealing with technical terms and chemical percentages, especially as so few of us know what the fixed standard is. Take, for instance, the sample B. 195, which is said to contain "an excessive amount of sand." The inference would be that the grinder of this pepper had willfully added sand, with the intention to defraud the consumer. The fact is, the so-called sand is simply the dirt and dust which would naturally adhere to the pepper in growing and handling. I am told by spice millers that black pepper can not be bought in train loads in New York under a guarantee of less than 3 per cent. dirt. The red pepper pods would, no doubt, carry even more, so the 4½ per cent. sand in this sample is not so bad as would at first appear, and proves no more than that the pepper was not so carefully

cleaned as it might have been, and that the producer was careless, instead of a willful cheat.

If the Commissioner would provide a sample analysis at the head of each division of the Bulletin, showing required standards, we could then judge how far short these delinquents really are. That the absolute innocence of the producer would be hard to establish in every case may be true, but that his guilt is no less than that of the dealers who, by demanding cheap and still cheaper goods, first tempted and later forced him into the production of such goods is equally true. Good and pure things can not be made cheaply and the grocer knows it. Why, then, does he not meet this proposition fairly and honestly and allow the manufacturers the opportunity to make both the pure goods required and a profit? Let him remember profits are quite as necessary to the producer as they are to the dealer.

The retail merchant holds an exceedingly important and responsible position in the business world. He establishes the price the consumer must pay and practically the price at which the producer must sell. More than all else, it was his senseless and ever-increasing cry for low prices that forced the manufacturers to invent methods of producing goods at a lower cost. When labor had been reduced to the lowest notch, when incidental expenses had been whittled to a hair line and margins had disappeared altogether, then the raw material was taken up and all that was costly eliminated or reduced to a minimum and cheaper ingredients substituted, without having yet met the demands of the buyer. Other means were sought for. Many of the larger and more reputable manufacturers either ceased their efforts or formed combinations and trusts to protect themselves and maintain a price which would allow them to make honest goods. The smaller and less independent producer in many cases was forced into all sorts of tricks to evade the law and at the same time meet the call for low prices. There is a trite old saying about there being more than one way to choke a dog, and these tricky and dishonest manufacturers are sure to find some way to make their goods fit the price the dealer pays. Hence it follows that every time a grocer buys goods below a fair and just price, or induces a seller to cut a fair price, he becomes "accessory to the crime." Lack of opportunity is undoubtedly one very excellent preventive against wrong-doing, but lack of temptation is a better and surer method.

E. L. Allen.

## Twelve Business Maxims.

The President of the London Chamber of Commerce gives twelve maxims which he has tested through years of business experience, and which he recommends as tending to insure success:

1. Have a definite aim.
2. Go straight for it.
3. Master all details.
4. Always know more than you are expected to know.
5. Remember that difficulties are only made to overcome.
6. Treat failures as stepping-stones to further effort.
7. Never put your hand out farther than you can draw it back.
8. At times be bold; always prudent.
9. The minority often beats the majority in the end.
10. Make good use of other men's brains.
11. Listen well; answer cautiously; decide promptly.
12. Preserve, by all means in your power, "a sound mind in a sound body."

## The Height of Oratory.

"And is Rockford so much of an orator?"  
"Man, he could describe a boarding-house dried beef supper in such language that your mouth would water with desire."

## 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."

## 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.

Established 1780.

**Walter Baker & Co. LTD.**

Dorchester, Mass.  
The Oldest and  
Largest Manufacturers of



**PURE, HIGH GRADE  
COCOAS  
AND  
CHOCOLATES**

on this Continent.

No Chemicals are used in their manufactures.

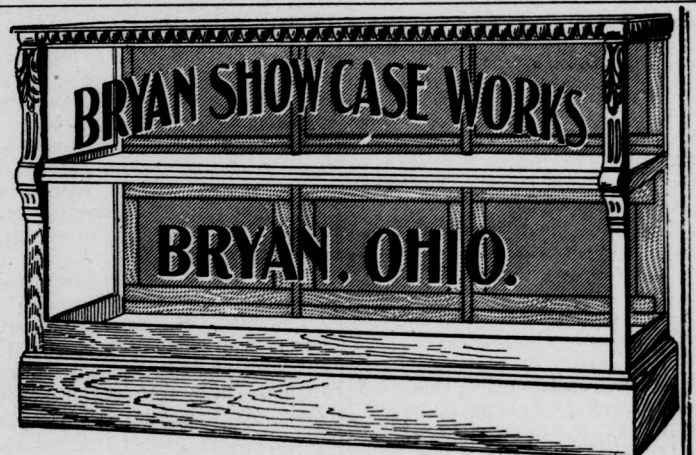
Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

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

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

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

**Walter Baker & Co. Ltd.**  
Dorchester, Mass.



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

## H. M. Reynolds & Son,

Manufacturers of

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

**Grand Rapids, Mich.**  
Office, 82 Campau st.  
Factory, 1st av. and M. C. Ry.

ESTABLISHED 1868

**Detroit, Mich.**  
Foot 1st St.



## Around the State

### Movements of Merchants.

Mason—Knapp & Mendell have closed out their bazaar stock.

Centerville—R. H. Reitz, baker, has sold out to G. Gemberling.

Pontiac—Wm. Jay, meat dealer, has sold out to W. A. Linabury & Co.

Saint Charles—John Stanard has purchased the drug stock of J. A. Griffin.

Holly—B. Durdle & Co. have sold their hardware stock to H. W. Holmes.

Port Huron—W. H. Mann has purchased the grocery stock of N. E. Lamlein.

Ovid—N. E. Preston, of Gaines, has purchased the grocery stock of A. S. Jorae.

Flint—Z. Chase & Son, dealers in carriages, have dissolved, Z. Chase succeeding.

Almont—H. H. Mair & Co. continue the general merchandise business of H. H. Mair.

Houghton—Minnie L. Sullivan succeeds Berg & Sullivan in the millinery business.

Trufant—Blackburn & Son, of Sand Lake, have opened a meat market at this place.

Fremont—Jacob Weiss has removed his stock of general merchandise to Michigamme.

Crystal Falls—Meyer Savlan has purchased the dry goods stock of L. Warshowsky & Co.

Alpena—John R. McDonald succeeds McDonald & Ash in the harness and bicycle business.

Saginaw—Richman & Son continue the grocery business formerly conducted by D. Richman.

Essexville—Sandorf & Mahler succeed A. L. Sandorf in the dry goods and shoe business.

Scotts—Adams Wells has purchased the implement and flour and feed stock of Wilson & Gilson.

Saginaw—W. R. Murray has purchased the drug stock of Jay Ostrander at 32 Genesee avenue.

Port Huron—Fisher & Cronan will open their agricultural implement store on Broad street Oct. 16.

Charlotte—Wm. A. Randall has opened a grocery, confectionery and cigar store at this place.

Lansing—A. M. Birney will open a grocery store with an entire new stock at 111 Michigan avenue.

Minden City—The Farmers' Mercantile Co. succeeds Lena (Mrs. Isaac) Schulman in general trade.

Flushing—Stevens & Niles have purchased a new stock of groceries and engaged in business at this place.

Saginaw—Kalzow & Reinke continue the grocery business formerly conducted under the style of C. J. Kalzow.

Port Huron—George Close, formerly a marine engineer, has embarked in the the grocery business at this place.

Port Huron—Timothy Walsh will close his River street grocery store and embark in the same line on St. Clair street.

Bangor—J. W. Pedrick, dealer in drugs, tobacco and cigars and wall paper, has removed from Lacota to this place.

Trufant—Mrs. N. Soules has put in a line of millinery and fancy goods in the store building recently occupied by A. Medler.

Otsego—J. D. Woodbeck has added a railroad ladder and other betterments to his drug store, making it one of the best arranged and most completely equipped stores of the kind in the State.

Tecumseh—W. W. Marsh has purchased the Lawrence VanTyne block and will shortly occupy same with his meat market.

Coldwater—H. P. Eldridge and son, Roy, have purchased the drug stock of Z. G. Osborn & Son and have taken possession of same.

Bradley—Lee Deuel has sold his store and stock of general merchandise to N. L. Birchard, of Plainwell, Mr. Deuel taking in exchange a farm.

Grawn—Henry McCowan has purchased a store building here and will embark in the hardware business about Nov. 1. Mr. McCowan hails from Scottville.

Port Huron—The International Tea Store Co. has discontinued its retail grocery business, except among railroad employes, which is conducted on the order plan.

Newaygo—James Herron has sold his grocery stock to Seymour B. Gauweiler, who will continue the business at the same location. Mr. Gauweiler hails from Croton.

Eastport—Byron Sweet has purchased of D. D. Blakely the stock of general merchandise formerly owned by F. M. Harris and will continue the business at the same location.

Menominee—The Ramsay & Jones block, which will be occupied by the Northern Hardware & Supply Co. when completed, will be ready for occupancy about November 1.

West Bay City—Jay Ostrander has sold his drug stock in Saginaw and removed to this place. He has accepted the position of chief clerk in the drug store of D. B. Perry.

Maple Rapids—John Watkins, of the grocery firm of Redfern & Watkins, has sold his interest to O. G. Webster. The business will be continued under the style of C. M. Redfern & Co.

Scottville—T. R. Reeder has purchased the interest of J. C. Mustard in the general stock of Reeder & Mustard and will continue the business under the style of T. R. Reeder & Co.

Port Huron—Port Huron merchants will hereafter purchase potatoes at the rate of 60 pounds to the bushel. This condition of affairs has been brought about by the action of the farmers in dealing unfairly with the merchants.

Croswell—Forest B. Brake has merged his dry goods and clothing business into a corporation under the style of the F. B. Brake Co. The authorized capital stock is \$5,000. The incorporators are F. B. Brake and D. A. Brake, of this place, and G. Beal, of Marine City.

Boyne City—Wm. H. White and John F. Fairchild, who have conducted a general merchandise business here many years under the style of White & Fairchild, have dissolved by mutual consent, Mr. Fairchild purchasing the interest of his partner and continuing the business in his own name.

Scottville—J. C. Mustard has formed a copartnership with Olney & Aubrey, the Ludington dry goods merchants, and engaged in general trade here under the style of the Scottville Department Store. The dry goods stock has been removed from Ludington and lines of shoes and clothing will be added shortly.

Hillsdale—A representative of the Chicago Trading Association has succeeded in interesting a number of Hillsdale business men in the trading stamp scheme. Each merchant is to give a 10 cent trading stamp for every 10 cents' worth of goods sold. A collection of 300 of the stamps entitles the holder to a choice of a variety of premiums.

Grand Marais—E. G. Endress & Co. purchased at chattel mortgage sale all the property of Morse & Schneider, which includes a store building and a stock of general merchandise, said to be worth about three times the amount of the purchase price, which was \$6,715. The new firm at once took possession and is continuing the business at the old stand.

Battle Creek—The five new buildings now undergoing erection in this city are being pushed to completion as fast as the scarcity of labor will allow. The Penniman block is built up as far as the sidewalk, the first floor being all laid. The hotel being erected by C. W. Post on the old Alvord property has its foundation nearly completed, while the office building on McCamly street is finished as far as the excavation work is concerned. The block to be constructed by Mr. Post on the old Hubbard property has as yet not been started. The business block to be erected on East Main street by Messrs. Brown, Adams and Stewart has not been started yet, but the ground has been excavated to the depth of six feet for the cellar.

### Manufacturing Matters.

Trufant—J. C. Christensen has engaged in the lumber business and is putting in a well-equipped yard here.

Port Huron—Henry Herr has purchased all of the machinery belonging to the American Egg Case Co. and will put it into the new machine shop he will shortly open at this place.

Belding—The Belding Shoe Co. denies that it contemplates removing its factory away from Belding, the recent report to that effect having started without its knowledge or consent.

Lansing—Molitor, North & Moyers have purchased a controlling interest in the Lansing Boiler and Engine Works and will continue the business, including the manufacture of springtooth harrows.

Port Huron—The Eskimo Fur Robe & Tanning Co. has been organized to engage in the tanning and fur business. Capital, \$10,000. Incorporators: O. E. Harrington, C. A. Hovey, H. G. Barnum, J. B. McGregor, E. F. Law, all of Port Huron.

Detroit—The M. Mitschkun Co. has filed articles of incorporation to engage in a general machinery and iron business, in connection with railroad and marine interests. The capital stock is \$5,000, all paid in, and the incorporators are Sarah and Lillie Mitschkun and Annie Wilson.

Saginaw—J. H. Zubler, who has been the manager of the Saginaw Suspender Co. since it located in this city, has gone to Breckenridge, where he has engaged in the hardware business. The Suspender company has suspended; that is, it has gone out of business for the present. The enterprise was a success in a small way, but it did not grow into the large business that was anticipated, and has been closed up.

Saginaw—A large amount of cedar is being brought down the Detroit & Mackinac Railroad, and three Eastern buyers are picking up all the ties they can find at 38 cents each, double the price that was paid two years ago. Cedar camps are being started all through the northern section of the State. The Cleveland Cedar Co., which has its headquarters here with T. B. Simons as manager, has contracted to furnish Eastern parties with 160,000 fifty-foot poles. The Porter-Morse Cedar Co. is starting camps in Clare county.

### The Boys Behind the Counter.

Ann Arbor—D. N. Travis succeeds Edward DePont as manager of the furnishing goods department of Mack & Co.

Elk Rapids—Fred Winnie is now prescription clerk for W. J. Mills.

Dowagiac—Charles Secord, of South Haven, has taken the place of Paul Warner in the G. W. Moore grocery house.

Newberry—John Tait has taken a position as salesman in C. B. Noble's clothing store.

Saginaw—Moses Reichman, the well-known dry goods clerk, who entered the employ of J. Bauman some ten years ago, and who continued with Mr. Bauman's successors, Porteous, Mitchell & Co., will engage in the dry goods business on his own account at 1,000 Gratiot street.

Kalamazoo—Bert Ward, a clerk in Brownell's supply store, has taken a position with S. Stern & Co., of Marcellus.

Saginaw—Charles S. Emerson, late advertising writer of the Saginaw Dry Goods & Carpet Co., left the city last Saturday and his present whereabouts are unknown, even to his employers. It was ascertained that he had jumped the town on three hours' notice, taking his family with him. There was some mystery attached to his sudden and unexplained departure—probably the mystery of unpaid bills. He is a "skipper" of some experience, having left Grand Rapids people in the lurch to the tune of several hundred dollars several years ago.

### Youth's Best Aspirations.

It is fortunate when the youth of a country have an ideal. No nation is truly great without a common ideal, capable of evoking enthusiasm and calling out its energies. And where are we to look for this if not in the youth, and especially in those to whom fortune and leisure give an opportunity of leadership? It is they who can inspire by example, and by their pursuits attract others to a higher conception of the national life. It may take the form of patriotism, as in this country, pride in the great republic, jealousy of its honor and credit, eagerness for its commanding position among the nations, patriotism which will show itself in all the ardor of believing youth, in the administration of law, in the purity of politics, in honest local government and in a noble aspiration for the glory of the country. It may take the form of culture, of a desire that the republic—liable like all self-made nations to worship wealth—should be distinguished, not so much by a vulgar national display as by an advance in the arts, the sciences, the education that adorns life, in the noble spirit of humanity and in the noble recognition of a higher life, which will be content with no civilization that does not tend to make the country, for every citizen, a better place to live in to-day than it was yesterday.

Charles Dudley Warner.

### Telephone Topics.

Twenty-nine Bell telephones were taken out at Hastings on Oct. 1, leaving only 16 Bell phones in use in that city. On the same date the Citizens Co. had 186 phones in operation.

Eight Bell phones were taken out at Nashville Oct. 1, leaving only two Bell phones in use at that place. The Citizens Telephone Co. has 52 telephones in use there.

The Bell telephone system in Michigan is rapidly being extinguished.



## Grand Rapids Gossip

## 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.

Beans—The market has advanced so rapidly that handlers hardly know where they are at. Local dealers pay about \$1.30 for unpicked beans, holding city picked at \$1.45@1.50.

Beets—\$1 per 3 bu. bbl.

Butter—Receipts of dairy grades are much more liberal than they have been, due in part to the recent rains. The quality of the receipts has also improved. The price holds up well, extra fancy commanding 20c, fancy fetching 18c and choice bringing 16c. Factory creamery is strong at 22c.

Cabbage—35@40c per doz.

Carrots—\$1 per 3 bu. bbl.

Cauliflower—\$1@1.25 per doz.

Celery—12@15c per doz. bunches.

Crab Apples—Very scarce at \$1.50 per bu.

Cranberries—Cape Cod stock is meeting with ready sale on the basis of \$6@6.25 per bbl.

Dressed Poultry—Spring chickens are in good demand at 10@11c. Fowls are in fair demand at 10c. Ducks command 10c for spring and 8c for old. Geese are beginning to come in and find a market on the basis of 8c. Turkeys are in good demand at 12½c for spring and 10c for old.

Eggs—Dealers pay 17c for fresh stock, holding candled stock at 18c and cold storage at 17c. Most of the receipts from the country illustrate the crafty hand of the thrifty farmer, who has held his summer eggs for higher prices, mixing them with his fresh eggs and palming them off on the retail dealer as strictly fresh. Of course the old eggs are shrunken and unfit for use except for baking purposes, but the farmer is the gainer and the shipper sustains the loss.

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. Snipes will be taken in after Oct. 20, and snipes opening at 75c per doz. and yellow legged \$1.50 per doz.

Grapes—Blue varieties are practically all marketed, but considerable quantities have been placed in cold storage, which will come out later. From present indications the usual shipments of New York grapes to this market will be omitted this year, due to shortage at home. Niagaras are still being marketed in a limited way, on the basis of 16c for 8 lb. baskets.

Honey—White clover is strong and scarce at 15c. Dark amber commands 13@14c.

Live Poultry—Squabs are in fair demand at \$1.20 per doz. Pigeons are in strong demand at 50c per doz.

Onions—Dealers hold Spanish at \$1.40 per crate and home grown at 40@45c. Shipping has not started much yet, owing to the anxiety of shippers to get the apple crop out of the way first.

Parsnips—\$1.50 per 3 bu. bbl.

Pears—Keefeers are coming in and find ready sale at \$1.50 per bu. or \$4 per bbl.

Plums—German Prune from cold storage are held at \$3 per bu.

Potatoes—Dealers pay 30c on the local market and supply local demands on the basis of 35c. The outlook for the Michigan crop is not as bright as could be wished. Missouri claims to have nine million bushels, as compared with three million bushels last year, and Colorado is reported to have an unusually large crop. The same is true of Minnesota and Wisconsin, which will prove to be formidable competitors with Michigan in the Southern market again this year. The tendency of Michigan growers is to dig their tubers too early in the season, before they have fully matured, but there appears to be a disposition to permit them to remain in the ground longer this season. The Michigan crop report for September places the estimated yield at 68—70 in the northern counties,

68 in the central counties and 67 in the southern counties of the State.

Quinces—\$1.75@2 per bu.

Squash—Hubbard commands 2c per lb.

Sweet Potatoes—Jerseys are in good demand at \$2.75 per bbl. Virginias are active on the basis of \$1.80 per bbl.

Turnips—\$1 per bbl.

Tomatoes—Ripe stock fetches 65c per bu. for frosted and \$1 for cold storage. Green is billed out at 50c per bu.

## The Grain Market.

Wheat has been somewhat depressed during the week, owing to the advance in export freight rates and the scarcity of vessel room at seaboard, also stocks growing large in the visible, which is 44,300,000 bushels. The large increase is in the Northwest and probably will increase somewhat yet unless more room can be obtained for export shipments. Winter wheat is not overplentiful. There is only a limited supply of No. 2 red. Local mills are fairly well supplied for the present.

Corn remains steady. The demand fully keeps pace with receipts and there is no change in price.

Oats, while not as strong as they were, are steady and there is more enquiry for them at full prices.

Rye demands fully 1c above last week's prices. The demand keeps up remarkably well with the fine weather. Deliveries in grain, except wheat, have been fair.

The demand for flour, as well as mill feed, has been good, both locally and domestic, and prices have been well sustained.

Receipts have been fair, being 77 cars of wheat, 7 cars of corn, 6 cars of oats and 4 cars of rye.

Mills are paying 66c per bushel for wheat. C. G. A. Voigt.

## Hides, Pelts, Tallow and Wool.

Hides remain high in price. With large sales of packers at big money, country hides have reached a price where many tanners are working to only one-half the usual tannage. Others keep working on in hopes that leather will advance. There can be no profit on present values of hides and leather.

Pelts are a scarce article, bringing a high value beyond what can be realized from the value of the wool on them. The advanced price has not resulted in bringing an additional pelt to market.

Tallow is in good demand from soapers and others. The market is short of stock. The high prices of seed oils force soapers to look for animal fats. The stock of soaps is small and a further advance in both fats and soaps is looked for.

Wools are selling freely. They are in good supply, although the original cost keeps them out of the market to some extent. Manufacturers are ready buyers, as they have sold their product at a fair advance. Fine wool is in small supply, the mills using a coarse wool in order to keep running. The 10 per cent. advance obtained at the opening of sales in London on coarse wool has been lost the past week, which reacts on our market. Considerable States wool is moving out. Wm. T. Hess.

## Best Brand of Oysters.

F. J. Dententhaler, who has handled the celebrated Anchor brand of oysters for the past fifteen years, has arranged to handle the same brand this season. See quotations in grocery price current.

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

The man who doesn't know what he wants doesn't know when he gets it.

## Dwindling Tendency of the Morning Market.

The changes of a week in the morning market are very marked. While the weather conditions have been favorable to a large attendance and business, there has been a rapid falling off, showing that the season is pretty well over.

It is noticeable that the falling off of the market is not on account of the demand having been supplied, but products have been exhausted in many cases. Talking with the sellers, the common report is that everything is marketed. In no season for many years has there been such a cleaning up of everything salable in the line of fruit as has characterized the present. In the commoner varieties prices have maintained a more uniform level than would naturally be expected in view of the ready demand. Farmers have been content to accept a fair return with quick sales.

Grapes are still appearing in small quantities, but the offerings now, since the heavy frosts, are very perishable, and a few days will witness their entire disappearance. The prices have been very uniform and those growers favored by having considerable quantities are well satisfied.

Late pears are still holding their own in considerable quantities. The pear season seems to have been unusually long this year, probably owing to the fact that more of the early and later varieties were marketed on account of the unusual demand.

Of course, the predominating fruit now is apples. The variety in qualities is very noticeable, for the reason that only the choicer ones could find any sale except for cider (which would not appear on the market), in past years. It would seem, from the varieties offered, including the standard winter fruit and even russets, that the demand is rushing the season and that there will be an early falling off when everything shall be sold.

Quinces are offered quite freely and are in good demand on account of their value in utilizing the apple as a substitute for the peach.

Tomatoes, both green and ripe, are still in considerable abundance notwithstanding the early frosts, but their disappearance will now be rapid.

Potatoes are the important vegetable offering and prices are kept pretty uniform. It is noticeable, as the season advances, that there is an unusually marked difference in qualities. The most serious defects prevailing are caused by brown spots and rust. The better grades are unusually good, many loads making as handsome a show as could be desired.

The general vegetable market shares in the falling off of attendance, although in less degree than on the fruit side. Many of the coarser products, such as pumpkins, squashes, etc., are coming in freely and seem to meet ready sale.

## The Hardware Market.

During the past week there has been a still further increase in the volume of general business, especially so far as retailers' orders are concerned. Jobbing houses and manufacturers in their direct dealings with the merchants are fully occupied. The iron market continues strong and with an upward tendency, manufacturers often finding it difficult to obtain material as promptly as their needs require. Advances are constantly being made in general goods in which the item of labor is an important element of cost. A reasonable disposition

on the part of manufacturers to realize in the present state of things a better margin of profit than has been possible under close competition the past years, in which it was for many of them a difficult matter to obtain a fair return for their investments and labor, has its effect upon advancing prices. In many lines of goods it is impossible for jobbers to keep a full supply. Axes are noticeably scarce. In wood screws an advance of about 14 per cent. has been made, and also a new list has been issued on machine bolts and coach screws, which means an advance of about 10 per cent. on the entire line. The manufacture of elbows, which ordinarily slow up somewhat, must now be briskly pushed forward. Lanterns of all kinds were advanced Sept. 3 from 50c@\$1 per dozen, depending upon the different kinds. The demand for wire nails continues unabated and is a surprise to the trade, but at the present writing there has been no change in the price, although it is believed one will soon take place. The tack market continues to have a strong tone and an upward tendency, on account of the price of raw material and the extent to which the manufacturers are working in harmony. In window glass an advance took place Oct. 10 and the present discount in boxes is 80 and 10, with an advance of 10 per cent. by the light. Sisal and Manila rope of all kinds are firm in price. It is not believed that any lower prices will be made this fall. Horse and snow shoes have advanced in the last week 25c a keg. Favorite churns, also, owing to scarcity of timber of which they are made, have been advanced and a price of 65 per cent. in place of the discount properly ruling is now made.

## Marks Not Meant For Feminine Eyes. From the Washington Post.

"People often ask me the meaning of the apparently crazy hieroglyphs and figures that are stamped on the inner side of the uppers of ready-made shoes nowadays," said a shoe dealer.

"As every shoe manufactory has a secret stamp code of its own, and there is, therefore, no possibility of the general public learning more than that such codes exist, I may as well tell you that the vanity of customers—shall I say, of women customers particularly?—is at the bottom of these queer stamped characters and figures. You'd be surprised to know, for instance, how many women there are who imagine that they wear a No. 3 shoe, when in reality their size is a couple of figures larger. A shoe salesman who understand his business can tell precisely the number of the shoe a woman customer wears at a glance. But, as often as not, a woman whose foot is a No. 5 calls for a couple of sizes smaller, and so the mysterious stamped hieroglyph scheme was devised for the purpose of encouraging her in the belief that her foot is a couple of sizes smaller than it really measures in shoe leather.

"When a woman calls for a No. 3 to fit a No. 5 foot, no shoe salesman of this period who cares for his job is going to tell her that she requires a No. 5. He simply brings out a shoe of the style she wants, that he feels confident will fit her comfortably, and lets it go at that. A woman rarely thinks to enquire if the shoe is really the size she asked for, for she takes it for granted that the salesman has given her what she requested. But when a woman does ask that question, it is the shoe salesman's business to unblushingly reply in the affirmative—and I don't think these little necessary white lies are stored up against men in business. The woman customer might examine the hieroglyphs inside the uppers for a week without finding out differently, and, even if she had the key to the puzzle, it would only make her feel bad, so what would be the use? There are tricks in all trades but ours."



## Woman's World

Some of the Penalties of the Moving Mania.

To me there is no more curious social development than the restlessness that prompts so many women to be forever tearing up their household goods and rushing with them from place to place, as if they found in the mere moving something that satisfied, for the time being, their craving for excitement. A homely old story used to relate that in the country, when a Methodist circuit rider's chickens saw a covered wagon they flopped over on their backs and crossed their legs, preparatory to being tied and moved, and, similarly, none of us would be surprised if the furniture of certain women we know should develop the power, through long force of habit, of packing itself and climbing unassisted unto a furniture-moving van. Heaven knows it has had experience enough.

Inexplicable as this mania for moving is, it is none the less an established fact, and it has given us a race of nomads, forever on the march, with no settled abiding place, and whose ideal is the Arab of the poem, who could fold his tent at daylight and silently steal away, without even having to turn over a key to anybody. In its most aggravated and violent form it finds expression in the woman who flits from boarding-house to boarding-house, never satisfied, always changing, and who in time develops into a kind of genteel tramp. Once she lets this passion take hold of her it becomes an affliction as incurable as the opium habit. It is in vain that landladies try to please her and hotelkeepers try to stay her wandering footsteps. Although they should provide her with the forty mattresses of ease, without the crumpled rose leaf, and should regale her on humming birds' tongues like the princess of the fairy tale, she would still go on.

It is not that she is more dissatisfied one place than another, because all places look alike to her after the novelty has worn off. The only explanation she ever offers is that "she is tired staying here, and wants to move," and she packs her trunk and goes. There is no place in her wandering life for ties of affection for any place. She never stops still long enough for any friendship to grow up about her, and so in moving she moves away from some of the best things in life. She never even accumulates any belongings. The little knick-knacks and souvenirs that other women like to accumulate she discards as worthless rubbish in order to keep herself in light marching order for the next hurried move, and the room she sarcastically calls "home" breathes about as much of the real home spirit as the one-night lockup in a jail. Bad as this way of living is for the unattached woman, it becomes an appalling crime when she drags around in her wake, as she often does, little children, who are taught to be vagrants in their very babyhood, and whose holiest associations of a home are comprised in a receipted board bill.

Pressing this woman hard for place is the sister who never camps two years in succession in the same house. Apparently, as far as anyone else can tell, she merely takes one house as a kind of temporary resting spot while she hunts another. She never stays in the same place long enough for her furniture to get to look at home in her rooms, and you never ring her doorbell without ex-

pecting to see a strange face and hear she has moved on further.

Still another woman with the moving mania is the one who varies the monotony of life by continual changes from housekeeping to boarding, then to furnished apartments and meals at restaurants, interspersed with seasons of gas stoves and light housekeeping, and goodness knows what other makeshifts of existence devised for the discontented and lazy. She is always a woman with an eloquent grievance. If she is boarding she spends her time discoursing on the superior delights of and privacy of one's own home, and planning what she is going to do when she takes her things out of storage in the fall and goes to housekeeping for the forty-eleventh time. If she is keeping house she forces you to listen to her tale of woe about the degeneracy of servants, the robbery of tradespeople, the slavery of a woman to her house, and of the heavenly and ecstatic state of bliss she expects to enjoy when she gets rid of her lease and sells her furniture out at auction.

The great and unapproachable American husband never appears to my eye to be as near an unfledged angel, and as full-fledged a goose, as when he lets himself be dragged about, the victim of the whims of this kind of a woman with the moving craze, and who is perfectly certain to be discontented and dissatisfied whichever way she does.

Nor is this restlessness confined to those who rent. People who own their own houses are every whit as fickle, and it is no uncommon thing to see a home broken up with no more concern than a last year's bird's nest. Anything goes by way of excuse. The cook leaves, and presto! the house is put into the hands of a real estate agent. Perhaps madame wishes to travel or go off for the summer. Sraightway the house is let, furnished, to another nomad who thinks she would like to vary her discontent by keeping house a while. Or, fashion has moved up town. They tack a "For Rent" sign on the old house that has sheltered their parents and grandparents, and pursue the fickle jade into a brand new home, in a brand new street. One must change her residence nowadays like she does her frock, to keep in the fashion, and there seems to be no more sentiment in discarding an old home than an old pair of shoes.

Nothing could more clearly mark the distance we have gotten away from the past than this. Fifty years ago nothing save financial stress could induce a man to part with his home, and for one to rent his house because he was to be absent from it for a few months would have been to advertise stringent business necessities. Now, rich men rent their houses, and the society columns are filled with the flitting and lettings of people of means who are changing their homes. To have simply walked out of her house, as the woman of to-day thinks nothing of doing, leaving strangers to sleep in her beds, entertain in her parlors, eat off of her mahogany, make free with all the accumulated treasures of her years of housekeeping, would have been something impossible to our grandmothers. But then, they, poor souls, had never been bitten by the mania for change and were content to live and die in the same house, whose every fault grew dear to them through habit and association.

Of course, the woman who is always on the move has a plausible and glib excuse. She talks of modern conveniences, and urges the necessity of keep-

ing up with the march of progress and says by always taking the last thing she is sure of the newest improvements. Perhaps, and yet never having a stable home is a pretty high price to pay even for sanitary plumbing and built-in sideboards. This is to say nothing of the waste and break, the turmoil and tribulation, the work and worry that make moving as aggravating and irritating as an eruptive disease.

Undoubtedly, doing away with a stable home—the place that was the cradle of one's race—does away with much of the poetry and finer feeling of life. Those of us who were so fortunate as to have such a home know that its memories are among our priceless treasures. We think of the old father and mother sitting by the fireplace where we knelt as a child, where we saw pictures in the hollow of the coals on winter evenings, and where, as the years went by, we dreamed the long, sweet dreams of youth. We have only to shut our eyes and the garish lights of the city grow dim and we see the shabby old wall with the marks still on it of where we "measured" with little sisters and brothers—dead, alas! now these many years or gone out to fight their own battle in the world. We know every twist in the glass in the old windows; we could go blindfolded through every turn of the hall; we remember every inch of our own little room where mother used to come to tuck us up at night and give the last good night kiss. We could not go so far in the world but what the old home would seem to stretch out loving arms to us, we could not stray so far but what the tender and innocent memories of it would still come back to us, and we believe we are better men and women for it.

No such associations, no such sentiment can cling about a house where one lives temporarily and where one is always holding oneself in readiness to move. Such a love of a home must be watered with the dew of many evenings and warmed by the suns of many summers before it can flower, and it is one of the many misfortunes of the child of to-day that he is so often robbed of this sentiment. It is well enough to say that home is where the heart is and that the house we are renting by the month and which we mean to leave at the end of thirty days is just as much a home while it lasts as an hereditary castle. So is a chair in a railroad eating-house yours for the time you occupy it, for that matter; but no one can imagine entertaining any affection for it. There must be permanence. Love of home must have time, if it is to strike its roots down into the soul, and the child who has no idea of home except the flitting panorama of a street full of different houses, in all of which he has lived, is to be pitied for all he has missed, and for being the innocent victim of the moving mania.

Dorothy Dix.

### Desire For the Unattainable.

There is a charming little story of Queen Victoria which relates that in her childhood she was once taken to visit Queen Adelaide, who said to her, "Now my dear, you have an hour and a half to spend with me and you shall do exactly as you like." "May I do exactly as I like?" asked the little princess. "Yes," replied the queen, "precisely whatever you please." "Then," said the little princess, "dear aunt Adelaide, if I might only clean the windows," and it is pleasant to know she got her heart's desire and did clean the windows.

The little story has its pathos, as well as its humor, in illustrating the universal human desire for the thing we have not. There is no rose so sweet as the one that grows just beyond our reach; there is no pleasure so fascinating as the one we are not permitted to enjoy; there is no land so fair as the one we may never see. Perhaps the woman in whose commonplace path our forbidden rose grew found it set about with thorns, and blighted at the heart; perhaps the pleasures that seem so alluring to us are dull enough to the people who are going through their monotonous rounds; perhaps the little princess even found washing windows a laborious and unexciting occupation after all and its only charm was the charm of the forbidden.

It is curious to think how much this desire for the unattainable enters into all our ideas of happiness. The woman who is socially ambitious is sure that there is no society so brilliant and entertaining as that of the rich people, of whose dinners and receptions she reads in the society columns of the papers, while, very likely, the woman doomed to constant companionship of the same little set groans over the stupidity of forever hearing about the same things, and thinks nothing on earth would be so delightful as to break away from it into some delightful Bohemian set, where there was neither money nor talk of money, and from which, when one went away, one carried memories of the talk instead of the food.

The domestic woman, complaining of the round of household duties, imagines that that woman only is to be envied who has achieved fame, and that she would have been perfectly contented if such had been her lot. Yet one of the greatest women the world has ever known wrote of how desolate it was to sit still by solitary fires and hear the nations praising her afar. No one need doubt that there were times when fame offered a poor substitute for the love of husband and children, and in her loneliness it seemed to her that she had missed the road that led to happiness.

It is part of the general human discontent to be forever desiring the unattainable, but it is well to stop and remember that the one we envy may be envying us, and that every lot has its drawbacks. To us in the valley nothing may seem so desirable as the storm-swept mountain top. To reach that height we think it is worth striving for, and dying for, but the man who knows how lonely and how barren it really is only dreams of the green valley, where the peaceful waters are, of which he may never drink. And so we spend our lives at cross purposes, like foolish children, each desiring the thing his brother has gotten, and that in reality is no better than our own, but only seems so because it is unattainable.

Cora Stowell.

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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.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - OCTOBER 11, 1899.

STATE OF MICHIGAN } ss.  
County of Kent

John DeBoer, being duly sworn, deposes and says as follows:

I am pressman in the office of the Tradesman Company and have charge of the presses and folding machine in that establishment. I printed and folded 7,000 copies of the issue of Oct. 4, 1899, and saw the edition mailed in the usual manner. And further deponent saith not.

John DeBoer.  
Sworn and subscribed before me, a notary public in and for said county, this seventh day of October, 1899.

Henry B. Fairchild,  
Notary Public in and for Kent County, Mich.

#### THE AMERICAN BUSINESS MAN.

The phrase is rather quaint, but until very recently it would have been, perhaps, impossible to find any other that would have more adequately conveyed the popular ideal of the respectable, solid and conservative citizen. In France, and, indeed, in Europe generally, there has been a degree of prejudice against the typical bourgeois, because of his supposed lack of ideality and his reputed bondage to conventional standards. The old Bohemian of the Latin Quarter is gone; at least, his class is extinct. Ambitious young writers and artists are no longer distinguished by eccentricities of dress or manner. Men of that ilk now cultivate the graces most admired in polite society, and are only too happy when it is in their power to exhibit, in the most refined and unostentatious manner, the evidences of an ample bank account. But the artistic and literary world has not surrendered without reserves; it still prefers the peasant, the artisan and the soldier to the bourgeois. In the United States, however, there has been comparatively little perceptible feeling of that sort. Possibly this is because there has been in this country no class corresponding exactly to the "bourgeoisie" of Europe. Here, in fact, neither individuals nor families regard themselves as permanent representatives of any fixed class. Here there is a career for talent along all the lines of legitimate endeavor, and there are so many examples of men moving upward from the lowest to the highest rung on the ladder of fortune that there are very few strong and earnest young people who regard themselves as placed for life. So it happens that the hard and fast lines which divide the different classes in the Old World are not so distinctly drawn in the United States, and traits peculiar to particular persons are not so

likely to be transmitted from one generation to another.

On the other hand, the people of this country pay a tribute of high admiration to their ideal business man. They regard him not as the representative of a class or of any recognized social rank, but rather as an example or illustration of a particular style of manhood. He is honest, prompt, industrious, vigilant, shrewd, resourceful and enterprising. When a man here calls his neighbor a business man the words are accepted as eulogistic. He probably means, in the first place, that his neighbor recognizes both his obligations and his opportunities; that he understands the inexorable nature of the law of cause and effect; that he does not expect something for nothing, and, in general, that, so far as his trade or his profession may be concerned, there is no nonsense about him. From the American point of view, all this demands that the man should possess a certain liberality of mind or breadth of view, and that, in his business, at least, he has the courage of his opinions. His courage and enterprise are, perhaps, the traits which appeal most powerfully to the popular imagination, although it is essential to his standing that he shall prove himself absolutely trustworthy.

Of late, however, it has been apprehended that, as this country grows older, a tendency towards the establishment of fixed classes and of impassable social barriers will become more and more pronounced, and that certain forms of oppression will result in a growth of ineradicable prejudices on the part of the masses; that is to say, of the majority of the people against the organizers of capital and the managers of trading and industrial enterprises. Such a result would, on several accounts, be a great misfortune. It used to be said—and there seems to be no reason why it should not still be said—that every American boy expects to be President of the United States. That saying, although an exaggeration, conveyed a certain truth; but certainly the road to wealth in the United States has hitherto been broader even than the road to political distinction. What a grand stimulus it has been to labor, to self-denial, to honest dealing and sober living and to the development of all the noble traits of manhood, the feeling that, however poor the boy, the man might be a millionaire! Certainly the whole number of millionaires is still comparatively small; but, as a rule, the great American fortunes have been amassed by the sons of poor parents; and, although it is true that the great majority can never be rich, it is equally true that every honest and healthy American boy may count with confidence upon securing a competence. When that promise can no longer be made by evident opportunity, then, indeed, hard times will have arrived. Meanwhile, let every one labor to maintain the old ideal of the American business man, and strive with whatever power and influence he may possess to keep the old highways to independence and distinction open to all.

The man who thinks the world owes him a living, and will not hustle to collect it, comes to be sorry he was ever born, and in that sorrow he agrees with all friends who feel obliged to support him.

A lazy man trusts to luck for a good position. A hustler will go out and capture one.

#### BUSINESS CONDITIONS.

The accidental disturbance in the supply of money for the vast operations of the New York stock exchange has proven a great boon to the speculative element in that market, which was in shape to avail itself of its benefits. With all values enhancing, backed by a constant and steadily increasing tide of activity in all lines—increasing railway earnings, pressure of demand stimulating industrials—all values on a uniform rise, there is no chance for the speculator—the betting is all one way. The demand for money in the general track of increasing business continues so great that the recovery from the stringency has been slow. Weak holders of stocks have been struggling to hold on, but having finally to unload, prices, not values, have suffered. The reaction is not one of values but of speculative opportunities for investment. Thus holdings are being absorbed by the stronger financiers and preparations are being quietly but surely made for a marked advance in all legitimate lines as soon as the causes of temporary depression are removed. It is to be noticed that the bear element is availing itself of every possible aid in keeping the prices down—making all possible capital of the Transvaal situation, rumors of disturbance between England and Russia, the coming elections, anything for excuse to keep up the process of freezing out the weak holders.

The conditions which in the natural course should govern values are all favorable to an advance except the speculative supply of money. There is money enough at reasonable rates for all legitimate uses, and there is no trouble in obtaining it with proper security.

Of the great industries iron is still taking the lead in activity. It is surprising how many transactions, some of them heavy ones, are taking place at the present high prices. This feature, coupled with the fact that so many works are long oversold, would indicate that the present high scale must hold for a considerable time to come.

The same conditions of strong demand continue in the industrial world. Current sales of wool are four times as great as for the corresponding time last year, and manufacturers are taking goods freely. Worsteds continue strong, with works sold to capacity. Cotton goods are still steadily appreciating in value and the raw staple is still on the rise. Hides are still higher in Chicago, although there is no change in leather.

There is no check in the general volume of business throughout the country. Exchanges at clearing houses in September amounted to \$7,068,000,000, against \$5,496,000,000 last year and \$4,826,000,000 in 1892, and October opens with payments 80 per cent. larger than last year and 78.9 per cent. larger than in 1892.

#### THE INCREASE IN THE NAVY.

The naval parade in New York bay, in honor of Admiral Dewey, serves to call fresh attention to the fact that we are really a naval power. Although there is quite a large fleet in the Philippines and respectable squadrons on the Pacific coast, as well as in the South Atlantic, besides a number of ships laid up in ordinary or in reserve at the navy yards, the Navy Department was still able to spare a formidable squadron for the ceremonies at New York.

Although our fleet has now assumed a respectable size, it will be actually

doubled within a comparatively short period, as more than fifty vessels of various classes are building and will all have been commissioned within the next three years, while most of them will be in service in less than a year. This list of ships building or authorized includes battle-ships, armored, protected and unprotected cruisers, monitors, gunboats, torpedo boat destroyers and ordinary torpedo boats.

Of the battle-ships building three—namely, the Kearsarge, the Alabama and the Kentucky—will be ready for commissioning within a few months. Another lot of vessels which will soon be ready for service will be the torpedo boat destroyers, a class of small gunboats of very high speed, but of good sea-going qualities. The ordinary torpedo boats, while useful enough near ports, are too frail to keep the sea for any time, and are exceedingly uncomfortable for their crews, unless spending the greater part of the time in port. The destroyers, being much larger, are better seaboats, and also afford more room and comforts for their crews.

A great navy is not composed merely of ships. The personnel must be increased in proportion to the number of ships added. This applies both to officers and enlisted men. The Navy Department, while active in seeking for grants for new ships, is following a decidedly narrow-minded policy with respect to the personnel. There are not nearly enough men to man our ships at present in service, and it will be impossible to find crews for the new ships without withdrawing many of those now in commission. It is a notorious fact that all our ships are ridiculously undermanned, while in the matter of officers there is not half the number actually required.

The trouble with the Navy Department is that it is under the hack of a clique of officers who are bitterly opposed to any expansion which will admit officers from the merchant marine or from civil life, no matter what the ability of such officers may be. This narrow-minded policy is sure to have evil results in course of time. When a sudden demand is made, as it will be sooner or later, for the mobilization of the entire fleet, the naval service will be found woefully short of experienced officers.

It certainly would not be unwise to imitate the example of the British navy, which, after all, is the model upon which all naval establishments are based. The British Admiralty has always appointed officers from the merchant marine when there was a demand for additional officers over and above the supply afforded in the regular way, and this number of appointed officers is being constantly added to as the fleet expands.

If, therefore, we are to have really a great fleet, we must increase the number of officers and men, as well as the number of ships.

A widow who can not for the life of her keep a mournful expression on her face long enough to collect a life insurance finds great comfort in a mourning costume, which is all put on.

Combines are nothing new under the sun. The old-time miller who owned the only grist mill in the country town had what the stump speakers would now call a grinding monopoly.

A man may be decidedly honest when he is reasonably mean.



## AN UNPARDONABLE INTRUSION.

The engine builders of Great Britain are indignant. Not only have their territory been invaded and their prerogatives infringed upon, but their sensibilities have been wounded and trampled under foot. Wasn't Stevenson the inventor of the engine and wasn't England his birthplace? And yet the Midland Railroad Company, whose road, as its name declares, is in the heart of England, has placed heavy orders for locomotives in the United States. The offense is equivalent to an outrage and the company has been approached with a threatening Why? Is this the way to build up home industries? Hasn't the country had enough and seen enough of the pushing, crowding, aggressive, omnipresent Yankee in every form of industrial development, without having him come into the heart of Old England with his confounded machinery? Where is the pride of the Englishman? Where is his patriotism? Did English ingenuity die with Stevenson and, more important than all, is English pluck dead? From the days of the Saxons until now the "Isles" have stood at the head of machine makers. Has England's glory in this field of endeavor departed? Like a culprit the railroad company has been dragged to the bar of public justice and an explanation demanded to satisfy outraged public opinion.

A single sentence has sufficed: "We had to," and a tremendous Why has brought out a list of astonishing facts, especially interesting to the United States of America. In the first place the English disposition is too slow and the workman still slower. There is no use of being in such an everlasting hurry. The order for an engine to-day is put on the order book and will receive attention by and by in its turn. There is no partiality in the English office and it's "First come, first served," every time. The company ordered 170 engines in England—home industries should be encouraged—in December, 1897. The engines were to be delivered the following July. Not an engine has yet been received, and when another and a larger order was given not even the promise of a machine could be obtained sooner than fifteen months—a pretty fair reason for ordering somewhere else.

When the American engine has been delivered, it is found to be the best machine that can be made. Yankee ingenuity has carried to perfection, in planning, in inventing and execution, every part of "the stupendous whole." It is made for use, not show; to work, not to play with, and the money paid for it is sure of securing value received. Nothing would be easier than to compare the English work with the American and mention point by point how the one is inferior to the other. The result, however, would be the same and as conclusive: that the Midland Railroad Company needed the best machines, found them in the United States, and ordered them; and every toot of the American engine whistle will assert in the shocked and shuddering ears of England the fact that American iron and steel and American workmanship are at the head of the manufacturing industry the world over and that even the home of Stevenson, the father of the locomotive, is paying tribute to-day, willingly or unwillingly, to the genius and the skill of the workman of the Western World.

Now, in this English resentment at America's unpardonable intrusion there

is an idea which it may be well for the manufacturer and the tradesman irrespective of nationality to consider. It is no uncommon complaint—the Tradesman has often recorded it—that the home industry should be encouraged in every possible condition. The Midland Railroad Company has shown that this can not always be done. If the home industry is what it ought to be, the best or among the best anywhere, it need ask no favors of home patrons. Its success is assured. The excellence of the goods settles the question, that and nothing else. Grand Rapids, as a manufacturer of furniture, asks no odds of furniture manufacturers anywhere. Semi-yearly she opens her warehouses and from the four quarters of the earth the dealers come to buy. Better goods can be found nowhere. They, too, have made an unpardonable invasion of the Old World, but the beauty of the goods and their unequalled excellence prove beyond all doubt that home industry will be encouraged if it shall show itself to be worthy of encouragement.

A corner grocer whines that the neighborhood doesn't patronize him. The neighborhood complains that his store is dirty, his goods are inferior and service is abominable. The dealers in small towns radiating from a large city insist that their best trade has gone to the city. They as well as their former customers know why, and the reason is a good one. The second-class tailor, no matter where he is located, will be a discourager of home industry just so long as he is willing to turn out second-class work. The milliner and the dressmaker will be idle so long as the one makes monstrous headgear and the other sews a crooked seam and calls it straight. The fact is, first-class articles only secure first-class trade and incompetency, no matter what its form of development, may howl until doomsday over the claims of home industry, the home industry will thrive and thrive only when it is worthy of the encouragement of the home patronage which it insists upon claiming as by right its own. Real worth is the standard of excellence everywhere and where this fact fails to be recognized there is and always will be an unpardonable intrusion into the territory which inferiority has monopolized too long.

A remarkable charge has been made against the public school teachers of Washington by the board of directors of the Business Men's Association. As in most cities, the teachers are enabled to get stationery and similar articles at wholesale rates. It is charged that they have gone into the stationery business, purchasing these articles in large quantities and making customers of their pupils, to whom, of course, they sell at the regular retail figures. The evil is said to have reached such proportions as to injure the stationery trade in Washington.

An employers' association, representing from \$7,000,000 to \$9,000,000 of local capital, has been organized in Spokane, Wash., to resist any demand of organized labor which its members may regard as unjust. The lumber mills, breweries, flour mills, street car companies, electric light companies, gas company, water company, factories, contractors, merchants and other interests are represented in the association.

If a young man will only get into the push, those who crowd in behind will help him along.

## THAT ONE MACHINE.

It looks as if there is to be trouble in Cape Colony, South Africa. It is not to be a strife of "flood and field," where brave men are to lay down their lives and bones are to lie unburied and bleaching under a burning sun, but it will be a machine war from start to finish, another battle of Hastings, where a modern William the Conqueror will take possession of a well-fought field.

Cape Town has not received from the American manufacturers that attention which it has deserved. Now and then in a desultory sort of way a small invoice of goods from the United States finds its way to that faroff shore; but all the articles called for and which the people there are longing after do not come. Soaps, if there is any confidence to be placed in reports, are in great demand. Glue, lead and zinc would secure good prices; plated ware and furniture would meet with ready sales; potatoes and canned goods are called for; bicycles of American make—and that, according to European opinion, means the best in the world—would easily get the inside track in the wheel market, although out of \$850,000 worth of imported wheels to Cape Colony \$667,000 worth were shipped from England.

Among the typewriters \$31,000 worth have been so far imported. Of these typewriters only one is an American machine; and it will be a matter of national interest to note what the result will be. The English typewriter has the great advantage of precedence. There will be the usual bluster and brag of the superior English make. Ridicule will play its part in the condemnation of the Yankee contrivance. There will be slurs and sneers and wonders of what will come next and the click of the despised typewriter, with all the spirit of its inventor, will keep right on with its writing and do easily better work and more of it than any other two makes in the town. The others will show early signs of wearing out; but the unassuming American clicker will go right on more smoothly than ever, the pride and boast of its owner, who will invite his unbelieving friends to come in and see for themselves and not take his time to answer foolish questions.

That one machine, like the old Norman, will conquer Cape Colony, and will make itself the acknowledged leader in less than the four years William took to subdue the island. The machine is doing in Africa what the large family from which it comes has done for the rest of the civilized world. The reason is a good one and easily told: Given a machine to make, the Yankee is not alive who would be contented to make a machine without some improvement. The spirit of the inventor in him calls for something better. The old will do for those who are satisfied with the things of yesterday. He and his work are for the living of to-day and, so far as he can anticipate, for those of the morrow. When the work is done it is the best up-to-date machine in the market and the people of Cape Colony, if they are English and German and Dutch and so not expected to grasp easily the newly embodied idea, are intelligent enough to appreciate a good machine when they see it and, for the sake of the extra shilling it will bring them, will soon be calling for the American typewriter.

The same idea is working itself out in other parts of the world. A corporation was formed the other day in Sche-

nectady, N. Y. They are going to carry on a general electrical business in Australia. With a capital of \$50,000 they are going to let their light shine before the men who have made up their minds to send to America for what they want where they are sure of getting the best article for the least money.

Poor old Germany has got sick and tired of failing in her efforts to make better tools than the American workman. There is only one way to prevent it—shut them out of the country just as she did the dried apple. For that purpose a machine tool trust company has been formed to conduct an organized campaign for the exclusion by tariff of American tools. The combination is going to work also for the reduction of transportation rates to countries of Northern and Eastern Europe, so that the German tools will enjoy the additional advantage. After they get everything finished to their satisfaction the company will sing "Hoch der Kaiser," while the American tool in the hands of the German workman, who will insist on having the best in spite of trust and tariff, will keep time to the exultant song both in theme and chorus.

In these and other instances—the trading world is full of them—it is the one machine which tells the story and does the business. The rest follows as a matter of course. England grumbles about the American locomotive and buys it. France, the humbug, shrugs her shoulders at "goods made in America" and fills her shops with them. Germany bars out with her tariffs and combinations the Yankee inventions and donnerwetters at her failure to accomplish her purpose. The same opposition may not be met with in Cape Colony by that one typewriter, but the Tradesman prophesies that it will prove "the mother of a mighty race."

Agents taking the next census will not be required to offend the public by enquiring into family secrets and asking questions calculated to provoke a fight. The number of questions has been greatly reduced, and they are simpler than before. Director Merriam has recently had several conferences with President McKinley, and the President maintained that it was unwise to ask questions that tend to humiliate a citizen. The general range of the work, which will be taken up next June, has been gone over. The list of questions prepared by Director Merriam has been approved by the President, and will soon be printed. One of the queries that aroused the most antagonism in 1890 was whether a person had any acute or chronic disease, and this, along with similar enquiries, has been omitted.

Cattle raising in Georgia has reached a point where there is a surplus, and the surplus is coming West. The demand is presumably caused by the shortage of cattle in the West. The Georgia cattle can be had at a comparatively low price, and the hope of the State is that a better grade of stock will be introduced, on which the profit may be greater.

The ancients believed the world was square; but that was before horse-racing was invented.

A woman can throw a stone with a curve that would make the fortune of a professional baseball pitcher.

There is not much to be expected of a person who is both ignorant and foolish.



## WISE IN HIS DAY.

How the Village of Rushville Was Established.  
Written for the Tradesman.

The subject of this sketch and his business career were exceptions to the general rule of business in the year of our Lord 1836, the period to which this recollection reaches back. Charlie Castle was what would be called a hustler, in the business world to-day, and admired for his business enterprise; but in those early days his peculiar methods of building up a business were either met with ridicule or treated with scorn. Any innovations upon their old slow-going methods were treated with contempt. Such a thing as advertising any special sales at  $\frac{1}{4}$ ,  $\frac{1}{2}$  or  $\frac{3}{4}$  off from regular prices was unknown, and the merchant who made the announcement in the newspapers would have been regarded as on the verge of bankruptcy. An advertisement covering one-quarter column of the weekly newspaper, and only changed upon the receipt of new goods in the spring or fall, was the extent of advertising indulged in by the general dealers. There was a total lack of aggressive push. Their headings were written in the most courteous language. They were conspicuous for their modesty, reading something like this:

The public are respectfully requested to call and examine the stock of goods just received by Messrs. Slowboy.

Or,

The undersigned take pleasure in informing their friends and the public generally that they have just opened their spring assortment of goods, which they politely request them to examine.

Not a line or word about prices or specialties.

(The editor and reader will both overlook this seeming digression when informed that the intent of this truthful narrative is to furnish an object lesson showing what a judicious and persistent course of advertising is sure to accomplish.)

Charlie Castle was a fellow clerk with the writer in a general store in the beautiful village of Canandaigua, New York, being in the employ of Mr. Nathaniel Gorham, one of the most courteous and dignified representatives of a class of merchants who were the solid men of those early days. Charlie was a farmer's boy, the son of Lemuel Castle, the owner of a fine farm at a cross-roads about eight miles from Canandaigua called Castle's Corners. In addition to farming Mr. Castle ran a blacksmith shop, and had accumulated what in those days of thrift and small fortunes was considered an independence. He had money to loan his neighbors. Charlie was his only son, and it was to relieve him from the laborious life which had been his own lot that he obtained for him a situation in the store of his old friend, Mr. Gorham.

For three years Charlie and the writer worked together, handling all sorts of merchandise from a barrel of potash to a paper of needles. He was a cheerful companion and fast friend, always in advance with his ideas of how business might be done, and sometimes he was mildly snubbed by his employer for his disposition to do business outside of the regular stereotyped fashion.

It was in August, 1840, that a few neighboring clerks had met in our store after business hours for a quiet game of whist, when Charlie surprised us by saying that he was going to throw up his "job"—he always spoke of his clerkship as a "job." In surprise we all asked

the natural question, "what are you going to do?" "Go into business on my own hook," was his reply. "Where?" was our next question. "Castle's Corners," said he. "Why, Charlie," I exclaimed, "you will be eight miles from nowhere." "I will show you," said he, "that a business can be built up eight miles from nowhere. I have a little money of my own and father says he will furnish all that I need in addition, and he is already altering the blacksmith shop into a store. I am going to New York with Mr. Gorham when he goes for his fall purchases." We all listened to this with open mouths of astonishment as he went on: "Father and mother are getting old, they want me at home, and I am going to try a scheme for building up a business that I have long had in my mind, which I think will open some people's eyes." We all knew that he was thoroughly in earnest, but did not enquire what his scheme was, and the subject was lost in the interesting game of whist we were playing.

Castle's Corners was about the same distance from Canandaigua and Geneva, two of the most beautiful and flourishing villages in Western New York, not on the direct line of travel between the two places, but at a point where the roads leading to both places diverged, so that in going to either place the people of a rich farming country must go directly past Charlie's store. Upon Mr. Gorham's return from New York I asked him what kind of a stock of goods Charlie had purchased. He replied, "Charlie has bought as good a general stock of staple goods as there is in Ontario county—all bought for cash—but what he is going to do with them out there at Lem Castle's corners is more than I can see."

A few days later Charlie came into the store and surprised us again by inviting us all to his wedding, which was to take place at the Methodist church the next morning. Of course, we all went, and gave them a good send-off with rice and old shoes. The bride was the daughter of the village baker, and her father's assistant at the baking counter. She was a comely, bright business girl, and afterward proved to be an excellent wife and mother. I asked Charlie if he had opened up yet. "No," he said, "I thought I would get married first and have that off my mind. I shall open the blacksmith shop for business Monday morning," adding, "you watch the newspapers as they come out."

I knew from his manner that something out of the ordinary was coming, and obtained a copy of the Ontario Messenger early on the morning of publication. Then I saw an advertisement, with prominent heading and good sized type, which read:

Castle's Corners! Eight miles from nowhere. Lemuel Castle's old blacksmith shop has been altered into a first-class general store, where Charlie Castle will show you as good a stock of staple goods in all lines as can be found in Ontario county. Call as you pass on your way to Canandaigua or Geneva and save eight miles' travel over a sandy road.

Then followed the announcement that "All kinds of country produce are received in exchange," and, finally, special notice was called to some familiar kinds of goods in each line, with prices attached, which were at "cut rates."

The same advertisement appeared in the other village paper, the Ontario Repository. It occupied nearly half a

column of space, more than double that used by any merchant in the village. The two newspapers published in Geneva had substantially the same matter, only a little varied in its phraseology.

As the village merchants read these advertisements, some were surprised, others seemed to be only amused. As they became the subject of conversation all had some comment to make upon the success or failure of Charlie's "wild goose chase after customers," as they called it. Some foresaw that Charlie would "soon reach the end of his rope." His old companions only remarked that "Charlie was going it with a rush."

Each succeeding issue of the newspapers had something in them calculated to keep their readers looking in the direction of Castle's Corners, and business thrived and multiplied, much to his satisfaction and the surprise of the neighborhood. Nothing was left undone that would call attention to Castle's Corners. He built a convenient shed to shelter the farmers' teams from the hot sun and the storms and a brimming watering trough occupied the center of the four corners.

Through the Castle farm there ran a rapid unfailing stream, called Castle's Creek, and the following spring there appeared in the newspapers this notice:

Given Free! A mill site at Castle's Corners, with ample water power for two run of stone and a sawmill. A warrantee deed will be given any responsible person who will build a grist mill thereon by the first of August.

Signed, Lemuel Castle.

Applicants for this privilege were numerous and an experienced miller soon had the mill in process of building. The district schoolhouse, which was located a mile away, was moved by common consent to Castle's Corners, and did service as a Methodist chapel on Sundays. Half acre village lots were advertised and sold at prices and upon terms within the reach of any industrious mechanic or laboring man. The postoffice was moved into the store and Charlie was made the deputy. Lots sold readily and very soon little dwellings and shops sprung up like magic. The second year a small church was built—the church-going community had outgrown the schoolhouse. A year later the blacksmith shop store received an addition that made the old part look like a dwarf beside a giant. No more extra efforts seemed necessary to keep the ball of progress in motion and Castle's Corners spread out from year to year. His constant and characteristic mode of advertising Charlie persisted in keeping up. A proposition coming up to change the name of the village, it was named Rushville, in remembrance of the time when some people slightly spoke of his beginning as "going it with a rush." It still retains the name, and when the writer last visited it he found a beautiful inland village of 1,500 inhabitants, all the growth of a dozen years, and supporting two local newspapers. Of course Charlie was a liberal patron, but he still continued to advertise in the Canandaigua and Geneva papers.

On a visit to Western New York, many years ago, I made enquiry after my old friend, and learned that he was a retired merchant, in consequence of ill health, and was living on a beautiful terraced farm on the banks of Lake Canandaigua, where he cultivated grapes as a pastime and to relieve him of his physical suffering. He had accumulated a handsome fortune, but alas was a victim of that remorseless tyrant, inflammatory rheumatism, from which I have since heard he died.

W. S. H. Welton.

## Crockery and Glassware

## AKRON STONEWARE.

## Butters

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

## Churns

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

## Milkpans

1/2 gal. flat or rd. bot., per doz.	40
1 gal. flat or rd. bot., each	43 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.	30

## Preserve Jars and Covers

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

## Sealing Wax

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

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

## LAMP BURNERS

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

## LAMP CHIMNEYS—Seconds

Per box of 6 doz.

No. 0 Sun	1 28
No. 1 Sun	1 42
No. 2 Sun	2 12

## Common

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

## First Quality

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

## XXX Flint

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

## CHIMNEYS—Pearl Top

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

## La Bastie

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

## Rochester

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

## Electric

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

## OIL CANS

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

## Pump Cans

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

## LANTERNS

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

## LANTERN GLOBES

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



**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

### Better Profits For the Shoe Manufacturer Imperative.\*

The most important subject to-day to the shoe manufacturer is that of profit, fair, legitimate, necessary and well-earned profit, that is frequently not forthcoming or else very meager and uncertain.

The artist, the mechanic, the clerk, the salesman and the merchant can demand and get a fair and generous remuneration for their services and wares—that's their profit.

Not so with the manufacturer. A dozen and one conflicting elements enter into his portion before he can realize that which is absolutely necessary for the success and growth of his interests. Yet how often are the manufacturer's rights considered?

The workmen have their organizations and fraternal relations that bind them together more or less as a whole and make their positions and standard of wages impregnable. In other words, they concentrate their individual needs and demands, thus making their employers subservient to their rules and regulations in hours and wages.

"The workman is worthy his hire." The solitary shoemaker at his bench exacts a full equivalent from the public for his labors; he charges according to his work, condition of cost and on a basis of trade conditions in general; he is master of the situation.

This being true, the manufacturer is only a shoemaker on a larger scale. Why shouldn't he come in for the same consideration as to a fair mercantile profit under all circumstances?

In this day of sharp competition, radical changes and rapidly increasing ratio of fixed charges, the manufacturer has to be ever on the alert and make every effort to even come out whole before counting on any profit.

Is this right? Certainly not.

As producers, as employers, as promoters of industrial pursuits, and as benefactors-at-large, we are entitled to a fair and sure profit on our products the year around.

To get at the fundamental principles back of a sure profit, we must reckon the various component parts that shall determine the cost of our goods.

Primarily, cost is the basis on which we base all our calculations.

What is cost?

Interest on plants, if we own them; if we do not, we should have to pay rent, which is equivalent to interest on capital invested; fixed charges for doing business, commercial and mechanical, foremen, etc.; charges for management, cost of the materials, cost of the labor making the products, etc. To determine profit we must first be able to determine actual and correct cost.

It is for this reason that we must carefully classify the many combating features that are directed against our efforts to provide substantial and dependable profits. For example, the violent fluctuations of the markets on raw materials.

The fact of the matter is, everything in, on or about a shoe to-day costs more than a year ago, and the probabilities are for still further advances.

Five years ago sole leather was considerably cheaper than to-day, sharp advances having taken place within the year.

The kid stock we are using has gone up rapidly, making the net cost materially more, and tacks, linings, threads, welting, laces, top facings, eyelets and buttons have shown a most marked increase in cost value.

As a general summary there are not any materials that enter into shoemaking that have not reaped the benefits of a continuously rising market.

Not so with the shoe manufacturer, however. It has been all out and nothing in for him, and it is only by the most rigid economy, close and careful figuring and cutting down of profits un-

til there's nothing left that he has been able to keep his business moving.

"A survival of the fittest" is the way things stand to-day, the year 1898 bearing ample testimony to the devastating influences of these ruinous conditions upon the manufacturers of shoes at large.

One strong concern after another went on to the financial rocks with a crash—the firms that had done a prosperous business for years and stood high in the commercial ratings. Why? Simply because they failed to estimate their rightful costs and profits.

In shoe manufacturing, as in all things, improvement is the keynote of the hour. The dealers and consumers expect and demand more and more in way of quality, style and workmanship; yet we have not realized increased profits for our increased costs—something radically wrong. Nothing can stand still to-day; a manufacturer must go either forward or backward—logical enough if you stop to think; he must do a bigger and better business in 1899 than in 1898; fact of the matter is he must do a larger business this year to do as much as last year.

We simply can not stand still. We must move, and we certainly can't move forward without a necessary and honest profit.

The same thing is true of the shoe business as of any other business; we must reach and branch out for wider and more profitable fields.

This is a grand period of reorganization, solving new problems, new theories and new developments. The business pulse is beating with new interest everywhere in this glorious country of ours. Centralization and concentration are the mighty levers that move the business world to-day.

Where there's no profit there can be no growth. For obvious reasons the advisability of advancing prices of shoes is now receiving universal attention. Things can't go on as they have been. It's a pure case of more money or more failures. Most of the failures reported in the last eighteen months were due to

## STRAIGHT SHOE TALK



What the name

Pullman is to

a car the name

is to a shoe. It is the highest limit

of foot comfort. Best of all Ameri-

can shoes, it holds the further dis-

tinction of being the most popular.

These goods should find a place in

your store. Write for price list.

**TAPPAN SHOE MFG. CO.,**

GOLDWATER, 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.

## YOUR LAST CHANCE

to save 5 per cent.



## GOODYEAR GLOVE RUBBERS

will be 25 per cent. off after Oct. 31. Get the genuine—the one with the glove.

**HIRTH, KRAUSE & CO. Grand Rapids, Mich.**

## YOU NEED THEM

**S**HOES 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.

**Save  
5 per cent.**

It's 5 per cent. in your pocket to buy rubbers before Nov. 1. Why not take advantage of the chance?

Lycomings—none better—25-5 per cent.

Keystones—seconds that are almost firsts—25-5-10 per cent.

Woonsockets, 25-5-5 per cent.

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

Our agents will visit you soon.

**GEO. H. REEDER & CO.,**

19 SOUTH IONIA STREET,

GRAND RAPIDS, MICH.

\*Paper read before Pennsylvania Shoe Manufacturers' Association by Chas. A. Disbrow, of Harrisburg.



the fact of manufacturers not figuring their costs and profits correctly, thereby causing their ruin. Other important drawbacks are: Changes in styles and consequent losses, extras, countermands, mechanical delays and strikes, quarantined territory, returned goods, freight thereon and numerous contingencies. Taking it all in all, the life of the shoe manufacturer is not a most pleasant one by any means, for want of profit, or a fair profit, at the present time. Question is: How are we going to remedy these evils, thus assuring ourselves a fair, legitimate, mercantile profit upon our products?

An increase in price would undoubtedly be the best for all concerned—maker, dealer and consumer. Every other natural and manufactured commodity has advanced in price within the year—why not shoes?

As the tide rises we should rise with it—that is the practical view to take of it.

If each and every part of the materials that go to make the finished shoe and our mechanical and physical help cost much more to-day, why shouldn't we have higher prices for our shoes, our labors, our investments?

We must; broad-minded men everywhere are looking at the situation in this way.

If we have earned and are deserving of fair profits, as we surely are, why not make a concerted movement to get them? It will have to come to that sooner or later, and it can't come a minute too soon to avert serious and lasting losses.

Right now is the ideal time to make a combined movement for higher prices, as the advances in cost of materials are well known and realized by the jobber, retailer and consumer through their increased earnings.

Advances such as have taken place lately must ultimately be demanded from the consumers. It's only reasonable to expect that what we pay more for we must get more for, or lose money and drift upon the rocks of financial dissolution. As an organized association of Pennsylvania shoe manufacturers it is our duty, and certainly pleasure, to formulate such plans, agreements or methods as will speedily deliver us from the unfortunate position in which we are now placed and drifting onto.

Not that we want to make any unreasonable regulations, restrictions, terms or price dictations, but simply a mutual and beneficial plan of action that shall promote our consolidated interests. It is in just such conditions as now confront us that we will be able by concentration and unanimous support to make our just and necessary action felt and recognized.

#### Acetylene Be Blowed.

Did you ever try to put out an acetylene light by blowing?

To be sure everybody knows better than to do it, except for the fun of seeing that toughness may apply to some other things than birchen rods. But if you haven't tried acetylene there's a surprise in store for you.

I guess you had better experiment at first by yourself.

Then get in the funny man of the town, when a crowd is around, to test his lungs until he is red in the face.

And don't forget to invite in the paragonist who delights in getting off what he calls amusing squibs on country cousins who sometimes undertake to put out city gas, as they do kerosene, by blowing—and sometimes blowing out their lives.

Acetylene can be extinguished that way—if one person can not do it two can. I know because I have tried it. But let me say this: a gust through the open door or window will never put it out. And the queens of the laundry can iron sheets, and summer skirts and table linens, shake them and fold them to their hearts' content by acetylene—

there is the light stable as the sun, never budging.

It's all in the remarkable toughness of the flame. You see at once that the old danger that belongs to city gas, when blown out (that is easily extinguished with the breath), doesn't apply here. The very difficulty of thus putting out acetylene carries with it the hint to try some other way. With a slight turn of the stop, out goes the light.

#### Perish the Old Time Meter.

It's against human nature to love it. Serving on your premises it keeps tally with unmeasured boldness against you for another party. It works in the dark, making returns from which all right of either appeal or argument is debarred. Being utterly blind to every interest but its owner's, it may be wholly oblivious to the fact that your house is closed for a month in summer, but turns in its tally of gas consumption as usual. Should there be any deduction, even for shorter evenings, you can consider yourself in luck. But the greatest unkindness is when the gas comes to you so wretchedly inferior that you grope as one in the dark, and the old meter joyfully chalking down figures as fast as ever. Why not? If it can measure out cheap stuff at the price of the best, whose is the advantage? Is not the meter in the seller's employ? You may guess so. And yet it is for you to say whether this servant of another master shall be tolerated on your premises a single day longer. Acetylene offers the complete release. It stands absolutely for independence, economy, and with these it brings you daylight.

#### Acetylene in Warfare.

Berlin Correspondence London Standard.

Amongst the newest inventions in the sphere of war technics is an acetylene reflector designed by Lieutenant von Kries.

The fact can not be disregarded that acetylene will play an important part in war; some believe it will rival, if not entirely replace, electricity. This portable reflector can also be connected with a specially-constructed operation lamp for use in the ambulance detachment.

The reflector, for searching for the wounded on the battlefield, consists of an acetylene developer, borne on the soldier's back, and the reflector itself, which is made of a Mannesmann tube. The developer is filled with about two pounds of calcium carbide, and gives out a light of fifty or sixty normal candle power, lasting about eight hours. By means of an arrangement of parabolic magnifiers this candle power is doubled. The developer is self-regulating. The reflector is made of nickel, and can be turned in all directions. By the use of this new invention the wounded can be seen, even in unfavorable circumstances, at a distance of 300 feet. The lamp used in the operating tent, is far more practical than all former kinds of so-called ambulance lamps, especially electric and benzine lamps.

Whether the introduction of acetylene lamps for all the movements of troops is advisable is worth discussion.

#### An Unmentioned Gift.

From the Kansas City Journal.

A gift that was not included in the published list of wedding presents received by a newly married Missouri couple was a receipt for ten years' back subscription due from the groom to one of the neighboring county papers, the generous contribution of the big-hearted publisher.

#### Setting a High Mark.

Son—I hope, governor, that when I attain to your years I'll know more than you do.

Father—I'll go you one better, my dear boy, and hope that when you reach my age you'll know as much as you think you know now.

## 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.,

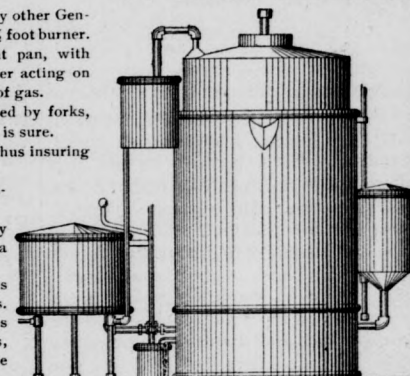
23 Pearl Street,

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



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

American Carbide Co., Agents for Mich. Jackson

## 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.



## Fruits and Produce.

### Observations by a Gotham Egg Man.

The subject of egg packing has been treated so much in our columns that some of our regular readers may think it has been pretty well exhausted. But I see so much defective packing in my travels through the egg stores that there seems to be good reason for hammering a little longer in the same direction. Even packers who think they know it all may get a pointer or two.

What particularly drew my attention to the matter this week was a lot of eggs which showed a breakage of 5 to 8 dozen to the case—rather a serious matter. Incredible as it may seem, these eggs had been packed without any padding whatever between the top layer and the cover and in some of the cases there was none on the bottom either. It was astonishing to me that the goods were not more than half smashed.

My attention was also called to another lot in which there was plenty of excelsior on the top of the eggs—rather too much—causing the cover to bulge up considerably; this would have done no harm except that the packer had nailed the cover down to the middle partition and in doing this a good many eggs had been cracked by the undue pressure.

A fault which I find very common indeed, and one which very often causes breakage, is a bad misfit between the fillers and the cases. Very often (in fact it is generally the case) the fillers are not big enough to fit snugly when placed in the cases and there is room for side motion; then the height of the fillers and cases is very often not properly matched; sometimes the cases are too high for the fillers—leaving too much room on top and bottom—sometimes they are not high enough—leaving no adequate room for padding.

I presume most egg packers buy their cases and fillers in the same place, although, of course, many may obtain each from a different source. But, at all events, nearly all egg case manufacturers sell fillers. I never could understand why there seems to be so little effort made to secure a proper fit between the two. An egg case manufacturer who would make a special point of this, and advertise to guarantee fillers to fit cases properly, ought to draw trade. The height of the fillers with flats between and on top and bottom should be just one inch less than the height of the case. And the fillers should be of a size so that the projecting ends of the cardboard should bind the case on every side.

The fact that such proper fitting is the exception rather than the rule indicates that shippers may have difficulty in securing it; when they are buying cases and fillers from one source they should continually complain until the manufacturers realize the necessity of providing what is best; but in the meantime every man employed to pack eggs should be impressed with the necessity of overcoming the defects of fit by extra care in handling and preparing the packages for market. A saving of breakage is a saving of dollars and cents and a careless packer can easily cost his employer more than his wages amount to.

The first point to observe is the nailing of the case; it should be well nailed at both ends and bottom and sides should be firmly nailed to the middle partition. The next thing is to find

out how much difference there is between the height of a proper number of fillers with flats between and the height of the cases. This difference should be divided by two to allow proper padding at bottom and top. The best padding for goods intended for storage is cork shavings; for shipments intended for current use excelsior is best, and it answers very well for storage also if made of well-seasoned wood—not pine. For current use good dry straw is all right and clean sweet hay is not objectionable. Paper is not good.

The packing should be evenly placed in the bottom of the case to the proper depth and covered with a cardboard flat. The fillers and eggs should then be put in place and if the fillers are too small for the cases a little packing should be placed between one end and side of fillers and the case to prevent shifting. Over the top layer a cardboard flat should be placed and more padding over that, the amount being adjusted so that the cover will draw down snugly when nailed at the ends. The cover should never be nailed to the middle partition.—New York Produce Review.

### The Adulteration of Flour.

From the New York Commercial.

The habitual adulteration of flour in this country is becoming a very serious matter, and one which should be regulated, or rather, annihilated by an act of Congress. There is no other article so extensively used as a foodstuff. It is on every table in the land three times a day. The man who adulterates it with white clay is a criminal at heart. It is said that the average chemist can not detect the adulteration. What, then, are grocery storekeepers, from whom the vast majority of people get their supply, to do? The clay with which flour is said to be adulterated is found in South Carolina. It is claimed that by judiciously using it as an ingredient \$400 can be saved on one carload of flour. Of course it has no nutritious properties, and, therefore, in addition to endangering health, it affects the quality of bread. Another adulterant is a white rock which is ground and mixed in. This is not so popular, because in long shipments it sifts to the bottom. Then there is a by-product of glucose which is very popular with some of the mill men. It contains sulphuric acid, and there is in it so little nutriment that fifty pounds would not be any more sustaining than one good hot biscuit like our mothers used to make. A less injurious mixture is corn flour; that is, Indian meal ground until it is as fine as the wheaten flour. Government experts at Washington have failed to detect 15 per cent. of this adulterant in samples set before them. The Louisville Courier-Journal calls attention to a sinister feature of this adulterating habit into which the millers have fallen. The domestic consumption of wheat is about 300,000,000 bushels a year. Five per cent. adulteration would displace 15,000,000 bushels and 15 per cent. adulteration, which is common, would triple the quantity.

### Increasing Demand For American Apples.

The demand for American apples in Great Britain and other parts of Europe has been very large and exports during the past year were 1,217,767 barrels. They exceeded the exports of the previous year by 461,355 barrels. By far the greater part went to Great Britain, only 24,521 barrels having gone to Hamburg, and 58,710 to other European countries. This fall there is a good demand for early varieties of American apples, especially in Glasgow, as Liverpool is being supplied to a great extent from the Continent.

It is not what the player does in a baseball game, but what the umpire says, that counts.

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.

## OYSTERS AND BANANAS

There is a vast difference in the grades and qualities offered and it pays to buy the best at all times. I make a specialty of items named and the people who buy of me get GOOD values.

F. T. Lawrence,

5 North Ionia Street,

Grand Rapids, Mich.

## 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.

## SHIP YOUR BUTTER AND EGGS TO STROUP & CARMER,

38 SO. DIVISION ST., GRAND RAPIDS, MICH.

Financially responsible, actively alert to shippers' interests, square, prompt remitters. Produce handled on commission or bought at a definite stated price on track. Refer to Grand Rapids National Bank; Ithaca Savings Bank, Ithaca; F. E. Durfee & Co., Bankers, Perrinton, Mich.; Commercial Agencies.

## 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



## GOTHAM GOSSIP.

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

New York, Oct. 7—Matters in the markets have resumed their normal condition and dealers can now tell about what to depend on. Jobbers are busy as can be and it seems as though orders would never be anything but "rush."

The coffee market is sustaining the strength mentioned last week and the general situation is quite encouraging for the seller. The demand has been better, but jobbers are very reluctant to pay any advance in quotations, although Rio No. 7 is slightly higher than at one time during the week and is now generally held at 5½c. Arrivals at primary points (Santos and Rio) are still reported large by the daily cables, 55,000 bags coming Thursday. The amount in store and afloat aggregates 1,395,763 bags, against 930,574 bags at the same time last year. Mild grades are quiet and both roasters and jobbers are seemingly indifferent as to carrying supplies larger than needed for everyday use. Good Cucuta is worth 8c. East India coffees have moved in a very moderate way and prices are without change. Mocha, 16@17c; fancy, 18@19½c.

Most of the sugar business going forward consists of withdrawals under old contracts. The trust agents assert that the list prices were actually the bottom rate and the impression prevails that the rebate of 1-16c on old contracts is no longer allowed. Arbuckles are still 1-16c below the trust. New orders have not been numerous. Raw sugars are dull and uninteresting.

The auction sale of teas next week will comprise some 9,000 packages and, pending this sale, the market is quiet, although what business is being transacted is being conducted on a firm basis and full rates are generally asked and obtained. Little has been done during the week for invoices.

The rice market continues to show considerable firmness and sellers seem quite well content with the outlook. Orders from out of town have come to hand with quite a good degree of freedom and prices, both for foreign and domestic, are well sustained. The former is not in large supply.

Jobbers of spices have had a pretty good run of business and the market generally is steady and quite firm. Pepper, especially, is strong and the chances are that the present is as good a time to buy as there will be this year. Singapore, 11½@11¾c; West Coast, 11@11¼c.

The molasses market has shown some activity for grocery grades and prices are well sustained. Lower class of goods are not much sought for and quotations are hardly as firm as they were. Syrups are firm. Home dealers seem to be willing to pay full prices and it is not always possible to get desirable goods even then. Exporters have been doing quite a trade and altogether the outlook is favorable.

Offerings of canned goods are not large and business is restricted thereby.

The assortment of California goods, especially, is very much broken and prices all around are firm and advancing. Maryland corn is worth all the way from 55c up to 80c, the latter for a fancy grade of goods. New York corn of this year's pack is said to be of very unsatisfactory quality, while the Maine goods are exceptionally fine. Tomatoes are rather flat and good New Jersey brands are worth from 77½@80c.

The tendency of California dried fruits continues upward and the market generally is very firm. Buyers are showing more interest and the enquiry is to some extent for holiday goods. Prunes are stronger and all grades are very firmly held. Domestic fruits are in good demand.

Lemons are dull and uninteresting. Prices are somewhat lower, Sicily fruit ranging from \$3.25@4.25 per box. Oranges are scarce. Jamaicas can be picked up at \$7.50@8 for repacked barrels. California navel, \$6 per box.

Potatoes are firm. The market ranges from \$1.25@1.75 per bbl.; sweet, \$1.75@2.25.

The butter market is very firm, and this statement applies to about all grades. Jobbers at the beginning of the week had pretty fair stocks, so the supply has been about equal to the demand, although present prospects are that there will be some change in this state of affairs next week, for receipts are lighter and the demand seems to be steadily "on the mend." Best Western creamery is worth, at present, 24c and this price is obtained without difficulty. Firsts are rather more liberal in supply and are working out at about 22c. June creamery is steady and tends upward, fancy stock bringing 22@23c. Western imitation creamery is worth 19c for extras; 15@17½c for seconds to firsts; extra Western factory, 15@16½c.

The cheese market is firm for first-class stock and fancy full cream is working out at 12@12½c for small size; large, about ¼c less.

Arrivals of eggs are not large and the market exhibits a considerable degree of strength. Fancy Western, candled, at mark, 19½@20c; Western fresh-gathered, 20c, loss off; fair to good, at mark, 15@16½c.

Two dollars per bushel seems to be about the rate for choice old marrow beans. Choice pea, new Michigan stock, too, have been quickly taken at \$1.55 and the tendency is upward. Choice red kidney, \$2.

## Task Enough.

"Ah," exclaimed the youth, "we have fallen upon evil times! What is there left for one who is over forty, nowadays?"

"Well," the old man replied, "he can put in his time after that trying to become as great as he thought he was at twenty."

Doctors often disagree, but they don't disagree half so much as their medicines do.

A short horse occasionally wins in the long run.

## 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.



## 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.

## 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.

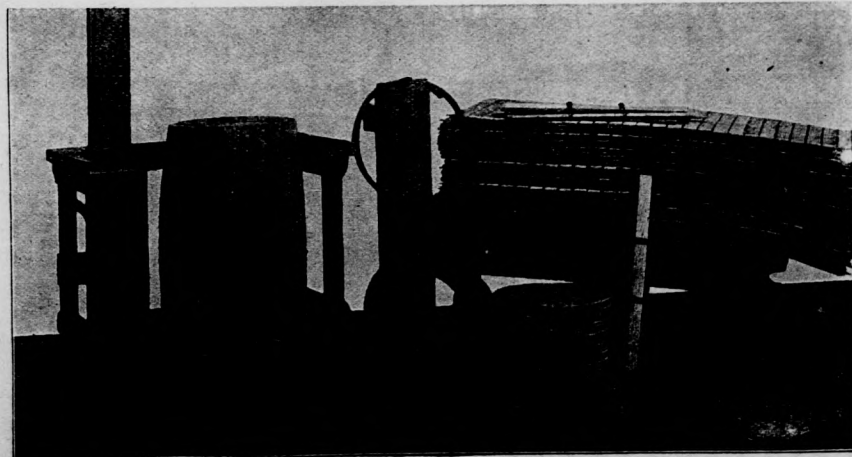
THE LEROUX CIDER AND VINEGAR CO., Toledo, Ohio.

## Our Business Grows Each Week

But as it grows we increase our facilities. Ever tried our SPICES? They are the best that money and skill can produce and we sell them at prices that command the serious attention of progressive money making merchants.

Northrop, Robertson & Carrier,

Makers of Northrop Spices,  
Lansing, Mich.



## The Hercules Ventilated Barrel

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

The Hercules has been endorsed and recommended by all prominent fruit and commission men in Chicago, and is considered the very best barrel for shipping any product requiring ventilation. Our prices, f. o. b. Chicago, are as follows:  
Apple-barrel size, 17½-inch head, 29-inch stave; 12 pecks.  
In lots of 100, heads & hoops complete, knock-down, each...22c  
In lots of 200, heads & hoops complete, knock-down, each...21c  
In lots of 500, heads & hoops complete, knock-down, each...20c  
Settling-up outfit included. We can ship promptly.  
For further particulars and sample barrel address,



Hercules Woodenware Co.,

293 W. 20th Place,  
Chicago, Ill.

**Mrs. Hen the True American Hero.**

A movement has recently been started in London for doing honor to unheroic heroes—the rank and file who somehow seem to get lost in the shuffle and of whose brave deeds the world never hears. It is one of the discouraging, but apparently inevitable, things of life that the real workers and the real heroes—the men behind every great achievement—so seldom get their just reward. Let a dozen people, or a hundred people, be engaged in any undertaking, and there is always one who manages to get all the credit, while the remainder are ignored and forgotten. Every man who went into Santiago Bay with Hobson took the same risk as he did and was every bit as daring and dashing, but it is Hobson who will go down in school histories the hero of the Merri-mac, while nobody, even now, bothers to remember the other men's names. Every private who goes into battle with a gold-laced officer is as brave as his commander, but it is the officer who gets the jeweled swords and has dinners given in his honor and babies named after him when he gets home. The private merely did his duty, and no one thinks he deserves any credit for that. Every now and then some politician arises who thinks he saves his state or city. He is mistaken. It was the quiet men behind the ballot who did it. We hear of the marvelous financial ability of some man who makes fortunes and conducts vast enterprises. Nobody gives a thought to the patient, toiling multitude, in shop or office, behind him, each of whom must be doing his best and giving his share to the success in which he never shares. The same principle holds good all along the line. When we speak of the resources that make America rich, we all think of her enormous mineral deposits and her vast production of grain. Michigan declares that copper is entitled to the crown; Minnesota and the Dakotas assert that wheat is king; Kansas points to her walls of corn as rich and yellow as minted gold; Tennessee and Alabama talk of their iron-ribbed hills, while in the Far South they bend the knee before King Cotton. Nobody has ever given a thought to the patient, derided, unassuming but persistent hen, yet she is the greatest wealth producer in the land, and when it comes to bragging about money-making she is the one who really has something to crow over. Speaking for one State alone—and wherever the hen is she may be counted on to be always attending strictly to business—the Labor Commissioner of Missouri says that last year the gross value of Missouri's shipments of poultry and eggs exceeded the combined value of all the corn, oats, flax, hay, timothy and clover seed, cotton, tobacco, broom corn, castor beans, popcorn, buckwheat, apples, peaches, strawberries, fresh fruit, dried fruit, molasses, game, fish and feathers, and still had several thousand dollars to the good. In view of these facts, it seems only justice to haul down the eagle and exalt the hen as the proud emblem of America, as a slight token of our gratitude. As a matter of fact, nothing could be more typical of the real American spirit than the hen. She has grit in her craw. Put her where you will, she wastes no time in idle repining, but immediately starts to scratch for a living. Of sound judgment, she is always on the right lay, and if occasionally she asserts her right to go on a strike, she shuns the walking delegate as a child would spurn a poisonous

snake, refusing to respond to his insidious advances or become entangled in his shiny folds. Although a bird, she is the entre to the most fashionable dinner seldom fly, and even although she has tables, she cares nothing for being in the swim. Unassuming, industrious and prosperous, it is the hen, and not the soaring political eagle, that should set the example for American youth to imitate.

**The Inquisitive Tongue.**

The curiosity of the tongue does not cause the human being so much trouble as the curiosity of the eye. But the tongue, within its limits, is the most curious of all.

Let the dentist make a change in the mouth; let him remove a tooth, or replace with his admirable artifice one that has long been absent; let him change the form of a tooth by rounding off a corner or building up a cavity, and see what the tongue will do! It will search out that place, taking careful and minute account of the change. Then it will linger near the place. If it is called to other duties it comes back as soon as they are discharged, and feels the changed place all over again, as if it had not explored and rummaged there already.

It makes no difference that these repeated investigations presently cause annoyance to its supposed master, the man; the tongue in nothing more than in this matter proves that it is an unruly member and will not be controlled.

It seems to have an original will and consciousness of its own, and nothing will serve it except the fullest satisfaction of its curiosity. It will wear itself out, perhaps, but it will find out all about the strange change.

**Good Reason For Change.**

"Why did you change milkmen?"

"Well, I discovered that the one I am taking milk from now has a nice, clear spring on his farm, while the other had nothing but a cistern."

An Indiana citizen, 106 years old, who evidently believes that as the twig is bent the tree will grow, recently chastised his son, aged 70 years, because the latter came home drunk and abused his wife. The judge fined the young sower of wild oats for his condition, but took no judicial cognizance of the father's exercise of his parental prerogative.

# ..OYSTERS..

IN CANS AND BULK

F. J. DETTENTHALER, Grand Rapids, Mich.



Highest Market Prices Paid. Regular Shipments Solicited.  
98 South Division Street, Grand Rapids, Mich.

## Hanselman's Fine Chocolates

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

Hanselman Candy Co.

Kalamazoo, Mich.

## 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.

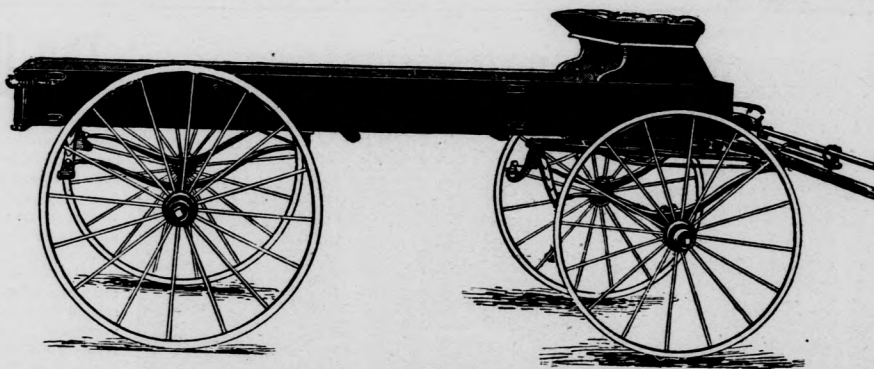
Good Yeast Is Indispensable.

## FLEISCHMANN & CO.

UNDER THEIR YELLOW LABEL OFFER THE BEST!

Grand Rapids Agency, 29 Crescent Ave.  
Detroit Agency, 111 West Larned St.

## Platform Delivery Wagon



NO. 113

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

THE BELKNAP WAGON CO., Grand Rapids, Mich.



## Commercial Travelers

### Michigan Knights of the Grip

President, CHAS. L. STEVENS, Ypsilanti; Secretary, J. C. SAUNDERS, Lansing; Treasurer, O. C. GOULD, Saginaw.

### Michigan Commercial Travelers' Association

President, JAMES E. DAY, Detroit; Secretary and Treasurer, C. W. ALLEN, Detroit.

### United Commercial Travelers of Michigan

Grand Counselor, JNO. A. MURRAY, Detroit; Grand Secretary, G. S. VALMORE, Detroit; Grand Treasurer, W. S. MEST, Jackson.

### Grand Rapids Council No. 131

Senior Counselor, D. E. KEYES; Secretary-Treasurer, L. F. Baker.

Michigan Commercial Travelers' Mutual Accident Association  
President, J. BOYD PANTLIND, Grand Rapids; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids.

### Give the Drummer His Due.

Get rid of the drummer is the advice of one of the latter day reformers of everything that is. His name doesn't really matter, but it's easy, owing to its fishy associations—Pickerel, P. A. Pickerel, is the man. He has taken his pen in hand and written down the commercial travelers as a lot of parasites who swarm over the country producing nothing but always consuming. That these bright fellows may produce ideas in the minds of good people they visit and lead them to realize that they need an article they didn't know they needed in the least, and to make business where otherwise there had been none, seems never to have entered the Pickerel head. "The elimination of the drummer," he decides, is an important step in industrial development."

Look at the silliness of this. Drummers are a useless expense, Mr. Pickerel submits, because they do not produce. The money they get is so much tribute exacted for trade. So is advertising of any kind a useless expense, then. So are the elevators in modern business buildings and all the other means for assisting the customer to get at and select from the merchant's wares. If you have a horse or a cow you want to sell, don't go about among your neighbors and tell them about it; don't advertise the animal in your town paper. Take Mr. Pickerel's advice and save time and money by quietly staying at home until someone finds out he wants a horse or a cow and comes to you to get it.

Of course, there is one way of "eliminating" the drummer. If a trust can get an absolute cinch on all the sources of production of a certain article that people have to have, it can save the drummers' salaries. It will be in the position of the farmer who has the only fence post timber in his county. No need for him to go about selling posts. He has a monopoly. As fast as trusts secure monopolies of various lines, the traveling men in those lines will be eliminated, but most people will hardly see why they should want to hasten this "important step in industrial development." Between competition, handicapped with the drummers, and monopoly, with all the expense of the drummers eliminated, nine men in ten will take their chances with competition every time. Theoretically, if one man could get control of all the grocery stores in any city, no end of duplicated and reduplicated expenses could be saved; and still, theoretically, this monopolist grocer ought to supply everything at greatly reduced prices. But would he? The trouble with the theorists is, they leave human nature out of their calculations. They are like the perpetual

motion inventors, who overlook friction. If it were not for selfishness the millennium would be easy. When that golden era arrives it will be well enough to eliminate the drummer. But until then, folks will do better to keep their eliminating apparatus at work on the combines and monopolies, and if there's any spare time, on the unproducing theorists like Mr. Pickerel.

### Gripsack Brigade.

During the temporary sojourn of Alison D. Baker at Alma, his route is being covered by Peter Hendricks, formerly invoice clerk in the wholesale department of Foster, Stevens & Co.

Ann Arbor Argus: Edward DePont, who for some time has had charge of the men's furnishing department at Mack & Co.'s, has resigned his position and accepted one as traveling salesman for Ream & Co., dealers in fraternity supplies at Detroit.

R. N. Hull (Standard Tobacco and Cigar Co., Cleveland, Ohio) is confined to his bed with pleurisy. 'Tis hard for a man so active as R. N. to be shut up and tied down. His customers, his friends and the commercial tourists miss his smiles, encouraging words and the fruit of his pen.

Stephen T. Bowen, who represented Clement, Bane & Co. in the Michigan territory for twenty-five years, but for the past three years has carried the line of J. G. Miller & Co. in the same field, has changed to Whitney, Christenson & Bullock, for whom he will cover Michigan and the southern half of Iowa. Mr. Bowen is a genial gentleman and energetic salesman and is to be congratulated on the change.

Owosso Argus: Count Johannes Decker is the name of a commercial traveler who makes regular trips to Owosso. He is of royal blood, a scion of the nobility of Holland. Count Johannes, however, was born in New York, and is a loyal American and ardent Republican. He has lived forty-five years in Michigan, his home being in Battle Creek. He has been on the road twenty-three years for a New York dry goods house, and says business is better this year than it has been since 1892.

A dealer down town announces by card in his window, "Swell headgear." It should attract the attention of a young fellow who has been named for a high position. He should get some of the gear before it goes higher.

Mrs. M. Robinson has engaged in general trade at Bristol. P. Steketee & Sons furnished the dry goods and the Clark-Jewell-Wells Co. supplied the groceries.

Gogarn & Co., general dealers, Turin: We are highly pleased with the Tradesman and would not be without it for three times the amount of the subscription price.

Cone & Co. have sold their grocery stock at 691 Cherry street to Jesse Van Duinen, formerly of the grocery firm of Buys & VanDuinen.

Moses is the only man who ever played Pharaoh and got away without losing a cent.

Records are immortal things; you can't break an old one without making a new one.

The Indian summer is more delightful than the real thing.

A man with a good mind is not all the time changing it.

## TRUSTS AND DRUMMERS.

### Not True That the Traveling Salesman is Dying Out.

From the New York Sun.

In a letter on trusts, printed in a New York newspaper several weeks ago, Pierre Lorillard, Jr., the then Treasurer of the Continental Tobacco Company, declared, in substance, that the formation of trusts in all lines of business would be a great boon to the public, because the trusts would do away altogether with commercial travelers. He said that the cost of employing commercial travelers by the wholesalers was an unnecessary tax on the consumer and that, since the members of trusts had no need of traveling salesmen, the prices of the products sold by trusts would be reduced by the amount saved in salaries paid to traveling men.

Since the publication of that letter, it has been reported, from time to time, that this or that firm or company had discharged its traveling salesman and did not purpose to employ that class of help in the future. The H. B. Claffin Company, Charles Broadway Rouss and Butler Brothers were among those reported to have done away with their "drummers," and the Sun was informed recently that many other firms and companies were going to do likewise and that the commercial travelers were about to join hands with the Populists and others in a crusade against Trusts.

A Sun reporter made an investigation of these reports the other day and found that they had little foundation in fact. On the contrary it was learned that not only has there not been, nor is there in contemplation, by wholesale dealers, a general discharge of traveling salesmen, but the supply is not equal to the demand. Never has there been in this country a more favorable opportunity to sell goods, those in various lines of trade aver, and never were greater varieties demanded. All that the retailers throughout the country want is to see samples and liberal orders follow. It is not every retailer who can come to New York to pick out his goods. Therefore, the wholesaler must go to him and that can only be done through the traveling salesman. Hence the increased demand for good men. The Russell & Erwin Manufacturing Company, said to be the largest makers and sellers of hardware in the world, are in need of several expert hardware salesmen.

"Not only have we never had a thought of dispensing with our traveling salesmen," said the manager to the Sun reporter, "but we would very much like to increase our force, if we can get the right kind of men. The heaviest expense charge we have is that which includes the salaries and expenses of our agents on the road and we would be only too glad to do away with it. But the thing can't be done at present, and I see no way of accomplishing it. What is true of us is true, I am sure, of all the concerns in our line. If it were otherwise, I would have heard of it. Furthermore, I don't believe that traveling salesmen are being generally dispensed with anywhere in the country. If such were the case, some of the men, at least, would drift to New York. We have not seen or heard of any such and I guess you'll find it to be a fact that the supply of good traveling salesmen is not equal to the demand. These gentlemen are the ablest, brightest and most necessary evil I know of."

John C. Eames, managing director of the H. B. Claffin Company, took the wind all out of the story that his company had been discharging their "road agents" in droves.

"This house," said Mr. Eames, "has never solicited trade through traveling salesmen. Our policy has always been to try to bring buyers to New York. We want them to come to this market and once they're here, we'll take our chances with our neighbors of selling them. We spend thousands of dollars every year in correspondence in the endeavor to bring our customers to this market and we have been fairly successful. In order to bring home to buyers throughout the country the force of our written arguments and suggestions,

and also to show our goods in localities containing buyers who seldom, if ever, come to New York, we sent into different parts of the country, about four years ago, fifteen salesmen. They were intended to be animated advertisements for the company and for the city, rather than sellers of goods. When they had accomplished that for which they were sent out, they were recalled. A few were then discharged, but the majority were retained in other employment. You will see, therefore, that we never did regularly employ commercial travelers and that, of the few we did employ for a specific purpose for a short time, the majority are still with us doing other work. You will find, I think, that firms and companies, in all lines of trades, who have always employed traveling men have not only not discharged any, but have increased their force to meet the demand of increased trade."

This statement was verified wherever the reporter went. Charles Broadway Rouss hasn't been discharging any of his traveling salesmen, because he never employed any. On the other hand, firms like Mills & Gibb, Calhoun, Robbins & Co., and Sweetser, Pembroke & Co., among the largest of wholesale dry goods merchants, who have always had large corps of men on the road, still have them and intend to keep them. What was found to be the situation in dry goods and hardware was found to be true in the drug, liquor, cigar, grocery, boot and shoe trades and most other lines. The commercial traveler is still drawing his salary, and no employer was found who was willing to dispense with his services, because those services were still valuable.

Morton D. Bogue, one of the firm of Tefft, Weller & Co., made this statement in reference to commercial travelers and trusts:

"We have never employed traveling salesmen," he said, "but most of the wholesale houses do, and I have heard of no effort being made to dispense with their services. It may be that, where trusts have been created, the need of such salesmen has decreased, or, in some cases, has ceased altogether. But, when you think of it, there aren't so many lines of trade which are controlled by trusts. There isn't any dry goods trust, for instance, and there isn't any hardware trust, although we heard there was going to be one. When the raw material can be controlled by combination, and that control can be extended to all the products of that raw material, then a trust would be possible. But how could there be a wholesale dry goods trust, for instance, when every dry goods store sells forty-seven products of a dozen different kinds of raw material. What is true of the dry goods trade is true of most other lines, and you'll find that, until somebody learns a different form of business combination than that known as the trust, those who now employ commercial travelers will continue to employ them and find increased need for them as trade increases with the development of the country."

### 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 Egry Auto-graphic 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 creditors, 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.



## 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.

### Responsibility of the Prescription Druggist.

The prescription counter should be kept from being overcrowded with articles so likely to accumulate there, but which had better be elsewhere in the store. The scales and the prescription holder, together with neat boxes for powder papers, some small containers for pill-drying powder, and a few frequently needed articles, are about all that should constantly stay there. It is an excellent plan to have suitable shelving immediately behind the prescription stand to hold materials most frequently needed in this work. Just to the right or left of the counter place a small writing-desk, for use in writing directions on labels, etc. The desk should have drawers for holding labels, partitioned off so that the labels may be alphabetically arranged in rows. The writer uses a desk 23 by 33 inches top, and 14 inches deep, and varnished to correspond with the other furniture. It entirely fills the bill as a satisfactory writing-desk and label-holder. Beneath the prescription counter it is well to have a shallow drawer for holding spatulas, tablet triturate molds, suppository molds, one or two clean towels, glass scale-pans, and other small articles regularly needed in this class of work.

The morphine bottle and other similar dangerous articles should under no circumstances be kept handy on the prescription stand. These should be stored in some special place, best in a poison-closet, and as soon as the required quantity for use is weighed out they should be returned to their proper places. This rule, which quickly becomes a good habit, ought to apply likewise to each substance used in prescription filling. As soon as weighed or measured out, put the article back where it belongs, after carefully looking at it again to make sure the right substance has been used.

Also remove weights from the scale-pan in order to preserve the delicate balance by allowing it to oscillate. Wipe the pans, and cover the scales so as to keep out dust. It is not only good to be neat as a prescriptionist, but it is absolutely necessary. Accurate prescription scales should be the rule in every store. The weighing of alkaloids and other powerful medicaments should be a matter of exactness. If the scales are not correct this exactness is impossible. Therefore, the habit of neatness is as necessary as any other qualification to make one safe in prescription filling. Carelessly kept scales, half-washed and improperly cleaned graduates, and rusty spatulas make such work dangerous.

A very important rule is not to converse with anyone while engaged in weighing or measuring the ingredients of a prescription. If some one approaches to speak, make him wait until this part of the prescription work is completed; do not let him interrupt you

by talking. If drug store proprietors in general will adopt and rightly execute this very simple rule, the writer believes they will find it one of the best precautions which can be taken.

A well-regulated drug store should have many good general rules. The foregoing is one of the simplest and most important. What great responsibility rests on him who compounds prescriptions! He must never make even a single mistake. He daily handles dangerous medicines in the most particular and delicate way, and so perhaps goes through an entire lifetime. He must not forget even a little unimportant thing: the prescription label must be exact as to number, name of physician, and wording of directions. Moreover, he must be a judge of the physician's liability to error, a critic of dosage, and a correct reader of almost illegible writing.

George D. Case.

### How to Cap a Bottle of Toilet Water.

The finish, the stamp of elegance, that a fancy bottle-cap imparts to a toilet preparation is too evident to need argument. A bottle of perfumery, violet or lavender water presented wearing a neat cap of white or delicate hue, tied with a bit of blue ribbon, or a color to harmonize well with the cap, will arouse the fragrance-loving instincts of a woman to the buying point quicker by far than one which is devoid of such appealing characteristics. The most universally accepted material for capping such products is either the thin white leather called "split skin," or an animal membrane, thin and very pliable, known as "baudruche."

For the benefit of the many who have not been initiated into the mysteries of capping with these materials, and also those who seem to have been "let in the wrong door," we will give, on the process, a lesson in words, with some indebtedness to Snively's Treatise on the Manufacture of Perfumes. First, the material selected should be cut into strips, one-half or three-eighths inch wider than the distance from the lip of the bottle on one side of the stopper to the lip on the opposite side, measured across the top of the stopper. To be applied, a section thus shaped is moistened in water. This is done to make it more easily accommodate itself to the contour of the stopper, by rendering it pliable, and by causing it to retain this artificial shape when dry, through its becoming stiff from the wetting. If leather be used, it should be made only slightly wet (damp); much water impairs the texture and grain. The operator now gently pulls the cap down over the stopper, and, as well as he can, makes it lie neatly. A piece of strong cord is then wrapped two or three times around the neck sufficiently tight to confine the skin closely, and yet to permit it to be further adjusted by pulling the projecting edges. By carefully manipulating the skin when thus secured--loosening or tightening the cord as occasion may require--the operator can usually remove all wrinkles. When the cap is as perfect as it can be made, it is secured by a single coil of string, tightly tied, and the projecting edge is then clipped evenly off with a pair of shears.

It will be found quite difficult to make a neat finish, with either leather or baudruche, over some of the stoppers of odd pattern often used in such bottled products. To satisfactorily cover some stoppers--pretty, but in this case awfully intractable--it is not possible to use

leather, baudruche being substituted. When the cap has become fully dry, it is made to bear a bit of bonny ribbon, very narrow, called perfumers' tie ribbon. In color it can be had to suit the taste or requirements of the purchaser. To arrange and tie this ribbon, it would be well to dissect and make study of the work of adepts, examples of which are plentiful about the pharmacy. It is not difficult to ornament with ribbon the cap of a bottle stoppered with a common cork. A neck label is sometimes affixed to bottles of this class of products, when the ends of the ribbon are held by drawing them down over the neck and pasting the label over them. Where silk cord is used, the ends are often allowed to project a quarter inch or more, and are combed out tassel-like. The writer has found this fringe easily formed with a few strokes of an infants' hair comb. He has very attractively embellished the caps of bottles of toilet articles by tying about them pieces of crochet silk and combing out the end as above mentioned. This silk in the piece is very prone to tangle while being used if not carefully handled. Joseph Hostley.

### Why Poisoners Usually Use Arsenic or Strychnine.

From the New Orleans Times-Democrat.

"A recent newspaper article," said a physician, apropos of the Pullen case, "called attention to two curious facts, or rather alleged facts, about poison--first, that it is so seldom resorted to by murderers, and, second, that its use is almost invariably followed by detection. One might answer both statements with the question: How do we know? How do we know that the few clumsy cases that come to light represent the sum of that kind of crime? It is undeniably true that there are certain drugs which, if administered with skill, would be almost impossible to detect. Their symptoms are practically identical with those of familiar diseases, and a little while after death they decompose, change form and disappear. It would be possible, too, to inoculate a victim with the germs of some deadly malady. He would then go to his grave with a real case of consumption or pneumonia or lockjaw, and there would be nothing to arouse the shadow of suspicion. I believe firmly that such crimes are committed and never discovered, but I believe also that they are very rare. The real safeguard of a community lies in the fact that so few murderers possess the requisite skill.

"Educated people seldom commit deliberate murder," continued the doctor, "and the uneducated mind instinctively associates poison with two substances--arsenic and strychnine. They are the deadly drugs most familiar to the public, and fortunately they are easily detected. Murder by arsenic is infinitely clumsy. To begin with, the symptoms are marked and peculiar and, being a metallic product, its traces remain in the body an indefinite time. Last summer a woman in Barcelona, Spain, confessed that she had poisoned her sister with arsenic fifteen years before. The grave was opened and the coffin found to contain nothing but dust and ashes, but a chemical test showed unmistakably the presence of the drug. Mrs. Maybrick was accused of killing her husband with arsenic, and the test revealed it plainly in not only the remains, but in certain medicines. The demonstration was so conclusive that she finally rose in court and admitted giving him a 'white powder,' but insisted that she followed his own express directions. One of the most ingenious cases of poisoning I ever heard of occurred some

years ago in another State. A young physician plotted to kill a wealthy farmer. He knew the latter was taking quinine for a cold, and, meeting him one day, asked to see what sized capsules he used. While pretending to examine them he slipped in one containing strychnine. The farmer happened on it nearly a week later, and died in convulsions. An autopsy revealed the poison, but the affair was a deep mystery until the doctor committed suicide, leaving a written confession.

"The poisonings that occur in novels and on the stage are usually very amusing to a student of toxicology," said the physician in conclusion. "I remember in 'Sam'l of Posen,' which was produced with such success by M. B. Curtis, the drummer hero was temporarily knocked out by a poisoned cigar. He took two or three whiffs and over he rolled. I would like very much to know the name of a drug that would produce that sort of effect. Nearly all the poisoning in fiction is equally surprising. There is a well-known English romance in which the heroine inhales the fragrance of a bunch of roses and instantly falls dead. Needless to say, the poisoned perfume is wholly unknown to science. Another story--but I could keep on citing instances all night. History isn't much better. Most of the yarns of the Borgias and the Medicis are pure moonshine--especially those about poisoned gloves, poisoned tapers and other applications of drugs or things that are touched or handled. The tale of the book which was anointed on the margins with some deadly substance and killed the person who moistened his fingers to turn over the leaves has possibly a foundation of truth, but I confess I would be puzzled to know how to prepare such a volume. Almost anything that might be used would instantly betray itself by its taste. In the Middle Ages powdered glass is said to have been a favorite material with which to 'doctor' food, and you'll find some interesting data on the subject in the autobiography of Cellini, in the goldsmith. It is occasionally used by negroes right here in the South. Of course powdered glass isn't a true poison. It sometimes kills by setting up internal inflammation. Oftener it has no effect at all."

### The Drug Market.

Opium--Is firm but unchanged. As the primary markets are also firm, better prices are looked for.

Morphine--Unchanged.

Codine--As the season approaches for its use and the demand sets in, codine is in a very firm position.

Quinine--Is in good demand at the reduced prices and is very firm.

Citric Acid--Manufacturers reduced their price 1c per pound and, as the season is about over, there is little demand.

Wood Alcohol--Has been advanced 5c per gallon by the manufacturers. This is only upon 95 and 97 per cent.

Columbian Spirits--Unchanged.

Carbonate of Ammonia--Is very firm and has been advanced 1/2c per pound by the manufacturers.

Cocaine--Has advanced 25c per ounce. The scarcity of cocoa leaves and higher prices would indicate a further advance in this article.

Glycerine--Crude has again advanced and refined will probably follow.

Balsam Fir--Is firm at the advance noted last week.

Essential Oils--There are no changes. Wintergreen is very firm. Wormwood is very firm. Bergamot is tending higher. Buchu leaves are very firm at the advance noted, and higher prices are looked for on account of the trouble in the Transvaal.

Senna Leaves--Are very firm. Stocks are light and prices tending upward.

Linseed Oil--Is firm but unchanged.

**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**



## Advanced— Declined—

Menthol.....	℥ 3 00	Selditz Mixture.....	20℥ 22	Linseed, pure raw... 42	45
Morphia, S., P. & W.	2 20℥ 2 45	Sinapis.....	℥ 18	Linseed, boiled.....	43 46
Morphia, S., N. Y. Q.	℥ 40	Sinapis, opt.....	℥ 30	Neatsfoot, winter str	54 60
Moschus Canton.....	2 10℥ 2 35	Snuff, Maceaboy, De	℥ 41	Spirits Turpentine..	54 60
Mysticla, No. 1.....	65℥ 80	Snuff, Scotch, De Vo's	℥ 41		
Nux Vomica...po. 15	℥ 10	Soda, Boras.....	9℥ 11	<b>Paints</b> BBL. Lb.	
Os Sepia.....	25℥ 30	Soda, Boras, po.....	9℥ 11	Red Venetian.....	13½ 2 48
Pepsin Saac, H. & P.		Soda et Potass Tart.	20℥ 28	Ochre, yellow Mars.	13½ 2 44
D Co.....	℥ 1 00	Soda, Carb.....	1½℥ 2	Ochre, yellow Ber.....	13½ 2 43
Piels Liq. N. N. ½ gal.		Soda, Bi-Carb.....	3℥ 5	Putty, commercial..	2¼ 25½ 63
doz.....	℥ 2 00	Soda, Ash.....	3½℥ 4	Putty, strictly pure.	2¼ 24½ 63
Piels Liq., quarts.....	℥ 1 00	Soda, Sulphas.....	℥ 2	Vermillon, Prime	
Pil Hydrag.....po. 80	℥ 85	Spts. Cologne.....	℥ 2 60	American.....	13℥ 15
Pil Nigra.....po. 22	℥ 18	Spts. Ether Co.....	50℥ 55	Vermillon, English..	70℥ 75
Piper Alba.....po. 35	℥ 30	Spts. Myrcia Dom.....	6 2 00	Green, Paris.....	13½℥ 17½
Pilix Burgun.....	℥ 7	Spts. Vini Rect. libi	℥ 66	Green, Peninsular..	13℥ 16
Plumbi Acet.....	10℥ 12	Spts. Vini Rect. 10gal	℥ 661	Lead, red.....	6 6 63
Pulvis Ipecac et Opi 1	30℥ 1 50	Spts. Vini Rect. 5 gal		Lead, white.....	6 6 63
Pyrethrum, boxes H.		Strychnia, Crystal..	1 00℥ 1 20	Whiting, white Span	℥ 70
& P. D. Co., doz.....	℥ 75	Sulphur, Subl.....	23½℥ 4	Whiting, gliders.....	℥ 90
Pyrethrum, pv.....	25℥ 30	Sulphur, Roll.....	23½℥ 3½	White, Paris, Amer.	℥ 1 00
Quassia.....	8℥ 10	Tamarinds.....	8℥ 10	Whiting, Paris, Eng.	℥ 1 00
Quassia, S. & W.....	30℥ 35	Terebenth Venice.....	28℥ 30	cliff.....	℥ 1 40
Quinia, S. German.....	24℥ 34	Thyboroma.....	50℥ 52	Universal Prepared. 1	00℥ 1 15
Quinia, N. Y.....	24℥ 34	Vanilla.....	9 00℥ 16 00		
Rubia Tincturum.....	12℥ 14	Zinci Sulph.....	7℥ 8		
Saccharum Lactis pv	18℥ 20			<b>Varnishes</b>	
Salaceln.....	3 50℥ 3 60	<b>Oils</b>		No. 1 Turp Coach... 1	10℥ 1 20
Sanguis Draconis.....	40℥ 50		BEL. GAL.	Extra Turp.....	1 00℥ 1 30
Sapo, W.....	12℥ 14	Whale, winter.....	70 70	Coach Body.....	2 75℥ 3 00
Sapo M.....	10℥ 12	Lard, extra.....	50 60	No. 1 Turp Furn.....	1 00℥ 1 10
Sapo G.....	℥ 15	Lard, No. 1.....	35 40	Extra Turk Damar..	1 55℥ 1 60
				Jap. Dryer, No. 1 Turp	70℥ 75

# Druggists'

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## Sundry

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## Department

**We Call  
Special Attention  
to the  
Following Lines**

**RUBBER GOODS** have advanced and will be still higher about Sept. 15th.

**PIPES.** We have a full line ranging from 75c to \$12.00 per doz.

**TABLETS.** Pen and pencil at attractive prices.

**ATOMIZERS.** An elegant assortment of fancy perfume up to \$18.00 per dozen.

**PERFUMES.** All the leading odors from the leading manufacturers.

**POCKET BOOKS.** New fall styles at attractive prices

We have a full stock of

**COMBS, TOOTH BRUSHES, HAIR BRUSHES,**

**CLOTHES BRUSHES, LATHER BRUSHES,**

**TOILET SOAP, RAZORS, NAIL FILES, ETC.**

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



# GROCERY PRICE CURRENT.

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

<b>AXLE GREASE</b> doz. gross Aurora ..... 55 6 00 Castor Oil ..... 60 7 00 Diamond ..... 50 4 00 Frazer's ..... 75 9 00 IXL Golden, tin boxes 75 9 00 Mica, tin boxes ..... 75 9 00 Paragon ..... 55 6 00	<b>CANNED GOODS</b> <b>Apples</b> 3 lb. Standards ..... 75 Gallons, standards ..... 65 00 <b>Beans</b> Baked ..... 75@1 30 Red Kidney ..... 75@ 85 String ..... 35 00 Wax ..... 90 <b>Blackberries</b> Standards ..... 75 <b>Cherries</b> Standards ..... 90 <b>Corn</b> Fair ..... 75 Good ..... 85 Fancy ..... 95 <b>Hominy</b> Standard ..... 85 <b>Lobster</b> Star, 1 lb. .... 1 85 Star, 1 lb. .... 3 10 Picnic Tails ..... 2 25 <b>Mackerel</b> 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 <b>Mushrooms</b> Stems ..... 14@16 Buttons ..... 20@25 <b>Oysters</b> Cove, 1 lb. .... 90 Cove, 2 lb. .... 1 55 <b>Peaches</b> Pie ..... 1 25 Yellow ..... 1 65@1 90 <b>Pears</b> Standard ..... 70 Fancy ..... 80 <b>Peas</b> Marrowfat ..... 1 00 Early June ..... 1 00 Early June Sifted ..... 1 60 <b>Pineapple</b> Grated ..... 1 25@2 75 Sliced ..... 1 35@2 25 <b>Pumpkin</b> Fair ..... 55 Good ..... 65 Fancy ..... 85 <b>Raspberries</b> Standard ..... 90 <b>Salmon</b> Red Alaska ..... 1 35 Pink Alaska ..... 95 <b>Sardines</b> Domestic, 1/2s ..... 3@3 1/4 Domestic, Mustard ..... 6 1/4@6 3/4 French ..... 8@22 <b>Strawberries</b> Standard ..... 1 25 Fancy ..... 1 75 <b>Succotash</b> Fair ..... 90 Good ..... 1 00 Fancy ..... 1 20 <b>Tomatoes</b> Fair ..... 80 Good ..... 90 Fancy ..... 1 15 <b>CATSUP</b> Columbia, pints ..... 2 00 Columbia, 1/2 pints ..... 1 25 <b>CHEESE</b> Acme ..... @13 1/4 Amboy ..... @13 1/2 Butternut ..... @12 1/2 Carson City ..... @12 Elsie ..... @13 Emblem ..... @12 1/2 Gem ..... @13 1/2 Gold Medal ..... @12 1/2 Ideal ..... @12 1/2 Jersey ..... @13 Riverside ..... @13 Brick ..... @12 Edam ..... @17 No. 3 Carpet ..... @17 Limburger ..... @13 Pineapple ..... 50 @75 Sap Sago ..... @17	<b>CIGARS</b> Columbian Cigar Co.'s brand. Columbian ..... 35 00 Columbian Special ..... 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@ 70 00 Ruhe Bros. Co. .... 25@ 70 00 Hilson Co. .... 35@110 00 T. J. Dunn & Co. .... 35@ 70 00 McCoy & Co. .... 10@ 70 00 The Collins Cigar Co. .... 35@ 70 00 Brown Bros. .... 15@ 70 00 Banner Cigar Co. .... 30@ 70 00 Seidenberg & Co. .... 55@125 00 G. P. Sprague Cigar Co. .... 10@ 35 00 A. B. Ballard & Co. .... 35@175 00 E. M. Schwarz & Co. .... 35@110 00 San Telmo ..... 35@ 70 00 Havana Cigar Co. .... 18@ 35 00 <b>CLOTHES LINES</b> 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 <b>COFFEE</b> <b>Roasted</b> <b>Rio</b> Fair ..... 9 Good ..... 10 Prime ..... 12 Golden ..... 13 Peaberry ..... 14 <b>Santos</b> Fair ..... 14 Good ..... 15 Prime ..... 16 Peaberry ..... 18 <b>Maracaibo</b> Prime ..... 15 Milled ..... 17 <b>Java</b> Interior ..... 26 Private Growth ..... 30 Mandehling ..... 35 <b>Mocha</b> Imitation ..... 22 Arabian ..... 28 <b>Package</b> Below are given New York prices on package coffees, to which the wholesale dealer adds the local freight from New York to your shipping point, giving you credit on the invoice for the amount of freight buyer pays from the market in which he purchases to his shipping point, including weight of package, also 1/2¢ a pound. In 60 lb. cases the list is 10¢ per 100 lbs. above the price in full cases. Arbuckle ..... 10 50 Jersey ..... 10 50 McLaughlin's XXXX McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago. <b>Extract</b> 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 <b>CONDENSED MILK</b> 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 <b>COCOA</b> James Epps & Co.'s Boxes, 7 lbs. .... 40 Cases, 16 boxes ..... 38 <b>COCOA SHELLS</b> 20 lb. bags ..... 2 1/2 Less quantity ..... 3 Bulk, per 100 lbs. .... 4	<b>COUPON BOOKS</b> <b>Tradesman Grade</b> 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 <b>Economic Grade</b> 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 <b>Superior Grade</b> 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 <b>Universal Grade</b> 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 <b>Credit Checks</b> 500, any one denom. .... 2 00 1,000, any one denom. .... 3 00 2,000, any one denom. .... 5 00 Steel punch ..... 75 <b>Coupon Pass Books</b> Can be made to represent any denomination from \$10 down. 20 books ..... 1 00 50 books ..... 2 00 100 books ..... 3 00 250 books ..... 6 25 500 books ..... 10 00 1,000 books ..... 17 50 <b>CREAM TARTAR</b> 5 and 10 lb. wooden boxes ..... 30 Bulk in sacks ..... 29 <b>DRIED FRUITS—Domestic</b> <b>Apples</b> Sundried ..... @ 5 1/4 Evaporated, 50 lb. boxes 7@ 7 1/2 <b>California Fruits</b> Apricots ..... @ 15 Blackberries ..... 4 1/2 Nectarines ..... 10 Peaches ..... @ 11 Pears ..... 7 1/2 Pitted Cherries ..... 7 1/2 Prunelles ..... 15 Raspberries ..... 18 <b>California Prunes</b> 100-120 25 lb. boxes ..... @ 3 1/2 90-100 25 lb. boxes ..... @ 4 1/2 80-90 25 lb. boxes ..... @ 5 70-80 25 lb. boxes ..... @ 5 1/4 60-70 25 lb. boxes ..... @ 6 1/4 50-60 25 lb. boxes ..... @ 7 1/2 40-50 25 lb. boxes ..... @ 9 1/2 30-40 25 lb. boxes ..... @ 9 1/2 1/2 cent less in 50 lb. cases <b>Raisins</b> London Layers 2 Crown ..... 7 1/2 London Layers 3 Crown ..... 7 1/2 Cluster 4 Crown ..... 7 1/2 Loose Muscatels 2 Crown ..... 7 1/2 Loose Muscatels 3 Crown ..... 7 1/2 Loose Muscatels 4 Crown ..... 7 1/2 L. M. Seeded, choice ..... 10 L. M. Seeded, fancy ..... 9 1/2 <b>DRIED FRUITS—Foreign</b> <b>Citron</b> Leghorn ..... 11 Corsican ..... 12 <b>Currants</b> Patras, bbls ..... 6 1/4 Cleaned, bulk ..... 7 1/2 Cleaned, packages ..... 7 1/2 <b>Peel</b> Citron American 19 lb. bx. .... 13 Lemon American 10 lb. bx. .... 10 1/2 Orange American 10 lb. bx. .... 10 1/2 <b>Raisins</b> Sultana 1 Crown ..... 13 Sultana 2 Crown ..... 13 Sultana 3 Crown ..... 13 Sultana 4 Crown ..... 13 Sultana 5 Crown ..... 13 Sultana 6 Crown ..... 13 Sultana package ..... 13 <b>FARINACEOUS GOODS</b> <b>Beans</b> Dried Lima ..... 5 1/2 Medium Hand Picked 1 45@1 50 Brown Holland ..... 1 50 <b>Cereals</b> 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 <b>Farina</b> 24 1 lb. packages ..... 1 25 Bulk, per 100 lbs. .... 3 00	<b>Grits</b> Walsh-DeRoo Co.'s Brand.  24 2 lb. packages ..... 1 80 100 lb. kegs ..... 2 70 200 lb. barrels ..... 5 10 <b>Hominy</b> Barrels ..... 2 50 Flake, 50 lb. drums ..... 1 00 <b>Maccaroni and Vermicelli</b> Domestic, 10 lb. box ..... 60 Imported, 25 lb. box ..... 2 50 <b>Pearl Barley</b> Common ..... 1 75 Chester ..... 2 25 Empire ..... 2 50 <b>Peas</b> Green, Wisconsin, bu. .... 1 10 Green, Scotch, bu. .... 1 20 Split, bu. .... 2 50 <b>Rolled Oats</b> 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 <b>Sago</b> German ..... 4 East India ..... 3 1/2 <b>Salus Breakfast Food</b> 36 two pound packages ..... 3 60 18 two pound packages ..... 1 85 F. A. McKenzie, Quincy, Mich. <b>Tapioca</b> Flake ..... 5 Pearl ..... 4 1/2 Pearl, 24 1 lb. packages ..... 6 1/4 <b>Wheat</b> Cracked, bulk ..... 3 1/4 24 2 lb. packages ..... 2 50 <b>FLAVORING EXTRACTS</b>  D. C. Vanilla ..... 2 02 D. C. Lemon ..... 2 02 2 oz. .... 1 20 3 oz. .... 1 50 4 oz. .... 2 00 6 oz. .... 3 00 No. 8 ..... 4 00 No. 10 ..... 6 00 No. 2 T. .... 1 25 No. 3 T. .... 2 00 No. 4 T. .... 2 40 Lem. Van. .... 1 20 2 oz. Oval ..... 1 20 3 oz. Taper Panel ..... 1 35 4 oz. Taper Panel ..... 1 60 Van. doz. .... 1 25 XXX, 2 oz. obert ..... 2 25 XXX, 4 oz. obert ..... 1 00 No. 2 T. obert ..... 75 XXX D D picher, 6 oz ..... 2 25 XXX D D picher, 4 oz ..... 1 75 K. P. picher, 6 oz. .... 2 25 <b>FLY PAPER</b> Perrigo's Lightning, gro. .... 2 50 Petrolatum, per doz. .... 75 <b>GUNPOWDER</b> <b>Gun—Dupont's</b> Kegs ..... 4 00 Half Kegs ..... 2 25 Quarter Kegs ..... 1 25 1 lb. cans ..... 30 1/2 lb. cans ..... 18 <b>Choce Bore—Dupont's</b> Kegs ..... 4 25 Half Kegs ..... 2 40 Quarter Kegs ..... 1 35 1 lb. cans ..... 34 <b>Eagle Duck—Dupont's</b> Kegs ..... 8 00 Half Kegs ..... 4 25 Quarter Kegs ..... 2 25 1 lb. cans ..... 45	<b>HERBS</b> Sage ..... 15 Hops ..... 15 <b>INDIGO</b> Madras, 5 lb. boxes ..... 55 S. F., 2, 3 and 5 lb. boxes ..... 50 <b>JELLY</b> 15 lb. pails ..... 35 30 lb. pails ..... 62 <b>LICORICE</b> Pure ..... 30 Calabria ..... 25 Sicily ..... 10 Root ..... 14 <b>LYE</b> Condensed, 2 doz. .... 1 20 Condensed, 4 doz. .... 2 25 <b>MATCHES</b> Diamond Match Co.'s brands. No. 9 sulphur ..... 1 50 Anchor Parlor ..... 1 60 No. 2 Home ..... 4 00 Export Parlor ..... 1 50 Wolverine ..... 1 50 <b>MOLASSES</b> <b>New Orleans</b> Black ..... 11 Fair ..... 14 Good ..... 20 Fancy ..... 24 Open Kettle ..... 25@35 Half-barrels 2¢ extra <b>MUSTARD</b> Horse Radish, 1 doz. .... 1 75 Horse Radish, 2 doz. .... 3 50 Bayle's Celery, 1 doz. .... 1 75 <b>PICKLES</b> <b>Medium</b> Barrels, 1,200 count ..... 5 75 Half bbls, 600 count ..... 3 38 <b>Small</b> Barrels, 2,400 count ..... 6 75 Half bbls, 1,200 count ..... 3 38 <b>PIPES</b> Clay, No. 216 ..... 1 70 Clay, T. D., full count ..... 65 Cob, No. 3 ..... 85 <b>POTASH</b> 48 cans in case. Babbitt's ..... 4 00 Penna Salt Co.'s ..... 3 00 <b>RICE</b> <b>Domestic</b> Carolina head ..... 6 1/4 Carolina No. 1 ..... 5 Carolina No. 2 ..... 4 Broken ..... 3 1/2 <b>Imported.</b> Japan, No. 1 ..... 5 1/2@6 Japan, No. 2 ..... 4 1/2@5 Java, fancy head ..... 5 @5 1/2 Java, No. 1 ..... 5 @ Table ..... @ <b>SALERATUS</b> 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 3/8s ..... 3 00 <b>SAL SODA</b> Granulated, bbls ..... 80 Granulated, 100 lb. cases ..... 85 Lump, bbls ..... 75 Lump, 145 lb. kegs ..... 80 <b>SALT</b> <b>Diamond Crystal</b> Table, cases, 24 3 lb. boxes ..... 1 50 Table, barrels, 100 3 lb. bags ..... 2 75 Table, barrels, 40 7 lb. bags ..... 2 40 Butter, barrels, 280 lb. bulk ..... 2 25 Butter, barrels, 20 14 lb. bags ..... 2 50 Butter, sacks, 28 lbs. .... 25 Butter, sacks, 56 lbs. .... 55 <b>Common Grades</b> 100 3 lb. sacks ..... 1 95 60 5 lb. sacks ..... 1 80 28 10 lb. sacks ..... 1 65 <b>Warsaw</b> 56 lb. dairy in drill bags ..... 30 28 lb. dairy in drill bags ..... 15 <b>Ashton</b> 56 lb. dairy in linen sacks ..... 60 <b>Higgins</b> 56 lb. dairy in linen sacks ..... 60 <b>Solar Rock</b> 56 lb. sacks ..... 21 <b>Common</b> 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.....	@ 9
Halibut.	
Strips.....	14
Chunks.....	15

## Herring

Holland white hoops, bbl.	
Holland white hoops, keg.	1 05
Holland white hoop mehs.	1 05
Round 100 lbs.	3 75
Round 40 lbs.	1 65
Sealed	15

## Mackerel

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

## Trout

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

## 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
Cardamom, Malabar.....	60
Celery.....	10
Hemp, Russian.....	4 1/2
Mixed Bird.....	4 1/2
Mustard, white.....	5
Poppy.....	10
Rape.....	4 1/2
Cattle Bone.....	15

## SNUFF

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

## SOAP

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

## JAS. S. KIRK &amp; CO.'S BRANDS

American Family, wrp'd.....	2 66
Dome.....	2 75
Cabinet.....	2 20
Savon.....	2 50
White Russian.....	2 35
White Cloud, laundry.....	3 25
White Cloud, toilet.....	3 50
Dusky Diamond, 50 6 oz.....	2 10
Dusky Diamond, 50 8 oz.....	3 00
Blue India, 100 1/2 lb.....	3 00
Kirkline.....	3 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 bind.....	25
Cassia, Saigon, in rolls.....	32
Cloves, Amboyana.....	14
Cloves, Zanzibar.....	12
Mace, Batavia.....	55
Nutmegs, fancy.....	60
Nutmegs, No. 1.....	50
Nutmegs, No. 2.....	45
Pepper, Singapore, black.....	13
Pepper, Singapore, white.....	16
Pepper, shot.....	15

## Pure Ground in Bulk

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

## STOVE POLISH

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

## STARCH



## Kingsford's Corn

## Kingsford's Silver Gloss

## Diamond

## Common Corn

## Common Gloss

## SYRUPS

## Pure Cane

## SUGAR

## Below are given New York

## prices on sugars, to which the

## wholesale dealer adds the local

## freight from New York to your

## shipping point, giving you credit

## on the invoice for the amount

## of freight buyer pays from the

## market in which he purchases

## to his shipping point, including

## 20 pounds for the weight of the

## barrel.

Domino.....
Cut Leaf.....	5 44
Crushed.....	5 56
Powdered.....	5 69
XXXX Powdered.....	5 81
Cubes.....	5 91
Standard Granulated.....	5 19
Standard Fine Granulated.....	5 19
Above Granulated in 5	
lb. bags.....	5 25
Above Granulated in 2	
lb. bags.....	5 25
Extra Fine Granulated.....	5 31
Extra Coarse Granulated.....	5 31
Mould A.....	5 44
Diamond Com. A.....	5 44
Confec. Standard A.....	5 44
No. 1.....	4 69
No. 2.....	4 69
No. 3.....	4 69
No. 4.....	4 63
No. 5.....	4 56
No. 6.....	4 50
No. 7.....	4 44
No. 8.....	4 38
No. 9.....	4 32
No. 10.....	4 19
No. 11.....	4 06
No. 12.....	4 00
No. 13.....	4 00
No. 14.....	3 94
No. 15.....	3 94
No. 16.....	3 94

## TABLE SAUCES

## LEA &amp; PERRIN'S

## SAUCE

## The Original and

## Genuine

## Worcestershire.

## VINEGAR

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

## WASHING POWDER

Kirk's Eos.....
Roseline.....	2 00
Wisdom.....	3 75
Roseline.....	3 25
Nine O'clock.....	3 50
Babbitt's 1876.....	2 50
Gold Dust.....	4 25
Johnson's.....	3 50
Swift's.....	2 88
Rub-No-More.....	3 50
Pearline, 100 lbs.....	3 30
Pearline, 35 lbs.....	2 85
Snow Boy.....	2 35
Liberty.....	3 90

## WICKING

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

## WOODENWARE

## Baskets

Bushels.....
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.....
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.....
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

## Mop Sticks

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

## Pails

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

## Tubs

Bronze Globe.....
Dewey.....	2 50
Double A.....	1 75
Double A.....	2 75
Single A.....	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

## Wash Boards

11 in. Butter.....
13 in. Butter.....	1 00
15 in. Butter.....	1 60
17 in. Butter.....	2 00
19 in. Butter.....	2 50

## YEAST CAKE

Yeast Foam, 1 1/2 doz.....
Yeast Foam, 3 doz.....	1 00
Yeast Cream, 3 doz.....	1 00
Magic Yeast 5c, 3 doz.....	1 00
Sunlight Yeast, 3 doz.....	1 00
Warner's Safe, 3 doz.....	1 00

## Wood Bowls

Yeast Foam, 1 1/2 doz.....
Yeast Foam, 3 doz.....	1 00
Yeast Cream, 3 doz.....	1 00
Magic Yeast 5c, 3 doz.....	1 00
Sunlight Yeast, 3 doz.....	1 00
Warner's Safe, 3 doz.....	1 00

## YEAST CAKE

Yeast Foam, 1 1/2 doz.....
Yeast Foam, 3 doz.....	1 00
Yeast Cream, 3 doz.....	1 00
Magic Yeast 5c, 3 doz.....	1 00
Sunlight Yeast, 3 doz.....	1 00
Warner's Safe, 3 doz.....	1 00

## Provisions

## Swift &amp; Company quote as

## follows:

## Barreled Pork

Mess.....
Back.....	@ 10 00
Clear back.....	10 50
Short cut.....	@ 10 75
Pig.....	@ 10 50
Bean.....	@ 9 50
Family.....	@ 11 00

## Dry Salt Meats

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

## Smoked Meats

Hams, 12 lb. average.....
Hams, 14 lb. average.....	@ 11
Hams, 16 lb. average.....	@ 11 1/2
Hams, 18 lb. average.....	@ 11 1/2
Hams, 20 lb. average.....	@ 10 1/2
Ham dried beef.....	@ 15 1/2
Shoulders (N. Y. cut).....	@ 7
Calumet hams.....	@ 7 1/2
Boneless hams.....	@ 6 1/2
Cooked ham.....	@ 8 1/2

## Lards—In Tierces

Compound.....
Kettle.....	5 1/2
55 lb. Tubs, advance.....	7
50 lb. Tubs, advance.....	3
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.....	3 1/2

## Sausages

Bologna.....
Liver.....	6 1/2
Frankfort.....	7
Pork.....	8 1/2
Blood.....	6 1/2
Tongue.....	9
Headcheese.....	7

## Beef

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

## Pigs' Feet

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

## Tripe

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

## Casings

Pork.....
Beef rounds.....	20
Beef middles.....	3
Sheep.....	60

## Butterine

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

## Canned Meats

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

## Grains and Feedstuffs

## Wheat

## Winter Wheat Flour

## Local Brands

Patents.....
Second Patent.....	4 00
Straight.....	3 50
Clear.....	3 25
Graham.....	3 00
Buckwheat.....	3 50
Rye.....	3 25
Subject to usual cash dis-	
count.....	
Flour in bbls., 25c per bbl. ad-	
ditiional.....	
Ball-Barnhart-Putman's Brand	
Daisy 1/2.....	3 60
Daisy 1/4.....	3 60
Daisy 1/8.....	3 60

## Spring Wheat Flour

## Clark-Jewell-Wells Co.'s Brand

Pillsbury's Best 1/2.....
Pillsbury's Best 1/4.....	4 45
Pillsbury's Best 1/8.....	4 35
Pillsbury's Best 1/4 paper.....	4 25
Pillsbury's Best 1/8 paper.....	4 25
Ball-Barnhart-Putman's Brand	

## Soda

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

## Oyster

Saltine Wafer.....
Saltine Wafer, 1 lb. carton.....	6
Farina Oyster.....	6
Extra Farina Oyster.....	6 1/2

## Sweet Goods—Boxes

Animals.....
Bent's Water.....	10 1/2
Cocunut Taffy.....	15
Coffee Cake, Java.....	10
Coffee Cake, Iced.....	10
Crack	



### A Review of Some Advertising—Good and Otherwise.

S. Maudlin & Co., of Bridgman, write me as follows:

We peruse your advertising talks in the Tradesman with much interest from time to time and enclose you herewith a copy of our latest effort in this line of work. Not having a newspaper here, we have resorted to circulars, which we issue every thirty to sixty days and mail to every family within reasonable

week would not be too often to issue them—using, perhaps, three smaller circulars and one big one every month. The plan is one that can be adopted by every firm similarly situated, with a great deal of profit.

\* \* \*

L. A. Ely, of Alma, is an advertiser in the Tradesman—or, rather, he uses three inches of space in this paper each week and crowds into it matter enough



ALL ROADS LEAD TO THE BIG STORE

## S. MAUDLIN & CO.

SOUTH SIDE OF MAIN STREET

Bridgman, Michigan

**T**HE constant aim of The Big Store since it opened business has been to give the people goods of a character and quality at the lowest prices possible. The great success that has attended our efforts accounts for the wonderful business that it has received, and which continues to grow bigger day by day.

## Great Autumn Clearing Sale

OCTOBER 2nd TO 14th INCLUSIVE

In order to clear our shelves of all broken lots of goods—short lengths, remnants, etc.—before our immense line of winter goods shall arrive, **Great Money-Saving Opportunities.** In view of the higher prices that are now prevailing in all lines, this is an opportunity careful buyers cannot afford to miss.

### Underwear

#### Specials

47 pieces Men's heavy ribbed, fleece lined, former prices 50c, going at, each 35c  
Regular winter weights. Warm Ones

#### Still Another

Our entire line of Men's fancy lined Shirts, with collars and cuffs to match. Sizes 14½ to 17. Former prices 50c to \$1.00. All going now at **39c**

#### 25c Line

Ask to see our 25c line of Ladies' and Gents' fleece lined Underwear. Nothing better in the land for the price.

#### WALL PAPER AND PAINTS

You will want something in this line. We have a large assortment of both and can suit you in price and styles.

#### COAL

We carry both hard and soft Coal. Hard coal, best grades egg and nut size. \$6.50 per ton.

Verily, verily, more and more. It pays to trade at the South Side Store!

#### GALVANIZED BARBED WIRE

We have a quantity of this wire which we are selling at \$3.75 per 100 lbs., which is a very close price at this time.

POTATOES WANTED at market prices.

In Dress Goods we offer you your choice of 10 different patterns, in fancy plaids and stripes, former price 12c per yd. at 10c  
2 pieces extra heavy Gleewood Twilled goods in red and white stripes. Satine effect, former price 12½c, going at 10c  
Just the stuff for school wear  
Large line of Remnants, Short Lengths, etc.



### The Red, White and Blue

are the colors that cannot fade and that never run. Proven on many battlefields and on every sea. Under the Red, White and Blue the great American **SELZ** SHOES have won endless victories, until there are now more **SELZ** SHOES made and sold than any other one kind. We have them for you because we know them to be all right and will win your friendship, while you can buy them without paying an extra cent for the extra wear you will get out of them.



If you have tried us on Shoes you know we have the right kind, and prices are **ALWAYS RIGHT**.  
Our Queen Shoe at \$1.25. Our Sappho at \$2.00  
Our Lady Elgin at 1.50. Our Miss Chicago, 2.50  
Stand unequalled for the money

#### Special for this Sale

79 pair Ladies' fine Shoes, former price \$1.25 to \$2.50. 89c  
Take your pick of the lot for  
In Rubbers we handle such well-known brands as Banigan's, Minnawaka, Ball Brand, and Woonsocket. We have them in all styles and widths, sure to please.  
Owing to higher prices on Rubbers, we have paid particular attention to our line of Leather Boots. We have an extra fine Old Grain Boot with heavy top sole at \$2.50. See our Assessor Call Boot at \$2.50, and our genuine Kip Boot at \$3.00. Every pair guaranteed solid.



### Thoughts for Food

People often lack appetite because they have eaten what was unwholesome. It requires care in selecting food stuffs if you would guard the health of those who meet around your board.

#### LOOK HERE

Granulated Sugar, 10 lbs. for \$1.00  
White E. C. Sugar, 20 lbs. for 1.00  
Gold Dust Washing Powder, 20c pkg. why pay 25c?  
Yeast, all kinds, 4c pkg. Why pay 5c?  
Rice, an extra fine one at 3c lb.  
Package Coffee, 10c pkg.  
Tea (special for this sale) 25c lb. Regular 40c.  
Clothes Pins, 5 doz. in nice box for 3c  
We pay highest prices for produce of all kinds.

In Meats we have Swift & Company's celebrated goods exclusively: Hams, Bacon, Fresh Sausage and Bologna.

#### STOVES

We have them. Best makes and prices as low as the lowest. Stove Pipes, Kitchens, Dampers, etc.

We have plenty of Room and Competent Clerks who will try to please you in every respect.

## Send For It

Our descriptive price list of Robes and Blankets is a valuable thing to have. It tells you about the best stock in Michigan and makes prices that are getting the business. Our harness illustrated catalogue and price list shows everything just as it is, with a detailed description.

**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.

Come and see us, we are looking for you. Yours truly,

## S. MAUDLIN & CO.

distance of us. In this circular, we make no claim to originality, as we have copied some parts of it from papers, etc., when it suited the occasion.

We feel under obligations to you for the many good pointers we obtain from your talks.

Accompanying this letter are two circulars, the smaller of which is reproduced herewith. They are both well printed on a fair quality of white paper, and as can be seen, the typographical work is good. The reading matter is, for the most part, interesting, and should sell goods. I quarrel, however, with the use of the flag as an introduction to the Selz shoe advertisement. The space could have been much better employed in a description of the points that are alleged to make the Selz shoe better than other shoes. A good rule for all advertisers to think of when writing advertising copy is, "Talk business in your advertisements as long as there is any business to talk about. When there's none left, stop talking."

The idea of issuing the circulars is decidedly good, but it would seem to me that they are not put out often enough. I would suggest that once a

to fill a quarter page. His advertisements are long, wordy and not at all convincing. Take the accompanying specimen, for instance:

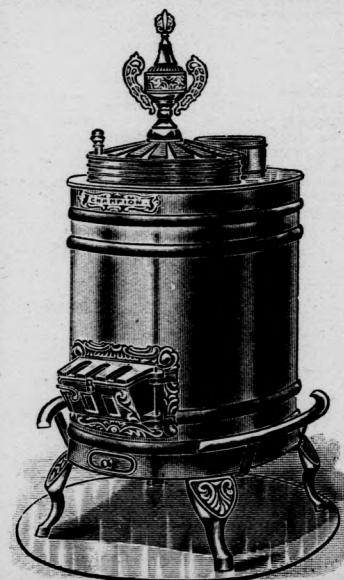
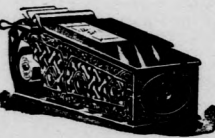
### The Howhowwhat.

It has been said that, unquestionably beyond reach of successful contradiction, more retail merchants make a failure of their business from forgotten charges, caused by lack of systematic management, than from all other causes combined, which statement leads one to think things ought to change; but how? By whom and what? First, How? By introducing a system to this class of business men that insures them against the possibility of a forgotten charge, used in connection with a system for retailers which saves the profits, only from which are fortunes made. Second, By whom? By the Egry Autographic Register Co., who plan systems for retailers in all lines of business, enabling them to save the profits by stopping the leaks. Third, By what? By using the Egry Autographic Register—adapted to any class of business needs.

Address inquiries or send orders for what you want to

L. A. ELY, Alma, Mich.

Mr. Ely's sentences are too long. His style resembles that of the German



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.



author of whom Mark Twain speaks, who disappears from view in a sea of words and finally emerges, gasping, at the other shore, with the verb in his mouth. I do not doubt that Mr. Ely knows what he is talking about, but like many other good men, he does not know how to impart his knowledge to other people. I am sure that the Egry Autographic Register is a good thing, but not through any argument that Mr. Ely has adduced.

There are three requisites to every advertisement:

First, it must be seen.

Second, it must be read by the people to whom it is addressed.

Third, it must be so worded as to impress upon its readers' minds the merits of the article it advertises, with a view to making them buyers.

Mr. Ely's advertisements are so small that they are difficult to find in the paper. They are set in such small type, and are so crowded, that they are hard to read. And, last of all, when read, they are not convincing.

What Mr. Ely should do is either to take more space or say less. Let him use a style something after this order:

## Stop Business Leaks

With the Egry Autographic Register, every transaction is registered when made. You have no chance to forget charges. It pays for itself in the money it saves. Adapted to every business—and every business needs one.

Write me about it.

L. A. ELY, Alma, Mich.

A series of advertisements like this, which would drive home a few forcible truths every time, would make Mr. Ely's space in the Tradesman a paying investment.

\*\*\*

It is possible to say too many good things about the article you are advertising, and thus spoil your own cause.

## Its Last Use

When a man buys a hat of us it lasts so long that he gets tired of it. It is not worn out. It is what you might call a tired hat. Of course this kind costs a little more than the hat that tears off the brim, and cracks at the crease, or breaks when indented. We guarantee our goods. Backed up by the maker.

## One Hat at \$3.50 to \$5.00

is cheaper than four hats at \$2.00 to \$2.50. We have some cheaper grades, but don't insist upon you buying, for we want every man to be as correctly dressed as possible.

# Bidelman & Lane

The advertisement of Bidelman & Lane, of Manistee, is an example.

Now, as a matter of fact, no man wants to buy a hat that wears so long that he gets tired of it. The average mortal wants a hat that will look well for a season or two, and then he wants to throw it away without any pangs. I doubt if anyone will want to pay any extra money for the privilege of having a hat of the immortal variety advertised by Bidelman & Lane. If they had started out with the assertion that one hat at \$3.50 to \$5 is cheaper than four hats at \$2.50, and followed it up with the remark that hat styles do not change radically, and their \$3.50 to \$5 hats would wear well and look well until the last, they would have avoided the consequences of the rather rash statement incorporated in their present advertisement.

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The accompanying advertisement was clipped from a recent issue of a Manis-

## If You Don't Mind----

The heat of a kitchen range in summer, sir, perhaps you mind the cost of it. If you mind either the one or the other, you have much to gain in physical and financial comfort by investigating the merits of our oil and gasoline stoves.

# E. R. Welsh,

429 W. River St.

tee paper. It is from the pen of E. R. Welsh, the somewhat fiery gentleman who took exception to my criticism of his advertising once before. This wasn't a bad advertisement when it was ripe, but to allow it to hang unplucked upon the tree so long savors of carelessness. I should advise Mr. Welsh to pack it carefully away with his stock of gasoline stoves until next summer, and to run something a little more timely.

W. S. Hamburger.

## Tight as a Bottle.

"It seems to me," remarked the prospective tenant as he noted four inches of water in the basement, "that this cellar leaks."

"Leaks! Not a bit of it," spoke up the hustling agent. "Why, that water's been there for a month, and not a drop has escaped."

## No Time for Other Matters.

First Lawyer—You are a cheat and a swindler!

Second Lawyer—You are a liar and a blackguard!

The Court (softly)—Come, gentlemen, let's get down to the disputed points of the case.

## Answered.

"A fool can ask more questions than a wise man can answer. Ain't that so?" "I can't answer you."

Admiral Dewey, although not a total abstainer from liquors, has a horror of heavy drinking among naval officers. "I had rather sleep with a madman," he once said in speaking of a captain who had just been put "on pledge." "I could restrain a lunatic, but not a drunkard. If I had my way no officer in either branch of the service who was once dismissed for drunkenness should ever be restored to the active list unless his reformation was absolutely sure."

## 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		
Wrought Narrow.....	60		
Cartridges			
Rim Fire.....	40&10		
Central Fire.....	20		
Chain			
3/4 in. 5-16 in. 3/4 in. 1/2 in.			
Com. 7 3/4 c. 6 3/4 c. 6 c. 5 3/4 c.			
BB 8 3/4 7 1/2 6 1/2 6 3/4			
BBB 9 3/4 8 7 1/4 7			
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, List 12 13 14 15 16.			
Discount, 65.....	28 17		
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 3/4		
Yerkes & Plumb's.....	dis 40&10		
Mason's Solid Cast Steel.....	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3.....	dis 60&10		
Hollow Ware			
Pots.....	50&10		
Kettles.....	50&10		
Spiders.....	50&10		
Horse Nails			
Au Sable.....	dis 40&10		
Putnam.....	dis 5		
House Furnishing Goods			
Stamped Tinware, new list.....	70		
Japanned Tinware.....	20&10		
Iron			
Bar Iron.....	3 c rates		
Light Band.....	3 3/4 c rates		
Knobs—New List			
Door, mineral, jap. trimmings.....	85		
Door, porcelain, jap. trimmings.....	1 00		
Lanterns			
Regular 0 Tubular, Doz.....	5 00		
Warren, Galvanized Fount.....	6 00		
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, Cistern.....	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, Aeme.....	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 1/4c per pound extra.			
Planes			
Ohio Tool Co.'s, fancy.....	50		
Sciota Bench.....	60		
Sandusky Tool Co.'s, fancy.....	50		
Bench, first quality.....	50		

## Nails

Advance over base, on both Steel and Wire.	
Steel nails, base.....	3 10
Wire nails, base.....	3 20
20 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	45
3 advance.....	40
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85
Rivets	
Iron and Tinned.....	50
Copper Rivets and Burs.....	45
Roofing Plates	
14x20 IC, Charcoal, Dean.....	6 50
14x20 IX, Charcoal, Dean.....	7 50
20x28 IC, Charcoal, Dean.....	13 00
14x20 IC, Charcoal, Allaway Grade.....	5 50
14x20 IX, Charcoal, Allaway Grade.....	6 50
20x28 IC, Charcoal, Allaway Grade.....	11 00
20x28 IX, Charcoal, Allaway Grade.....	13 00
Ropes	
Sisal, 1/2 inch and larger.....	11 1/2
Manilla.....	14 3/4
Sand Paper	
List acct. 19, '86.....	dis 50
Sash Weights	
Solid Eyes, per ton.....	20 00
Sheet Iron	
com. smooth.....	com.
Nos. 10 to 14.....	\$3 20 \$3 60
Nos. 15 to 17.....	3 20 3 60
Nos. 18 to 21.....	3 30 3 20
Nos. 22 to 24.....	3 40 3 30
Nos. 25 to 26.....	3 50 3 40
No. 27.....	3 60 3 50
All Sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shells—Loaded	
Loaded with Black Powder.....	dis 40
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
Solder	
1/2&1/2.....	20
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron.....	65
Tin—Melyn Grade	
10x14 IC, Charcoal.....	\$ 8 50
14x20 IC, Charcoal.....	8 60
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 55
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



**The Grocery Market.**

**Sugars**—Because of the absence of offers, practically no business in raw sugar has been done during the past week. Quotations on same are unchanged, being still on the basis of 4 5-16c for 96 deg. test centrifugals, but it is thought by many that there will be a reduction in the near future. Refiners are not anxious buyers, being amply stocked with raws to carry them along for the present. One of the Howell refineries, the National of Yonkers, is closed for an indefinite period, the intention being not to run again until the business is on a paying basis. The other Howell refinery, the Mollenhauer of Brooklyn, has been closed for several weeks, but will start up again soon. The instability of the prices of refined and the fear that some fresh move in the contest between the American Sugar Refining Co. and its competitors may lead to even lower prices have had a very bad effect upon distribution and dealers are buying only in small quantities, preferring to await the outcome of the present unsettled condition of the market. New beet sugar from the Michigan Beet Sugar Co. is now being offered to the trade. The total stock of sugar in the United States is 179,317 tons, against 188,702 tons at the same time a year ago.

**Canned Goods**—There is an exceedingly active market on canned goods of almost all varieties and prices tend toward an advance. Corn is in active demand and prices are strong, with an upward tendency. The pack is about over and in all the large packing states except Maryland is short from one-third to one-half. Prices tend upward in consequence and promise to rule much higher before the season closes. Nearly all packing centers report an unusually large proportion of desirable quality, although the output of fancy stocks is said to be small. Tomatoes are much firmer and an advance is looked for very soon. Some Western packers are still buying in the Eastern markets, but the heaviest buying seems to be over. String beans are firm with good demand at unchanged prices. Peas are steady, but sales are small and prices rule high. The supply will not nearly equal the demand and prices will probably be advanced soon. All fruits are firm at a high range of prices and the tendency of quotations is upward. The pack of minor vegetables promises to be about an average, and according to present indications prices will rule steady at about present range. The demand for such canned goods increases every year. Regarding the advance in sardines noted last week and a further advance of 25c per case which has taken place this week, it is claimed that this would have taken place months ago if the two companies controlling the industry had then agreed to act jointly in maintaining prices, as is now the case. It seems that they have come to an agreement to sell the fish at a certain figure, below which neither concern can go. Generally speaking, raw materials are about 100 per cent. higher this year than last and are still advancing so that as there is but a small margin of profit in the present prices; it is probable that a further advance will take place soon. This season's pack will be considerably shorter than that of last year, as at present there is a great scarcity of raw fish, and many plants are idle for lack of supplies. It is difficult to estimate this season's pack, but as nearly as can be learned, it will be somewhere between

700,000 and 1,000,000 cases. The demand for oysters is very good this season. One Baltimore packer writes that his booking of oyster orders to be shipped out of new packing is larger than ever before. Late advices from Portland, Me., are to the effect that the domestic pack of lobsters will be the smallest in the history of the business. There has been an enormous demand for fresh lobsters, and this cut down the supply of the canners.

**Dried Fruits**—The upward tendency in all varieties of dried fruits continues and prices are on the verge of an advance in a number of prominent lines. Even although business has seemed exceedingly dull for some weeks, as a matter of fact the fall demand has begun much earlier than usual in some lines. This is due to the fact that the market is virtually bare of some sorts and buyers are compelled to go into the market early to supply their customers. Everything indicates an unusually heavy consumptive demand during the remainder of this season. Owing largely to heavy purchases on the Coast, peaches have developed considerable activity after the previous dullness. Dealers began to realize that peaches, while plentiful, were cheap—in fact, about the cheapest fruit to be had—and if the present demand is any indication of what is coming later on, we will have an unprecedented consumption of peaches this year. The present market is so strong that prices have advanced nearly 1c per pound in about a week, with prospects of still higher prices shortly. Raisins are very active and there are large sales even at the high prices. The short crop in California and the total cleaning up of the market are expected to compel heavy sales, notwithstanding the high prices. Buyers feel safer in taking liberal supplies than they did last year, because the Association has proved itself capable of controlling the situation and fulfilling its promises to both growers and buyers. The packers were permitted to sell only 75 per cent. of their allotment at the opening prices, as established by the Growers' Association, and it is claimed that this 75 per cent. allotment has already been sold. The remaining 25 per cent. will be sold at the advance just made— $\frac{1}{4}$ c on 3 crown and  $\frac{1}{2}$ c on 4 crown. Prunes tend upward, particularly the small sizes, which are nearly unobtainable. Buyers pay a premium for all small sizes they get, and 90s, 80s and 70s are very scarce. The demand is increasing and the movement is much heavier. No new figures have been given out on the crop, hence it is assumed that previous statements are substantially correct. The coast situation in dried apricots is constantly increasing in firmness and there are not over ten carloads left in first hands. Pears are likely to be scarce, and prices will rule high. The crop in California was short and, as the bulk of dried pears come from there, the outcome is obvious. Figs are selling well at full previous prices and the tendency is upward. Supplies are small and holders are not anxious sellers under present conditions. Dates are being gradually absorbed and the market will be bare within two or three weeks more. The new crop goods, which will arrive in November, will come upon a virtually bare market and ought to meet a liberal demand.

**Rice**—There is a fair demand for both foreign and domestic rice. Supplies of new crop rice are coming in large quantities and are being readily sold.

Advices from the South continue to show a firm upward tendency, although there is no change in price.

**Molasses and Syrups**—There is a fair demand for molasses, but corn syrup seems to be the greatest seller in this line at present. There is an enormous demand for these goods and a great many cars have been sold. During the past week prices have advanced  $\frac{1}{4}$ c per gallon on bulk goods and  $9@12\frac{1}{2}$ c on cases, with the market very firm at the advance.

**Green Fruits**—There is practically no demand for lemons. No one seems to want them, or, if they do, it is only the smallest quantities. While there is no change in prices as yet, the market is inclined to be rather weak. The new crop of Sicily lemons is in good shape and the output promises to be large.

**Nuts**—Trade in all varieties of nuts is improving and there is a firm feeling in the market, indicating better prices to come. Buyers are getting their supplies of nuts for the holidays and most of them are placing fairly liberal orders, which include a good proportion of all sorts. Walnuts are in rather sharp demand and buyers are experiencing some difficulty in securing what they want. There are no Californias offering and supplies of other varieties are scarce. Almonds are up a fraction. The demand for Tarragonas and Ivicas has improved so much that prices have advanced  $\frac{1}{4}$ c. The demand for Brazils continues very active, but prices are lower than usual at this season. Stocks are sufficient for present needs, but if demand continues as brisk as now, higher prices are certain. Filberts are unchanged, but the tendency is upward. Sicily filberts are becoming scarce and high prices are paid for this grade of nuts. Pecans are firmer and show a slight advance. Peanuts are inclined to be weak with but a fair demand.

#### Enamored With Her Occupation As a Commercial Tourist.

From the Adrian Times.

"Miss C. R. Pollock, Cleveland," was the inscription on the register at the Emery Hotel to-day. There was nothing out of the ordinary about its appearance. Enquiry revealed the fact that the owner of the name is a commercial traveler, and led to further enquiries on the part of the Times.

Miss Pollock is an exceedingly clever young woman, good looking, quick witted and full of vim. She was not averse to being interviewed, and related some of her experiences and impressions as a drummer. She was always fond of canvassing, and when 16 years old started out as a book agent. She was a success from the beginning, but the work was too hard and she was compelled to abandon it.

Then she became a "demonstrator," and traveled about the country explaining the merits of a novelty she was introducing. Four years ago she entered the employ of the Adelaide crown lining company, of Cleveland, and is still in their employ.

"Yes, I like the work," she said, in answer to an enquiry. "I am accorded every courtesy wherever I go, both at the hotels and on the trains. Railroad accommodations have improved so during the last few years it is really a pleasure to travel. And then the merchants are so kind to me."

"I like Michigan. There are so many good towns and the business men are wide-awake and hustling. During the time I have been on the road I have traveled all over the country, and I never found a territory I liked better than this."

Miss Pollock is a close observer, a fluent talker, and makes an interesting companion. She arrived from Monroe Monday evening, and went to Hillsdale this noon.

## 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—OWEN ACETYLENE GAS MACHINE.** Cone & Co., 80 Fitzhugh St., Grand Rapids. 97

**FOR SALE—RETAIL LUMBER AND COAL** yard in live town in Northeastern Indiana; good country. Poor health reason for selling. Address Hoosier, care Michigan Tradesman. 93

**FOR SALE—STORE BUILDING, TWO RESIDENCES,** barn, warehouse and general stock located in rich agricultural section. Will sell buildings alone or buildings and stock together. Reason for selling, owner has other business. Address No. 92, care Michigan Tradesman. 92

**MILLBROOK, MICHIGAN, MECOSTA CO.** Best business property, with good dwelling, for rent cheap; excellent location for a good general store; none better in the state. Enquire of A. M. Bendetson, 234 East Main street, Battle Creek, Mich. 95

**FOR SALE—LADIES' MISSES' AND CHILDREN'S** shoes. Will invoice close to \$600, mostly Drew Selby make; all desirable styles. I wish to close out the line; will sell at a bargain for spot cash only. Address, M. Lightstone, Otsago, Mich. 96

**FIRST-CLASS OPENING FOR JEWELER.** Room for small stock if desired. Address No. 81, care Michigan Tradesman. 81

**TO EXCHANGE—160 ACRE FARM IN IONIA** county for good merchandise or good city property. Address M. D. S., Lock Box 155, Harrison City, Mich. 96

**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

**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 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

**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

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

**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, bazaar preferred. References furnished. A. M. Enos, Albion, Mich. 91

**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







## The Money Weight System Is Sky High in Public Favor



Remember our scales are sold on easy monthly payments.

The Computing Scale Co., Dayton, Ohio

## 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.



## 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.