

# MICHIGAN TRADESMAN

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NO. 527



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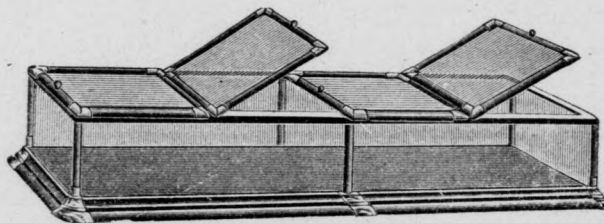
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# MICHIGAN TRADESMAN

VOL. XI.

GRAND RAPIDS, WEDNESDAY, OCTOBER 25, 1893.

NO. 527

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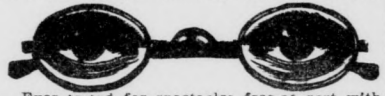
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## A COUNTRY PASTORATE.

Thirty years ago Bray's Corner was a pretty, quiet, old-fashioned village, nestled among lofty hills. A store, which was also the post-office, two churches, a small hotel, and a school-house made up the sum total of the public buildings.

The people "lived and moved and had their being" year in and year out, in much the same manner as their fathers and grandfathers before them. The same doctor cared for their physical needs, the same minister for their spiritual welfare, until old age removed him from active service, or death ended his mortal career.

So many quaint stories come to my memory about these people, that I am tempted to write them out, with some changes of name.

Even this slight precaution may be unnecessary, so many of the originals are now dead and forgotten. Bray's Corner itself is changed beyond recognition. A flourishing academy is now the pride and glory of its people; a railroad station is within ten minutes ride of the village stores (there are now three), and the town boasts a real, live representative to the Legislature, Hon. John Harlowe, who drives a span of horses, spends his winters in Boston, and has periodical and invariably futile political aspirations in the direction of the governorship, which make him the wonder and pride of his less ambitious fellow townsmen.

But it is of Bray's Corner of thirty years ago that I wish to write. John Harlowe was then a struggling young lawyer, "courtin' Deacon Bolton's darter,"—to use the vernacular of that time.

Deacon Bolton was leading man in the orthodox church, and it was whispered with bated breath that Harlowe was a skeptic; hence, the course of true love ran somewhat roughly for a time, but Harlowe prospered, and Deacon Bolton, who had the name of being "rather close," probably learned to appreciate talent and ambition, backed by a well-filled pocketbook, and withdrew his objections.

Deacon Spicer, venturing to remonstrate with Deacon Bolton, quoted the passage about being "unequally yoked with an unbeliever," and was told that "Paul, being a single man, wasn't good authority on such pints!" which daring, not to say heterodox, statement was allowed to escape criticism, being lost sight of in the discussion it precipitated as to whether Paul was married or single, always a favorite topic for lengthy and heated argument between the two deacons.

Thirty years ago a "donation party" was a favorite method of eking out the minister's salary. Besides this form of concerted effort, individual contributions of the products of the farm were in order, and a favored substitute for the sorely needed cash.

I recall one such instance. It was warm, humid weather in early spring; many of the farmers had killed calves, and each was moved, by mixed motives,

probably, to send a piece of meat to the minister.

He, poor man, was not fond of veal, and his family was small. To refuse it would give offense; to give it away, having accepted it, would be considered an unpardonable insult, even supposing that there was a family in the parish not already provided with that very perishable article of diet. At last, in sheer desperation, the pastor dug a deep hole in his garden and buried the surplus veal after nightfall. A root of giant rhubarb, planted over the grave of so much wasteful and ill-directed benevolence was, in process of time, the wonder and admiration of the parish, who little recked the source of its strength and luxuriance.

The donation visit was often a source of disappointment and vexation rather than a benefit.

It was the custom to set a long table with the best of the cooked food donated, and a merry feast followed. It would have been a blessing to the perplexed housekeeper if the demand for food had equaled the supply.

The loaves of bread and biscuits—samples of the skill, or lack thereof, of every woman in the parish—the pies of all kinds and sizes in a family where pies were regarded with small favor, and then the doughnuts! At one time the good pastor, who was not without a dry sense of humor, measured them in a bushel basket. They nearly filled it!

In a city this abundance might have made glad many a hungry family, but twenty miles from any city, in a small village where no one lacked food, it was appalling. This unwise and wasteful profusion of food giving was also the indirect cause of a great discount on the minister's "salary," a word almost too dignified to be applied to the pittance of \$400 a year.

If farmer Hacket sent the minister a piece of fresh pork or veal at "killin' time," he naturally mentioned the fact when called upon for money, and "calkerlated he'd 'bout done his share—times was hard and money awful tight."

Mrs. Simmons "thought the minister's wife couldn't be a very good contriver, if they got short of money, as much as they had give 'em!"

Deacon Stillman, who was, like Barkis, "a good man, but a little near," was occasionally overcome by a generous impulse.

One day he met the minister going to visit a distant parishioner, and driving what the deacon considered a very poor horse.

"Parson," said he, "why don't you have a better horse?"

"Because I can't afford it," said the minister.

"Sho! you don't say so!" exclaimed the deacon. "Wall, I'm a leetle behind in my subscription," and he took out a well-filled pocket-book and handed the minister—fifty cents!

It was the custom in those days to

preach funeral sermons, and no person of any social importance would have been considered to be properly and respectfully buried unless one of those long eulogies was pronounced over "the remains."

An old lady, a member of the Baptist church, but very fond of the orthodox minister, sent for him frequently during a long and tedious illness, and requested him to preach her funeral sermon "when she was gone," to use the pathetic phrase so often on the lips of the aged,—so seldom used by the young. The minister promised to do so.

It was winter when he was called upon to fulfill that promise. Through a fierce snow storm he drove three miles and a half to an outlying settlement, where the service was held. After all was over the woman's daughter, the wife of a well-to-do farmer, called the preacher aside and said, "Mother thought a powerful sight of you, Mr. Cunningham, and she left you five dollars in her will. Now, we are poor folks, and money comes hard to us,—wouldn't you just as soon take it in butter?"

"You had better keep the legacy, Mrs. York," said the minister, quietly, "and never mind about the butter."

It is perhaps needless to add that she took him at his word.

When a good housewife of Bray's Corner wanted to say the most severe thing thing possible about a less neat and thrifty neighbor she was sure to pronounce her "most as shifless as the Skerritts."

The Skerritts lived on a rocky bit of pasture land, about two miles north of the village. Their house was a rough board shanty of one room, with hardly any furniture, or even utensils to cook with.

There was a story extant, that in a domestic crisis at Skerritt's, when the mother was lying very ill, a kind-hearted woman from the village went up to see what she could do for the family. Wishing to make some gruel, and being unable to find anything to cook it in that did not leak, she consulted the invalid, who said she "guessed p'raps pa had took the skillet to feed the dog in," which proved to be the case. Later, wishing to wash a few small articles, and finding not so much as a tin hand-basin, she was constrained to apply again to the sick woman, who said, with some surprise, "Why, didn't ye find the skillet?"

The doctor's wife rode over to the Skerritts with him, one day, and, idly watching him move about the room, noticed, with some surprise, that he kept his hat on. When he came out, she said, reprovingly, "Why, Edward, I shouldn't think you would wear your hat in the house. You ought to be just as courteous to a poor person as to a rich one."

"My dear," said the doctor, gravely, but with a roguish gleam in his dark eyes, "I shouldn't dare to put my hat down anywhere at Skerritt's if I proposed to wear it again."

It was a mystery to every one how these people lived. Old Skerritt and his two sons occasionally did a day's work for some farmer, but oftener went gunning or fishing. Report said that they occasionally visited a hen roost or potato patch to which they had no legal claim, but this statement lacked positive proof. They were poor, even for a poor neighborhood,—a mere nest of three or four houses a grade better than their own; but they always looked well-fed and healthy.

Some effort was made by the kindly village people to civilize, not to say Christianize them, but with indifferent success. They seemed to prefer to remain in a state of depravity.

On one of the pastor's periodical visits, "old man Skerritt" informed him that "Jim wanted ter git married, and could he (the pastor) hitch 'em if they'd come down ter the village?"

"But," said the perplexed clergyman, "how can your son support a wife? He does no work, and has no home nor money."

"Parson," said the old man, (slowly shifting an enormous quid of tobacco to a part of his mouth where it would be less of an impediment to his speech), "Parson, when I got married twenty years back, I hadn't a home, or a cent in my pocket, and (with a gesture that included the barren quarter-acre of land, the rough board shanty, untidy wife, ragged children, and mangy dog) *see where I am now!*"

It was ludicrous, and it was pathetic, but it was also that "touch of nature that makes the whole world kin." The parson succumbed without another word, and when the time came, he married "Jim" to the girl of his choice, and bestowed upon him some excellent advice, with a little present from his own scantily-lined pocket-book to give him a start upon what looked, at the brightest, to be a very dubious matrimonial experiment!

Uncle Israel Deland was a neighbor of the Skerritts, but in rather more prosperous circumstances, for his house was lathed and plastered, though guiltless of paint and paper, and he kept a poor old horse and a cow. Uncle Deland lived alone; whether he was a bachelor or widower, I never knew, but, at any rate, he made his own butter, which he exchanged for groceries at the village store. It looked well, but he had a reputation for being "not very neat," and it was called "Uncle Deland's butter" and sold for a few cents per pound less, to unimaginative people, for whom butter was butter, and its antecedents not a matter for curious inquiry!

Another family in this neighborhood were the Slocums—father, daughter and son. I suppose there had been a Mrs. Slocum at some period of the family history, but I never knew her. The Slocums were considered a trifle below par mentally, but were sober, respectable people, setting a good example to their irreligious neighbors by their regular attendance at church.

Uncle Jerry was always in his place, and always paid the preacher the more than doubtful compliment of sleeping soundly (and loudly) during the entire service.

The minister ventured to remonstrate with him about this habit on one occasion.

"Parson," said Uncle Jerry, "I hear ye jest as well with my eyes shet!"

Erastus Slocum, a long, lank, ungainly youth, was chiefly noted for a somewhat pronounced taste in dress, and a great fondness for "speakin' in meetin'." As his early education had been very greatly neglected, and he had, moreover, a high-pitched nasal tone, his remarks were not especially edifying.

He had a very peculiar habit of alluding every few seconds to his "dear pastor," which afforded some enjoyment to the young people.

I grieve to say that it was a favorite amusement of theirs to count the number of times he used the expression in the course of his remarks. Some one once ran the score up to forty-one, but it was always doubted if this were the true count!

That these allusions to "my dear pastor" were invariably of a most complimentary nature was no special comfort to the unhappy victim of so much public adulation, who always felt a cold chill run down his spinal column, when, at an otherwise enjoyable evening service, he would catch a glimpse of Erastus' tall figure looming up in some corner, and realized that his torture was about to begin.

\* \* \* \* \*

Miss Legro, a tall, thin woman, hopelessly insane, but perfectly harmless, is among my very earliest recollections of Bray's Corner.

She always seemed fond of me, and would sometimes stoop and kiss me when we met, to my secret discomfiture, but I felt a little afraid of her and dared not show my feeling.

The town took care of her, but she was allowed perfect liberty. She would sometimes walk into the house and up stairs to the pastor's study, where she would sit an hour or two, not speaking a word. Again, she would talk incessantly, telling her troubles, real or imaginary, in a dreary monotone, inexpressibly wearisome to the listener.

There was one person against whom she was extremely bitter—whether he had ever wronged her in any way I do not know, but certain it is that after one of her "silent spells," lasting sometimes for weeks, she would invariably break out into invective against him.

Poor soul! She was the terror of my youth, but in my maturer years I have for her only sincerest pity. It was very singular that she never mentioned in any way the lover whose sudden and violent death deprived her of reason. All memory of him seemed blotted out forever—nay, shall I not rather say, for life? For may it not be that with death came the light of reason, and the love of her youth? God grant it.

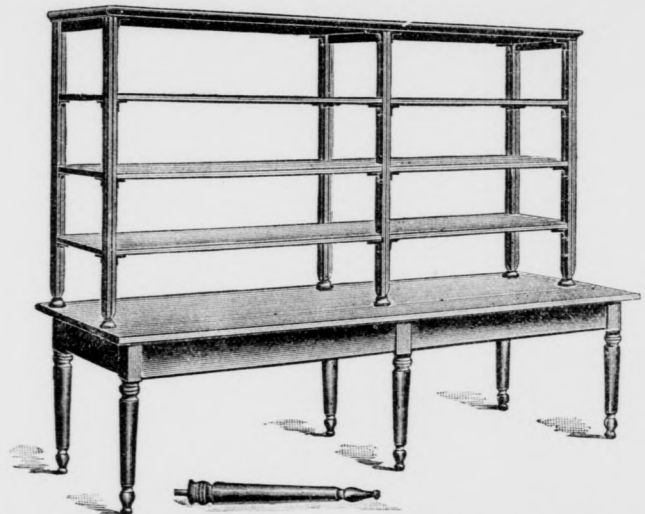
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The last character whom I shall mention in these brief and imperfect annals was "Capt'n" Eliakim Thompson. Capt'n Thompson had been in his early days a rough, violent-tempered man, and frightfully profane, but when he gave up the sea he settled down and became a good citizen and a pious, God-fearing man. Early habits were, however, too strong for him at times, and occasionally, good church member though he was, he would become violently excited and swear like a pirate, to his after remorse and shame.

He had a voice like a roaring tempest, a weather-beaten face, and a rough manner rather terrifying to me; but his heart was as good as gold, and in the pockets of his great coat he was sure to have a

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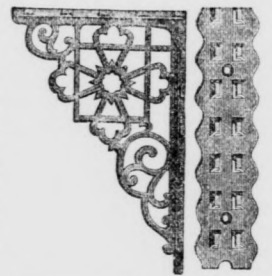


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And greater profit is what most merchants desire, and you will note that those who labor particularly to please their customers by keeping a neat, attractive store filled with choice goods—not bargain counter stock—are able to secure the best patronage. From its inception the NEW YORK CONDENSED MILK COMPANY has year by year increased its output of the celebrated **Gail Borden Eagle Brand Condensed Milk**, and this fact has necessitated the constant increase of

facilities, the enlargement of old plants and the building of new ones. As a food for infants the Gail Borden Eagle Brand Condensed Milk has no equal, and parents everywhere are rapidly proving the truth of the statement, and knowing that its quality is carefully maintained, insist upon having this brand. This accounts for the fact that the leading merchants give preference to the "Gail Borden Eagle Brand."

PREPARED BY THE

## New York Condensed Milk Co.

IT HAS NO EQUAL.



few cheap toys, or a supply of candy for boys and girls of his acquaintance. "Monstrous" was a favorite adjective of his, and did service upon all occasions, suitable or otherwise, in proof of which I may mention his saying to my father, "Parson, she sartinly is monstrous little!"

Capt'n Thompson's death was in harmony with his life. He had had heart disease for years. One stormy night, when the wind was blowing a gale and the snow and sleet rattled against the windows, he waked his good wife suddenly: "Sally!" he gasped, "I see—the harbor lights!" and he closed his eyes upon this world to open them in "the light that never was on land or sea."

HELEN A. MORTON.

#### REPRESENTATIVE RETAILERS.

F. J. Wurzburg, the Monroe Street Druggist.

Frank J. Wurzburg was born in Westphalia, Prussia, the home of the justly celebrated Westphalia hams, on the 6th day of April, in the year of grace 1845. His father, Casper Wurzburg, was a tailor in that ancient town, but, in the year of Frank's birth, he turned his back on the country of his nativity and set his face towards the land of promise across the sea, America. The voyage across the ocean was not the brief pleasure trip of five or six days it is now. Then it took all the way from thirty to ninety days, and even longer if the weather was unpropitious. Strong, indeed, must have been the inducements America held out to them which would induce men to expose themselves and their families to the dread uncertainties and dangers, to say nothing of its discomforts, of an ocean voyage of 3,000 miles in those days. It was the hope of bettering his worldly condition, and giving his children better opportunities for advancement than could be obtained in the Old World, that determined the elder Wurzburg to sunder the ties of family and of friendship and set sail for the far distant West. Landing in New York, he soon found employment at his trade, but remained there only two years, when he again started westward. Detroit was his first stopping place, and there he remained six years. In the spring of 1853 he came to Grand Rapids, where he resided until his death in January, 1863. Frank attended school in this city until 1858, when he went to work in a dry goods store. He received no pay whatever for nine months. Then for about three months his pay was \$2 a month. Satisfied with one year's experience of dry goods, he quit the business and went back to school for some months. In 1860, being then 15 years of age, he went to work in the drug store located at 62 Monroe street, at that time owned by L. D. Putnam. Mr. Putnam had but a short time previously succeeded the firm of Shepard & Putnam, the pioneer druggists of Grand Rapids. Dr. Charles Shepard, the senior partner of the firm, was one of the pioneer physicians of Western Michigan and one of the most widely-known medical men in the State. In 1866 Mr. Putnam built the block at 58 Monroe street (where the business is still located) which is still owned by him. He continued sole owner of the business until 1874 when he took Mr. Wurzburg into partnership with him and the firm became known as L. D. Putnam & Co. This was the style of the firm until 1887, when failing health and

advancing age impelled Mr. Putnam to retire and Mr. Wurzburg became sole proprietor. The establishment has always enjoyed more or less jobbing trade, especially in the city, but the main business is retail drugs, making a specialty of paints and oils.

The business of which Mr. Wurzburg is the head and front has had a continuous existence of forty-six years, being first established in the building at present occupied by Palmer, Meech & Co., across the street from the present location. Mr. Wurzburg's connection dates back thirty-three years, an average lifetime. So far as can be ascertained Wm. S. Gunn is the only man still actively engaged in business on Monroe street who was in business on that street so long ago as 1860. Of other well-known business men in the city, Henry Spring was clerking in a dry goods store, as was Ed. Avery. J. C. Herkner was an apprentice at the jewelry business. Chas. E. Belknap, who has been Mayor of the city and has twice represented this district in Congress, was working in his father's blacksmith shop. Few of the men who are to-day known as men of wealth and prominence were in business thirty-three years ago. Many fortunes have been made and lost in that time; many men have risen to prominence, while many have been lost in the hurrying tide of humanity; others, worn out with the hard struggle of life, have put off the burden and laid down to welcome rest.

Mr. Wurzburg, while but 48 years of age, is the oldest, and one of the best known, druggists in the city. He has the respect and confidence of all who know him and justly bears the reputation of being one of the most proficient, as he is one of the most careful and painstaking, pharmacists in the city. His success in his chosen profession is due to conscientious attention to the details of his business, and to upright and honorable treatment of the public. He has served as President of the Grand Rapids Pharmaceutical Society and also as President of the Michigan State Pharmaceutical Association, distinguishing himself in both positions.

Mr. Wurzburg was married Sept. 5, 1867, to Miss Roxana Meade, by whom he has been blessed with eight children, five boys and three girls, all of whom are alive and a credit to themselves and an honor to their parents. The family reside in a comfortable home at 26 Lake avenue, where the home life of Mr. Wurzburg is as pleasant as his business career is satisfactory and honorable.

#### From a Minnesota Standpoint.

From the Minneapolis Commercial Bulletin.

How many of our readers are doing a credit business with the old-fashioned pass book? How many are there who are doing a cash trade? Does it ever occur to them that they can do a credit business and still do it on a cash basis? You can abolish all your pass books and all book-keeping whatever and bring your business down to as near a cash system as it is possible to get it by simply introducing the coupon book system. This system is making remarkable strides and is fast superseding the pass book among the most enterprising merchants. This cannot be wondered at when we consider the vast amount of hard work that is saved by this system, besides that unknown quantity which is annually lost by forgotten charges. Try the coupon book system, and we think you will be more than pleased with it, besides giving your customers something more desirable than the old-fashioned pass book.

GOLD IS COMING! PROSPERITY IS ON THE WAY!

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At rock bottom price is now. A high grade Laundry Soap made especially for washing, cleansing and purifying. Now is the time to buy. See price list. Order from any wholesale grocer.

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Vegetable Scoop Forks.



In shoveling potatoes or other vegetables from wagon box or floor with the forks as they have been made, either the load on the fork must be forced up hill sharply, or the head of the fork lowered as the push continues. If the head of the fork is lowered the points will be raised and run into the potatoes. The sharp edge of oval-tined forks will bruise potatoes and beets, and the ordinary points will stick into them.

These difficulties are entirely overcome by our SCOOP FORK. It has round tines and flattened points. IT WILL LOAD TO THE HEAD WITHOUT RAISING THE POINTS. It also holds its load and hangs easy to work.

The superiority of our SCOOP FORK over the wire scoop is in its much greater durability and handiness. It is all made from one piece of steel and will last for years.

The utility of this fork is not limited to vegetables. It will be found excellent for handling coal, lime, sawdust, fine manure and a great variety of uses.

**FOSTER-STEVENS**  
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MONROE ST.

## AMONG THE TRADE.

## AROUND THE STATE.

Grant Station—L. E. Mills succeeds Mills & Mills in general trade.

Coldwater—M. E. Olmstead succeeds G. A. Hayes in the meat business.

Lansing—J. U. Park succeeds Aaron Aber in the boot and shoe business.

Scotts—Powers & Carbine succeed Jno. Powers in the hardware business.

Alma—Hayt & Fliet succeed L. H. Hayt in the book and notion business.

Duplain—L. D. Wilson has purchased the grocery business of B. E. Teeters.

Mancelona—J. W. Morse succeeds Herick & Co. in the jewelry business.

Jackson—George R. May & Co. succeed W. T. Roxburg & Bro. in the drug business.

Litchfield—J. H. Riker & Son have sold their meat business to A. D. Anderson.

Battle Creek—C. M. Hibbard has sold his hardware stock to Hamilton & Macard.

Elk Rapids—The clothing stock of Cox & Hurley has been seized under attachment.

Three Rivers—W. K. Ritchie is succeeded by C. J. Engle in the harness business.

Clare—James F. Tatman succeeds Tatman & Schilling in the grocery and feed business.

Hudson—A. J. Garrison is succeeded by Garrison & Garrison in the grocery business.

Ionia—Pickhaven & Peck succeed I. A. (Mrs. Geo. P.) Pickhaven in the boot and shoe business.

Reed City—Beaty Bros. & Schilaw succeed F. D. Lewis in the manufacture of wooden bowls.

Hudson—I. B. Turner, wagon-maker and blacksmith, has removed from Munson to this place.

Pontiac—E. Farmer, dealer in musical instruments, has removed from Walled Lake to this place.

North Adams—Benson & Corbett, boot and shoe dealers, have dissolved, Corbett & Haskell succeeding.

Alto—John M. Scott has sold his grocery stock to Woolett Bros., who will continue the business.

Lake City—Wolf H. Keidan has moved his dry goods and clothing stock from Meredith to this place.

Galesburg—Schroder & Carson, general dealers, have dissolved, S. J. Carson continuing the business.

Milan—Chas. H. McMullen has purchased the bakery and restaurant business of L. J. Hitchcock.

Kingston—P. S. Gregory & Co. general dealers, have dissolved, A. Durkee continuing the business.

Clare—Andrew McCluckie succeeds Louch & Son in the blacksmith and agricultural implement business.

Battle Creek—Lyman & Moulton, fancy goods dealers, have dissolved, Annie F. Moulton continuing the business.

Holland—John Nies, formerly engaged in the hardware business at Saugatuck, will open a new hardware store here this week.

McBride—W. A. Carpenter & Co. are succeeded by F. D. Hyde & Co. in the dry goods, grocery and boot and shoe business.

Lake City—D. D. Walton now occupies the store vacated by Cornwell Bros. John H. Seafuse has opened a grocery in Walton's old stand.

Plainwell—S. H. Link, formerly proprietor of the Menominee clothing works, at Kalamazoo, has opened a clothing store at this place.

Kingston—L. E. Werner has purchased the drug stocks of F. E. Dewey and J. K. Thomas and will engage in the drug business in this place.

Plainwell—L. E. Ireland has sold his interest in the grocery firm of Powers & Ireland to Frank P. Heath. The new firm will be known as Powers & Heath.

Butternut—Conklin & Phillips have opened a drug store at this place. Mr. Conklin is the general dealer at Bloomer Center and Mr. Phillips was formerly engaged in the drug business at Middleton.

Holland—Van Zwaluwenberg & Michmershuizen has opened a new meat market on the corner of Market and Thirteenth streets. The latter gentleman was formerly engaged in the same business at Overisel.

Lansing—The Lansing Woodenware Co., which embarked in the wholesale woodenware business about eight months ago, has sold its stock and business to Robson Bros., who will handle it in connection with their wholesale grocery.

Charlotte—Charlotte is thoroughly alive to the injustice of allowing itinerant dealers to come in with an inferior grade of goods and compete with local merchants. The city has sued the Enterprise Shoe Co., for \$10 license for the first day it kept open and will try to collect \$10 for each successive day's business.

Oakly—L. K. Clark resides in living rooms directly in the rear of his drug store. This fact did not deter burglars from entering the store last Tuesday night, boring the safe, inserting powder and blowing it open. The safe contained thirteen cents, and this booty the thieves carried away. It also contained a quantity of postage stamps which were destroyed by the explosion.

Big Rapids—Mrs. T. D. Mulberry, who has conducted the T. D. Mulberry & Co. drug business since the death of her husband, fourteen years ago, has sold the stock to N. C. Gibbs, who will continue the business at the same location. Mr. Gibbs has been connected with the drug trade of Big Rapids several years, having served as prescription clerk for C. H. Wagner and C. B. Fuqua.

Allegan—The replevin suit brought against O. R. Johnson by Reid, Murdock & Co., of Chicago, came to an end in the Allegan Circuit Court last week by the judge instructing the jury to bring in a verdict for the defendant. Mr. Johnson purchased the grocery stock of R. Richards—the merchant who pretended to do business on a 3-per-cent basis—just before the latter decamped from town, leaving his creditors in the lurch. The complainant tried to make it appear that Johnson knew of Richards' frauds, if indeed he was not a party to them, and sought to secure judgment for the value of goods sold Richards. The court refused to admit certain testimony to prove a partnership between the two, offered to show collusion, because he did not deem it pertinent to the issue. The case may go to the Supreme Court.

## MANUFACTURING MATTERS.

Douglas—H. Fred Bird and Truman Day have formed a copartnership under the style of the Douglas Broom Co. for the purpose of embarking in the manufacture of brooms.

Saginaw—The Thompson Lumber Co. was organized here last week with a capital of \$5,000. It is composed of T. F. Thompson and his son. They have leased a shingle mill at St. Marks, Fla., in which the late C. H. Plummer was interested and will operate it.

Bay City—The sawmills are pegging along with few exceptions and piling up lumber, although the docks are far too full for the healthy condition of trade. Manufacturers are waiting for lumber to move more freely, and there is an impression that while lake shipments will be light from this out, there will soon be a picking up in the car trade.

Muskegon—Muskegon lumbermen are still waiting, but the outlook is certainly a trifle brighter than it has been for the last few weeks. Inquiries picked up for awhile, then fell off and now seem to be gaining again. Several buyers from Chicago have been through here recently though no large orders have been reported. The shipments by water out of here in the last week have exceeded those for nearly ten months, about 3,000,000 feet having been sent to Chicago parties. This has all been sold for some time.

Manistee—Surprise is constantly manifested by lumber buyers who have visited this point during the past month, not only at the small accumulation of lumber on docks, but at the firmness of the holders of this lumber on prices. It was supposed that as little lumber was shipped for three months the docks would be loaded to their utmost capacity, and that to keep their mills running and get some money the mill men would take the first offer that was made and get rid of some of their stock. But no such thing is heard here. When the drop came in lumber the mills limited the product as much as possible, shutting off night crews and only shipped as they could realize something near the value of their product. By this conservative method they managed to keep their mills at work and at the same time have piling room enough to accommodate the different grades of lumber. Now that the demand is improving they are in the market, but must realize their asking price, as they say there would be little reason in holding on during the panic and letting go when trade begins to pick up. Should trade pick up as it has done of late the docks will be pretty thoroughly cleaned off before navigation closes, and there will be little dry stock on hand at the opening of navigation.

## Grains and Feedstuffs.

Wheat—Fluctuated during the week, going to 56c and dropping to 54c the current price. Small exports for the week, larger arrivals in the Northwest, an increase of stocks at Minneapolis of 750,000 bushels and at New York 1,000,000 bushels indicating an increase for the week in visible supply of fully 2½ millions, are the main features.

Corn—Ruled heavy and declined in the face of large clearances and an excellent shipping demand. The principal cause of the weakness was speculative offerings in anticipation of liberal receipts in the immediate future. The local market is uneffected as yet.

Oats—Were dull and easy on a small business and prices followed the fluctuations of the corn market.

It is an actual fact that most of us work harder to seem happy than we should to be happy.

## PRODUCE MARKET.

Apples—Carefully selected Greenings, Spys and Baldwins command \$3 per bbl., while Snows bring \$3.50. No. 2 stock is held at \$1.75@2 per bbl.

Beans—Dry stock is coming in freely. Handlers pay \$1.40 for country cleaned and \$1.50 for country picked.

Butter—Hardly so strong as a week ago, owing to the large amount of butterine thrown on the market. Jobbers pay about 24c for choice dairy, holding at 25c. Creamery commands 28@30c.

Cabbage—Home grown, \$2@3 per 100.

Carrots—20c per bushel.

Cauliflower—\$1 per doz.

Cranberries—Early Blacks from Cape Cod have put in an appearance, commanding \$2 per bu. crate or \$5.50 per bbl. The quality is fine, being large in size and richly colored.

Celery—Home grown commands 15c per doz.

Eggs—The market is about the same as a week ago. Handlers pay 18c, holding at 20c per doz.

Grapes—Concords and Wordens command 13@15c per 5 lb. basket. Niagaras bring 16@18c, and Delaware 18@20c.

Honey—White clover commands 14c per lb, dark buckwheat brings 12c.

Onions—Home grown command 5@6c per bu. Spanish are held at \$1.25 per crate.

Potatoes—The market is a little stronger and higher than a week ago, dealers paying 55c and holding at 60c. The buying campaign has started in with activity, and is likely to be lively from now on.

Quinces—\$1.25 per bu.

Squash—Hubbard, 2c per lb.

Sweet Potatoes—Jerseys command \$3 and Baltimores \$2.50 per bbl.

Tomatoes—50c per bu.

Turnips—25c per bu.

It is impossible that an ill-natured man can have a public spirit; for how should he love ten thousand men who never loved one?

## FOR SALE, WANTED, ETC.

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 payment.

## BUSINESS CHANCES.

GOOD OPENING FOR A DRY GOODS Store for one wishing to change location or start new; splendid store, nicely fitted for rent. Address P. O. box 69, Mason, Mich. 799

FIRE PROOF SAFE OR EXCHANGE—2,350 LB. FIRE proof safe with burglar proof chest. Will sell cheap for cash or exchange for fire proof safe. A. E. Putnam, Milan, Mich. 797

WANTED—TO BUY A STOCK OF DRY goods. Address lock box 254, Lansing, Mich. 795

WANTED—AN EXPERIENCED RETAIL grocery salesman used to city trade. Must speak Holland or German. Address, with city references, stating amount of experience, No. 792, care Michigan Tradesman. 792

FOR SALE—THE THEODORE KEMINK drug stock and fixtures on West Leonard street. Paying investment. Will sell at half real value. For particulars, enquire of Henry Idema, Kent County Savings Bank, Grand Rapids. 787

WANTED—A PARTNER, EITHER ACTIVE or silent, in a paying retail shoe business on one of the principal streets in Grand Rapids. Object to increase capital commensurate with demand of trade. Address, 784, care Michigan Tradesman. 784

FOR SALE—Drug stock in business town of 1,200 inhabitants in Eastern Michigan, tributary to large farming trade; lake and rail freights; only two drug stores in town; sales \$200 per year; stock will inventory \$2,500; sales \$20 a day. Reason for selling, owner wishes to retire from business. Address No. 752, care Michigan Tradesman. 752

WANTED—A practical druggist, with some capital, to take charge of a first-class drug store. Address C. L. Brundage, opera house block, Muskegon, Mich. 756

BUSINESS HOUSE AND STOCK OF GROCERIES for sale on Union street. Will sell at a bargain. Address box 634, Traverse City, Mich. 747

## SITUATIONS WANTED.

WANTED—POSITION AS REGISTERED pharmacist by man with sixteen years' experience. References furnished, if desired. Address, stating salary, No. 798, care MICHIGAN TRADESMAN. 798

WANTED—SITUATION AS REGISTERED pharmacist by a young man of good experience. First-class reference, address No. 796 care Michigan Tradesman. 796

WANTED—A POSITION FOR ANY KIND of employment by a young man of twenty one. Has had three years' experience in the retail grocery trade and four years' experience in the machinery business. Address No. 794, care Michigan Tradesman. 794

HARRY HARMAN'S SCHOOL OF Window Dressing and Store Decorating. A monthly publication. SEND FOR TRIAL COPY. 1204 Woman's Temple, Chicago.

GRAND RAPIDS GOSSIP.

H. B. Dakin has opened a grocery store at Reed's Lake. The Ball-Barnhart-Putnam Co. furnished the stock.

Albert Herman has opened a grocery store on Cass street, near Wealthy avenue. The I. M. Clark Grocery Co. furnished the stock.

Roeland Van Heriwynen has retired from the firm of Timmer & Van Heriwynen, grocers at 183 Plainfield avenue. The business will be continued by Geert Timmer under his own name.

Addie Adley has purchased the Anderson & Johnson grocery stock, at 138 Stocking street, and removed it to 692 Cherry street, the former location of Cole & Chapel. The latter continue the meat business at 694 Cherry street.

The Lemon & Wheeler Company claims to have a bill of sale of the Wm. Mears stock, at Boyne Falls, and that it takes precedence over the attachments recently placed on the stock by several other creditors. Peter Doran went to the scene of action Monday for the purpose of enforcing his bill of sale.

John Cusick, junior member of the firm of Visner & Cusick, bakers and restaurateurs at 129 Canal street, recently sold his interest in the business to Dr. Lester H. Lakins. The sale was a clandestine transaction, so far as Mr. Visner is concerned, and he refused to recognize Lakins as a partner, promptly enjoining both Cusick and Lakins from taking possession or interfering in any way with the business. Mr. Visner has placed the business in charge of his brother, Ezra Visner, and proposes to hold the fort. It is reported that Cusick has left the city to avoid any legal proceedings which Lakins might institute against him to regain possession of the \$480 he is alleged to have paid for the half interest in the business. Mr. Visner has made the would-be partner several desirable propositions, which Lakins has thus far failed to accept, and there is now nothing for him to do but accept Visner's terms or petition for an accounting. As the latter course involves the giving of a bond, it will probably not be resorted to.

Purely Personal.

Amos S. Musselman is in Chicago on his third and final visit to the White City.

Fred H. Ball and Arthur Gregory went to Chicago Saturday night to take a last look at the World's Fair.

N. B. Blain, the Lowell dry goods dealer, was in town Saturday on his way home from the World's Fair.

Geo. F. Cook, general dealer at Grove, was in town one day last week, placing his orders for winter goods.

L. E. Mills, general dealer at Grant Station, was in town Monday on his way to the World's Fair for a second visit.

Cornelius Dosker, financial manager for P. Stekettee & Sons, has gone to Chicago for a last look at the World's Fair.

Samuel M. Lemon left Monday morning for Chicago for his first glimpse at the World's Fair. He is accompanied by his wife.

W. F. Bowen, salesman for Geo. R. Perry, is at Momara, Quebec, where he will wed a handsome widow, with two bright children. The happy couple will, of course, make their home in this city.

The Hardware Market.

General trade keeps up well and, while not as good as last year, dealers are buying quite freely of staple and seasonable goods.

Wire Nails—These continue to grow weaker in price and there seems to be very little prospect of any change. The fact is, however, becoming apparent that many factories will have to close down if the low price continues. We quote \$1.65 rates from stock and \$1.40 from mill.

Window Glass—This at present is one of the problems which bothers the makers as well as the jobbers. Stocks are broken and saleable sizes are impossible to get; yet it seems impossible to hold prices up to a paying basis. We quote 80 per cent discount in box lots.

Barbed Wire—In good demand and prices are held as in our last report.

Ammunition—All kinds are moving with great freedom and in some lines it is impossible for the manufacturers to keep pace with the demand. Loaded shells, especially, are scarce.

The following seasonable goods are quoted as follows:

Carpenters Chalk, white	45c gross
" " red	50c "
" " blue	60c "
1 qt. Round and Square Corn Poppers	\$1.15 per dozen
2 qt. Square Corn Poppers	\$1.75 "
4 qt. " "	\$5.50 "
Home rule oil cans	20 per cent discount

Gripsack Brigade.

David S. Haugh and family went to Chicago last week for the purpose of seeing the World's Fair.

John J. Dooley, Michigan representative for H. E. Bucklen & Co., of Chicago, will make Grand Rapids headquarters for the next few months while visiting the trade of this territory.

The regular monthly meeting of Post E, Michigan Knights of the Grip, will be held at Elk's hall Saturday evening of this week. As no meetings have been held during the summer, it is hoped that this meeting will be largely attended, as several matters of importance are to come before the meeting for consideration and action.

The Grocery Market.

Oranges—A few Floridas have come forward, but they are somewhat off color, though sound and of good flavor. Prices as quoted.

Lemons—No change to speak of. The demand is light, dealers buying only on compulsion. The cheaper grades are inferior and of very irregular packing. The so-called fancy marks do not grade better than choice, and are small.

Bananas—Are risky stock to handle in cold weather. Still the demand continues fair, at a reasonable figure.

The Drug Market.

Gum opium is weak.  
Morphia is unchanged.  
Quinine continues to harden in price.  
Cubeb berries are lower.  
Canada balsam fir has advanced.  
Turpentine has advanced.  
Linseed oil is higher with upward tendency.

Change in the Drug Business.

WOLCOTTVILLE, Ind., Oct. 21—J. C. Schiffler has sold his drug stock to A. D. Havens, who will continue the business at the same location.

The Musselman Grocer Co. has secured the Western Michigan agency for the butterine of the G. H. Hammond Co., which is unexcelled in quality and appearance.

FRUIT AND PRODUCE.

Review of the Year's Business at this Market.

This year's fruit crop, with the exception of apples, is about all harvested and marketed. It has been a satisfactory year in many respects, the quality of the fruit being generally reported good, while the quantity was hardly up to the average of previous years. That, however, is a good feature, as less has gone to waste and prices have been better. Everything offered has been readily taken. The following is a synopsis of the reports received from the different commission houses:

E. A. Moseley (Moseley Bros.): The supply of apples was much better than was expected. The farmers "rushed" the season this year, the dry, hot weather ripened the fruit much earlier than usual. I think the quality is much better this year than last. The price has been high, being fully 50 cents per bushel. The demand has been strong all through the season. Peaches have not been as plentiful as in former years, on account of the drought, but the quality has been excellent, better than for several years. The price is much higher than for some years, averaging fully \$1.50 per bushel. Plums were a fair crop, and the price good, say \$2.25 per bushel. Receipts of pears have been light, the price ranging from \$1.50 to \$2. The crop of grapes was large and of splendid quality. You will be safe in saying that there have been fully 120,000 bushels of peaches brought to this market this season. That is, to my mind a conservative estimate. Of all kinds of fruit the quantity will be in excess of 200,000 bushels. As to a permanently located market, with buildings and sheds, I am not so sure about it. The market stand is now conveniently located for the commission men, who are the heaviest buyers, and at about as central a point for the whole city as can be secured. It costs nothing and interferes with no one. A market building would cost at least \$50,000 and would be a constant expense for cleaning and repairs. The season, even for vegetables, is very short, beginning not earlier than the middle of July and ending with cold weather, while the fruit season lasts only about sixty days. The building would be utterly worthless during the remainder of the year. I think we had better "let well enough alone."

Alfred J. Brown (Alfred J. Brown Co.): The season has been a good one, for prices, at least. Apples are hardly up to the average but the price has been high. Plums and pears were scarce, of poor quality, and the price away up. We handled somewhere near 30,000 bushels of peaches and have no fault to find with the quality. They were in good supply at good prices. Grapes were plentiful and of good quality. I cannot say off-hand how much fruit we handled during the season. I believe a good market building would be a big improvement. Now, the market, as it is called, is scattered over half a dozen different streets, and it is hard to imagine anything more inconvenient. As to the site, I think it ought to be built over the river, south of Fulton street bridge, perhaps at Island street. A bridge could be constructed, of sufficient width to accommodate a row of teams on each side, with driveways and footways in the center. The facility with which it could be kept clean is a

great point in favor of having the market on the river. I don't know of another site for it if that wouldn't be satisfactory.

C. N. Rapp (C. N. Rapp & Co.): It has been a fair season for nearly all kinds of fruit; the quality has been good and prices fair. I have no idea how much has been marketed. Yes, I think we ought to have a market. Other cities have them and make them pay, and we need one as much as any other city in the country. It would never do to build it over the river. The principal objection is that the refuse would be thrown into the water. It would cost more to build it over the river than it would to put it on land, besides being very inconvenient and impossible of access except from two directions. The best site for a market building is the square bounded by Ionia, Oakes, Spring and Cherry streets. It could be bought cheap, and has the advantage of being easily accessible from four sides and is convenient to the commission houses. There are few buildings on the ground at present, and, altogether is, to my mind, the most desirable site in the city. I am most decidedly in favor of a market building.

C. C. Bunting (Bunting & Davis): This is the principal fruit market of the State. The quantity marketed this year is hardly up to the average of past years, but what it lacked in that respect was fully made up in quality. The crop of peaches was large, and, if anything, better than previous years. The quality was good. The average price was about \$1.25. Plums and pears were a short crop, and the quality was only fair. Apples are below the average crop of past years, but the quality is good and prices are up, averaging about 50 cents. We handled fully 28,000 bushels of peaches, about 25,000 10-pound baskets of grapes, and, by the close of the season, will have handled 5,000 barrels of apples. I think an established market, with good buildings and sheds would be a good thing for this town, as well as for the farmers and dealers. I don't know where it ought to be located. It is a question of a site which would be difficult to obtain.

Theo. B. Goossen: The season has not been as good as in former years; still, on the whole, there is nothing to complain of. Prices have ruled high, which is always the case when the supply is not equal to the demand. There were fully 120,000 bushels of peaches brought to this market this season. I think there were more than that, but you are safe in saying so many, at least. I don't care anything about a market building. If the people want one, they can have it, but it will make not the least difference to me. I don't see the necessity for a building. The present system may have its inconveniences, but so would any system that could be devised. I have no interest in the matter, one way or the other.

Hides, Pelts and Furs.

Hides—Flat and featureless. The price is a one-fourth cent off from last week's quotation. Calf skins are in slightly better demand at a small advance.

Pelts—Dull and unsaleable. Shearlings are away off on the poorer grades, but unchanged for best.

Wool—Not wanted at any price, except for pressing needs. Sales are small at a decline in some grades.

MEN OF MARK.

Wm. N. Rowe, Manager of the Valley City Milling Co.

Wm. N. Rowe, Manager of the Valley City Milling Co., was born at Rochester, N. Y., Oct. 5, 1853. From early childhood he was fond of study, and took all possible advantage of Rochester's excellent schools until he was 13 years of age, when his father moved to Michigan and engaged in farming. For four years his schooling was confined to two winter terms of three months each in a country school house and two terms at the Grand Rapids high school. The summers were devoted to work on the farm. This was altogether unsatisfactory to a young man who loved knowledge, and at 17 he decided to obtain a more liberal education than was possible with the limited facilities at his command. Obtaining his father's consent, he left home and entered the normal school at Fredonia, N. Y. Graduating from this institution, he entered Rochester University for a short term of special work. He then returned to Grand Rapids and entered Prof. Swensberg's Business College. Upon his graduation from this institution he entered the employ of La Bar, Heath & Co., at Cadillac, as book-keeper, remaining with this firm about a year. An unsolicited offer of a position as teacher from the Mountain Grove (Mo.) Academy and Business College proved too strong a temptation to one whose early inclinations were all in the direction of teaching, and the offer was accepted. He remained in that institution two years, when he was elected Superintendent of the public schools of North Springfield, Mo., for a period of three years. He declined re-election, however, on account of the ungeniality of the climate of Missouri, and returned to Grand Rapids, immediately entering the employ of Mangold, Kusterer & Co., of the Star mills. He remained with this firm, first as book-keeper, then as traveling salesman, for five years, when he organized the Valley City Milling Co., being associated with Prof. C. G. Swensberg, the late Hon. M. S. Crosby and Richard M. Lawrence, the latter having been assistant book-keeper at the Star Mills. The firm began business by purchasing the Valley City Mill, Mr. Rowe being both manager and traveling salesman, and two years later bought the Globe Mill. In May, 1890, the Model Mill, together with the grain elevator and flour storehouse, was purchased. The company also own numerous elevators and storehouses located at country points with an aggregate storage capacity of 200,000 bushels of grain and 15,000 barrels of flour. The three mills above named have an annual capacity of 200,000 barrels of flour and 15,000 tons of feed and meal, the whole combined making one of the largest milling interests in Western Michigan, due almost entirely to Mr. Rowe's business sagacity and foresight. He is an active member of the Michigan Millers' Association, is a director of the Michigan Millers' Fire Insurance Co. and Superintendent of the East Side Water Power Co. of this city. Mr. Rowe is a member of the Fountain Street Baptist Church, of which he is also a deacon, and has taken an active part in the city missionary enterprises of the church. His business capacity is abundantly proved by his conduct of the extensive operations of the Valley City Milling Co. which, under his management, has grown in the short space of nine years to most gratifying dimensions.

Dry Goods Price Current.

Table listing various goods and their prices, including categories like UNBLEACHED COTTONS, BLEACHED COTTONS, CANTON FLANNEL, CARPET WARP, DRESS GOODS, CORSETS, COBBER, PRINTS, TICKINGS, and COTTON. Includes items like Arrow Brand, World Wide, Full Yard Wide, etc.

Table listing various goods and their prices, including categories like DEMINS, GINGHAMS, GRAIN BAGS, THREADS, KNITTING COTTON, CAMBRICS, RED FLANNEL, MIXED FLANNEL, DOMET FLANNEL, CANVASS AND PADDING, DUCKS, WADDINGS, SILESIA, SEWING SILK, HOOKS AND EYES, COTTON TAPE, SAFETY PINS, NEEDLES, TABLE OIL CLOTH, COTTON TWINES, and PLAID OSNABURGS. Includes items like Columbian brown, Everitt blue, etc.

Eaton, Lyon & Co.,

SCHOOL BOOK, SCHOOL SUPPLIES,

TABLETS, SLATES.

AND A FULL LINE OF STAPLE STATIONERY,

Quick Sellers.

WHAT? THE NEW FALL LINE

Manufactured by SNEDICOR & HATHAWAY,

DETROIT, MICH.

All the Novelties in Lasts and Patterns.

State Agents Woonsocket and Lycoming Rubber Co.

Dealers wishing to see the line address F. A. Cadwell, 41 Lawn Court, Grand Rapids, Mich.

HEROLD-BERTSCH SHOE CO.

Wholesale Boots AND Shoes,

5 and 7 Pearl St. GRAND RAPIDS, MICH.



Agents for Wales-Goodyear Rubber Co.

Orders by mail given prompt attention.

BLOOKER'S DUTCH COCOA.

CHOICEST, PUREST, BEST.

Lemon & Wheeler Company, Agents, GRAND RAPIDS, MICH.



Essential Qualifications of a Sealer of Weights and Measures.

Written for THE TRADESMAN.

Inspection laws, if properly administered, are good and wholesome and tend to the promotion of honest trade and the encouragement of honest traders; but when administered in a lax and negligent manner, by men who have no conception of their real nature and purpose, they degenerate into a farce and are a positive encouragement to dishonesty.

of the nature of a balance, and of its proper construction, is necessary if the sealer himself is not to be deceived. It may mean little that the scales "balance," as it is usually termed, for the reason that improper construction may permit of their balancing while yet being "out" as to weight.

Forty Cent Whisky for South Carolina.

The Liquor Distillers' Association of South Carolina reports a sale to the State of 114 barrels of whisky for the dispensaries. The price paid was \$1.30 a gallon, which, after the 90 cent tax is paid, leaves the distillers 40 cents for their stuff.

A physician points out that fat people endure most kinds of illness much better than thin people, because they have an extra amount of nutriment stored away in their tissues to support them during the ordeal.

If you have the wrong kind of religion in the store, you don't have the right kind at church.

Hardware Price Current.

Table listing various hardware items and their prices, including axes, barrows, bolts, buckets, and various tools.

Large table listing a wide variety of hardware items such as hammers, nails, screws, and tools, with their respective prices.

Table listing more hardware items, including hammers, hangers, wire goods, and sheet iron, with their prices.

# MICHIGAN TRADESMAN

A WEEKLY JOURNAL DEVOTED TO THE

Best Interests of Business Men.

Published at  
100 Louis St., Grand Rapids,  
— BY THE —

TRADESMAN COMPANY.

One Dollar a Year. Payable in Advance.

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E. A. STOWE, Editor.

WEDNESDAY, OCTOBER 25, 1893.

## DEFECTS IN OUR FINANCIAL SYSTEM

A great deal has been said about making the West and the South financially independent of the East. It would certainly be most desirable if it could be done, and not because there is any objection to the West and the South getting money from the East, but because at the time money is most needed to move the Southern and Western crops it may be most difficult to secure on account of a financial stringency in the East.

The whole country has just been passing through such conditions, and it has not yet got safely rid of them. The East has been undergoing the throes of a financial panic, while the grain crops of the West, which are the first to mature, have been suffering for money to move them. Now, the Southern cotton, sugar and rice are ready to be marketed, and they are feeling the effect of the financial stringency which, while it has sensibly relaxed its extreme rigor, is still making itself most seriously felt. There is, then, an urgent demand for a remedy. What is most imperatively needed is a system of finance so flexible as that there is always money to meet every requirement of trade.

Under the present system of banking, everything has been done that wise and considerate management could do to mitigate the hardships that have been imposed on commerce and industries by the scarcity of money. No fault can be found with the banks. They deserve the highest praise, but good management and large public spirit will not make up for the deficiencies of a system. The great trouble is that while, under ordinary circumstances, there may be an abundance of money with which to do business, let but a breeze blow to excite popular distrust, and suddenly all the money is drawn out of the banks and hid away, and there is an immediate dearth of cash with which to do business. The situation is just as if all the rivers and springs which were supplying a lake with water should be suddenly cut off, and the basin, through the processes of natural drainage and evaporation, be allowed to run dry.

A basin with a perennial supply which

is never exhausted would be a grand improvement on the pond which is liable to go dry in a season of drought. How to secure it is the question. It must be done either by a great Government bank, like that of England, or by means of State banks of undoubted solvency. Take the Bank of England, for instance. It never suspends payment. It never runs dry. It has been hard pushed, but it was always able to maintain itself, and not only to make all payments on demand, but also to lend money on solvent security. All that the Bank of England does in a time of stringency is to raise its rate of interest. When money is scarce the price is higher, but it is always to be had. There is no such thing as shutting the vaults against the necessities of commerce.

Some such arrangement will have to be provided by Congress, or the States must be permitted to do so for themselves. State banks issuing notes properly guaranteed or backed up could enlarge their issues in time of stringency and contract them when not needed. These State notes would be redeemable in gold, or in United States currency. So long as the banks of issue held the confidence of the people there would be no demand for the redemption of their notes. Nobody wants gold in ordinary business, nor would anybody demand Federal notes so long as the confidence in the State notes should subsist. If the State notes were locked up by those to whom they were paid nothing would be gained, because the State banks could issue more of them. There would thus be no temptation to hide away State notes in iron safes and old stockings.

A great Federal bank would be on a different footing from the Federal treasury in the emergency of a great financial stringency. The treasury cannot issue or pay out a dollar except in obedience to a law making a specific appropriation. It could, if it had money to spare, redeem Government bonds, but the taking in and retiring of these bonds only results in decreasing the basis upon which the national bank currency is founded. Should the banks be forced to give up their bonds, they must withdraw their notes from circulation. Besides, the treasury cannot do a banking business. It cannot lend money. No matter what securities were carried to the treasury by a proposing borrower, he could not obtain one cent of aid. A Federal bank would be endowed with all the functions of a bank, and could make loans on approved and undoubted securities.

It matters not how the present silver controversy in Congress may be settled, it is plain that some decisive changes must be made in the present public financial system. It was not able to render any efficient aid in the terrible financial troubles of 1873, nor in those of subsequent years. The wise men of Congress, as well as the ablest financiers of the great money centers, realize that something must be done to render the financial machinery of the country equal to the demands of the greatest producing and commercial nation upon the earth.

It is announced that the World's Fair will be open after Oct. 30—the time originally set by Congress for closing it—and that if sufficient interest is manifested in the matter it may be continued another year, on a smaller plan as an American exhibition. THE TRADESMAN

believes that this would be a serious mistake. The Fair is the greatest exhibition of the world's natural, industrial and commercial resources ever held and it may well be doubted if it will be equalled for many years to come. Its importance as an educating force can hardly be overestimated, while its moral effect will be equally as great. But it has its drawbacks, notwithstanding. Money has been poured into Chicago in a steady stream until business within a radius of 500 miles of Chicago is beginning to be seriously affected by the steady drain of currency. Much of the stagnation in business may be, more or less directly, traced to the World's Fair. Thousands of people have spent money at the Fair which, by right, belonged to butcher or baker or grocer. It is not denied that the Fair is a good thing, but we can easily have too much of a good thing, and it is time to call a halt. Stop the Fair at the date originally decided upon and give business a show, and stop the fearful drain upon the country's finances. Chicago should protest against an extension of time beyond the prescribed limits. It is doubtful if any other city in the world could have carried so gigantic an enterprise through to a successful culmination, without a hitch, and closed it free of debt, during a panic the dimensions of which are so appalling to contemplate. She has covered herself with glory, and anything which will in the least degree rob her of her just meed should not be permitted. The awful loss of life through accidents on the grounds or on the railroads on the way to or from the Fair, should be given consideration. If such loss of life is to continue while the Fair remains open, then it should be closed, if not immediately at least on the day decided upon by Congress. Close the Fair on October 30 and give the country a rest.

As will be seen by an excerpt in another column, the Kalamazoo *Telegraph* wants an inspector of weights and measures for that city. All of the necessary standard weights and measures were purchased some years ago, but the Council failed to pass the necessary ordinance and the matter ended there. Now, however, the people of the Celery City are agitating for the enactment of the necessary legislation, and, as the people can usually get what they want, it is expected that in a short time that town will be sporting a full-fledged sealer of weights and measures. THE TRADESMAN devoutly hopes that when they get him he may know something about the proper performance of the duties of his office, and that he may be able to make more than one (perhaps two) official visits a day. It hopes, also, that he may be a man of, at least, ordinary intelligence, and that he will use his intelligence in the enforcement of the ordinance. It is further hoped that the prospective sealer of weights and measures in Kalamazoo may be a gentleman, and not a boor, in his dealings with the people whose weights and measures he may be called upon to inspect. In addition to all, the hope is expressed that some system may be devised applicable to the business of such an office which may, more or less accurately, indicate the amount of work done by the officer under the ordinance. The prayerful attention of the Kalamazoo Common Council should be respectfully, yet firmly, directed to the above named

essential qualifications in an officer such as they propose to create and sustain.

## Pernicious Advice Which Went Unheeded.

A young man came to this city about seven years ago and entered the employ of one of the large manufacturing establishments for which the city is famous. He was green and awkward and was given the poorest position in an important department. Noting his inexperience a blatant exponent of unionism approached him with a little advice: "Young fellow, I want to put a few words in your ear that will help you. This company is a soulless corporation, that regards its employes as so many machines. It makes no difference how hard you work, or how well. So you want to do just as little as possible and retain your job. That's my advice. This is a slave pen, and the man who works overtime or does any especially fine work wastes his strength. Don't you do it."

The young man thought over the "advice," and after a quiet little struggle with himself decided to do the best and the most he knew how, whether he received any more pay from the company or not. At the end of the year the company raised his wages and advanced him to a more responsible position. In three years he was getting a third more salary than when he began, and in five years he was head clerk in the department; and the man who had condescended to give the greenhorn "advice" was working under him at the same figure that represented his salary eleven years before. The young man is a member of the firm now, owns his own home and is looked upon as one of the rising young men of this city. The man who gave the advice is the president of a trade union and an arrant agitator of the rights of the downtrodden workingman. He lives in a rented house, spends most of his time in saloons and curses the luck that made him a laborer while others luxuriate on the fruits of his labor.

## Coupon Books for the Laundry Business

The Baxter Steam Laundry, of this city, is probably the first laundry establishment in the country to adopt the coupon book system, having given the Tradesman Company an order for a quantity of specially designed and engraved books in denominations of \$2.50 and \$5, which will be sold to their customers for cash. The owner of a coupon book can leave it at the place his laundry is delivered, so that the amount of his bill can be torn out of the book by the driver, thus avoiding any delay in payment for work and enabling the patron to liquidate his laundry bills without leaving cash in the hands of those who might not be entirely responsible and who might not give a correct accounting therefor. One great advantage of the coupon book system is that it affords the driver a voucher for all goods actually delivered where cash is not paid.

## From Out of Town.

Calls have been received at THE TRADESMAN office during the past week from the following gentlemen in trade: Julius Steinberg, Traverse City. L. M. Wolff, Hudsonville. Geo. F. Cook, Grove. Miss C. Addis, Rockford. E. J. Manshum, Fisher Station. N. B. Blain, Lowell. L. E. Mills, Grant Station. A. W. Eenton & Son, Bailey. J. E. Thurkow, Morley.

CHEESE IN COOKERY.

Its Nutritive Value Defended by an Able English Authority.  
BY W. MATTIEU WILLIAMS.

Casein is a very important constituent of animal food, although it is not contained in beef, mutton, pork, poultry, game, fish or any other organized animal substance, unless in egg yolk, as Lehmann states. It is not even proved satisfactorily to exist in the blood, although it is somehow obtained from the blood by special glands at certain periods. It is the substantial basis of cheese, which, as everybody knows, is the consolidated curd of milk.

It is evident at once that casein must exist in two forms, the soluble and insoluble, so far as the common solvent, water, is concerned. It exists in the soluble form, and is completely dissolved in milk, and insoluble in cheese. When precipitated in its insoluble or coagulated form as the curd of new milk it carries with it the fatty matter or cream, and, therefore, in order to study its properties in a state of purity, we must obtain it otherwise. This may be done by allowing the fat globules of the milk to float to the surface, and then removing them by separating the cream as by the ordinary dairy method. We thus obtain in the skim milk a solution of casein, but still there remains some of the fat. This may be removed by evaporating the solution down to solidity, and then dissolving out the fat by means of ether, which leaves the soluble casein behind. The adhering ether being evaporated, we have a fairly pure specimen of casein in its original or soluble form.

This, when dry, is an amber-colored, translucent substance, devoid of odor, and insipid. The insipidity and absence of odor of the pure and separated casein are noteworthy, as showing that the condition in which it exists in milk is very different from that of the casein of cheese. My object in pointing this out is to show that in the course of the manufacture of cheese new properties are developed. Skim milk—a solution of casein—is tasteless and odorless, while fresh cheese, whether made from skim or whole milk, has a very decided flavor and odor.

If we now add some of our dry casein to water, it dissolves, forming a yellowish viscid fluid, which, on evaporation, becomes covered with a slight film of insoluble casein, which may be readily drawn off. Some of my readers will recognize in this description the resemblance of a now well-known domestic preparation of soluble casein, condensed milk, where it is mixed with much cream, and in the ordinary preparation also much sugar. The cream dilutes the yellowness, but does not quite mask it, and the viscosity is shown by the strings which follow the spoon when a spoonful is lifted. If a concentrated solution of pure casein is exposed to the air it rapidly putrefies, and passes through a series of changes that I must not tarry to describe, beyond stating that ammonia is given off, and some crystalline substances, such as leucine, tyrosine, etc., very interesting to the physiological chemist, but not important in the kitchen, are formed.

A solution of casein in water is not coagulated by boiling; it may be repeatedly evaporated to dryness and redissolved. Upon this depends the practicality of preserving milk by evaporating

it down, or "condensing." This condensed milk, however, loses a little: its albumen is sacrificed, as everybody will understand who has dipped a spoon into freshly-boiled milk and observed the skin which the spoon removes from the surface. This is coagulated albumen.

If alcohol is added to a concentrated solution of casein in water, a pseudo-coagulation occurs; the casein is precipitated as a white substance like coagulated albumen, but if only a little alcohol is used, the solid may be redissolved in water; if, however, it is thus treated with strong alcohol, the casein becomes difficult of solution, or even quite insoluble. Alcohol added to solid soluble casein renders it opaque, and gives it the appearance of coagulated albumen. The alcohol itself dissolves a little of this.

The characteristic coagulation of casein, or its conversion from the soluble to the insoluble form, is produced rather mysteriously by rennet. Acids generally precipitate it, either from aqueous solution or from milk. The coagulation thus effected by mineral acids from aqueous solutions is not so complete as that produced by lactic acid or vinegar from milk, the former coagulum being more readily redissolved by alkalis or weaker basic substances than the latter.

A calf has four stomachs, the fourth being that which corresponds to ours, both in structure and functions. It is lined with a membrane from which is secreted the gastric juice and other fluids concerned in effecting the conversion of food into chyme. A week infusion made from a small piece of this mucous membrane will coagulate the casein of 3,000 times its own quantity of milk, or the coagulation may be effected by placing a small piece of the stomach (usually salted and dried for the purpose) in the milk and warming it for a few hours.

Many theoretical attempts have been made to explain this action of the rennet. Simon and Liebig suppose that it acts primarily as a ferment, converting the sugar of milk into lactic acid, and that this lactic acid coagulates the casein. This theory has been controverted by Selmi and others, but the balance of evidence is decidedly in its favor. The coagulation which occurs in the living stomach when milk is taken as food appears to be due to the lactic acid of the gastric juice.

Casein, when thoroughly coagulated by rennet, then purified and dried, is a hard and yellowish hornlike substance. It softens and swells in water, but does not dissolve therein, nor in alcohol nor weak acids. Strong mineral acids decompose it. Alkalis dissolve it readily, and if concentrated, decompose it on the application of heat. When moderately heated, it softens and may be drawn into threads, and becomes elastic; at a higher temperature it fuses, swells up, carbonizes, and develops nearly the same products of distillation as the other protein compounds.

Note the differences between this and the soluble casein above described, viz., that obtained by simply removing the fat from the milk, then evaporating away the water, but using no rennet.

I have good and sufficient reasons for thus specifying the properties of this constituent of food. It contains (as I shall presently show) more nutritious material than any other food that is ordinarily obtainable, and its cookery is sin-

gularly neglected, is practically an unknown art, especially in this country. We commonly eat it raw, although in its raw state it is peculiarly indigestible, and in the only cooked form familiarly known among us here, that of a Welsh rabbit, or rarebit, it is too often rendered still more indigestible, although this need not be the case.

Here, in this densely populated country, where we import so much of our food, cheese demands our most profound attention. The difficulties and cost of importing all kinds of meat, fish and poultry are great, while cheese may be cheaply and deliberately brought to us from any part of the world where cows or goats can be fed, and it can be stored more readily and kept longer than other kinds of animal food. All that is required to render it, next to bread, the staple food of Britons is scientific cookery.

If I shall be able, in what is to follow, to impart to my fellow-countrymen, and more especially fellow-countrywomen, my own convictions concerning the cookability, and consequent improved digestibility, of cheese, I shall have "done the State some service."

Take muscular fiber without bone—i. e., selected best part of the meat—beef contains on an average 72½ per cent. of water; mutton, 73½; veal, 74½; pork, 69¾; fowl, 73¾; while Cheshire cheese contains only 30%, and other cheese about the same. Thus, at starting, we have in every pound of cheese rather more than twice as much solid food as in a pound of the best meat, or comparing with the average of the whole carcass, including bone, tendons, etc., the cheese has an advantage of three to one.

The following results of Mulder's analysis of casein, when compared with those by the same chemist of albumen, gelatin and fibrin, show that there is but little difference in the ultimate chemical composition of these, so far as the constituents there named are concerned:

	Casein.		
Carbon	53.5	53.7	53.7
H. drogen	7.0	7.15	7.15
Nitrogen	15.5	15.65	15.65
Oxygen, sulphur	22.0	22.37	22.37
	Albumen.	Gelatin.	Fibrin.
Carbon	53.5	50.40	52.7
Hydrogen	7.0	6.64	6.9
Nitrogen	15.5	18.34	15.4
Oxygen	22.0	24.62	23.5
Sulphur	1.5	24.62	1.2
Phosphorus	0.4	34.62	0.3

We may, therefore, conclude that, regarding these from the point of view of nitrogenous or flesh-forming, and carbonaceous or heat-giving constituents, these chief materials of flesh and of cheese are about equal.

The same is the case as regards the fat. The quantity in the carcass of oxen, calves, sheep, lambs and pigs varies, according to Dr. Edward Smith, from 16 per cent. to 31.3 per cent. in moderately fattened animals; while in whole-milk cheese it varies from 21.68 per cent. to 32.31 per cent, coming down in skim-milk cheese as low as 6.3. Dr. Smith includes Neufchatel cheese, containing 18.74 per cent., among the whole-milk cheese. He does not seem to be aware that the cheese made up between straws and sold under that name is a ricotta or crude curd of skim-milk cheese. Its just value is about threepence per pound. In Italy, where it forms the basis of some delicious dishes (such as budino di ricotta), it is sold for about twopence per pound, or less.

There is a discrepancy in the published analysis of casein which demands ex-

planation here, as it is of great practical importance. They generally correspond to the above of Mulder within small fractions, as shown below in those of Scherer and Dumas:

	Scherer.	Dumas.
Carbon	54.065	53.7
Hydrogen	7.465	7.2
Nitrogen	15.24	16.6
Oxygen, sulphur	22.14	22.5
	100.000	100.0

In these the 100 parts are made up without any phosphate of lime, while according to Lehmann (Physiological Chemistry, vol. I, p. 379, Cavendish edition), "casein that has not been treated with acids contains about 6 per cent. of phosphate of lime; more, consequently, than is contained in any of the protein compounds we have hitherto considered."

From this it appears that we may have casein with, and casein without, this necessary constituent of food. In precipitating casein for laboratory analysis, acids are commonly used, and thus the phosphate of lime is dissolved out; but I am unable at present to tell my readers the precise extent to which this actually occurs in practical cheesemaking where rennet is used. What I have at present learned only indicates generally that this constituent of cheese is very variable; and I hereby suggest to those chemists who are professionally concerned in the analysis of food, that they may supply a valuable contribution to our knowledge of this subject by simply determining the phosphate of lime contained in the ash of different kinds of cheese. I would do this myself, but having during some ten years past nearly forsaken the laboratory for the writing-table, I have not the leisure for such work; and, worse still, have not that prime essential to practical research (especially of endowed research) a staff of obedient assistants to do the drudgery.

The comparison especially demanded is between cheese made with rennet and those Dutch and factory cheese, the curd of which has been precipitated by hydrochloric acid. Theoretical considerations point to the conclusion that in the latter much or even all of the phosphate of lime may be left in solution in the whey, and thus the food-value of the cheese seriously lowered. We must, however, suspend judgment in the meantime.

In comparing the nutritive value of cheese with that of flesh, the retention of this phosphate of lime corresponds with the retention of some of the juices of the meat, among which are the phosphates of the flesh.

The phosphates of lime are the bone-making material of food, and have something to do in building up the brain and nervous matter, though not to the extent that is supposed by those who imagine that there is a special connection between phosphorus and the brain, or phosphorescence and spirituality. Bone contains about 11 per cent. of phosphorus, brain less than 1 per cent.

The value of food in reference to its phosphate of lime is not merely a matter of percentage, as this salt may exist in a state of solution, as in milk, or as a solid very difficult of assimilation, as in bones. That retained in cheese is probably in an intermediate condition—not actually in solution, but so finely divided as to be readily dissolved by the acid of the gastric juice.

I may mention, in reference to this, that when a young child or other young

animal takes its natural food in the form of milk, the milk is converted into unpressed cheese, or curd, prior to its digestion.

Supposing that, on an average, cheese contains only one-half of the 6 per cent. of phosphate of lime found, as above, in the casein, and taking into consideration the water contained in flesh, the bone, etc., we may conclude generally that one pound of average cheese contains as much nutriment as three pounds of the average material of the carcass of an ox or sheep as prepared for sale by the butcher, or, otherwise stated, a cheese of twenty pounds weight contains as much food as a sheep weighing sixty pounds as it hangs in the butcher's shop.

Now comes the practical question. Can we assimilate or convert into our own substance the cheese-food as easily as we may the flesh-food?

I reply that we certainly cannot, if the cheese is eaten raw; but I have no doubt, that we may, if it be suitably cooked. Hence the paramount importance of this part of my subject. A Swiss or Scandinavian mountaineer can and does digest and assimilate raw cheese as a staple article of food, and proves its nutritive value by the result; but feebler bipeds of the plains and towns cannot do the like.

I may here mention that I have recently made some experiments on the dissolving of cheese by adding sufficient alkali (carbonate of potash) to neutralize the acid it contains, in order to convert the casein into its original soluble form as it existed in the milk, and have partially succeeded, both with water and milk as solvents; but before reporting these results in detail I will describe some of the practically established methods of cooking cheese that are so curiously unknown or little known in this country.

In the fatherland of my grandfather, Louis Gabriel Mattieu, one of the commonest dishes of the peasant who tills his own freehold and grows his own food is a *fondue*. This is a mixture of cheese and egg, the cheese grated and beaten into the eggs, as in making omelettes, with a small addition of new milk or butter. It is placed in a little pan like a flower-pot saucer, cooked gently, served as it comes off the fire, and eaten from the vessel in which it is cooked. I have made many a hearty dinner on one of these, with a lump of black bread and a small bottle of thin wine, the cost of the whole banquet at a little *auberge* being usually less than sixpence. The cheese is in a pasty condition, and partly dissolved in the milk or butter. I have tested the sustaining power of such a meal by doing some very stiff mountain climbing and long fasting after it. It is rather too good—over nutritious—for a man only doing sedentary work.

A diluted and delicate modification of this may be made by taking slices of bread, or bread and butter, soaking them in a batter made of eggs and milk—without flour—then placing the slices of soaked bread in a pie-dish, covering each with a thick coating of grated cheese, and thus building up a stratified deposit to fill the dish. The surplus batter may be poured over the top; or if time is allowed for saturation, the trouble of preliminary soaking may be saved by simply pouring all the batter thus. This, when gently baked, supplies a delicious and highly nutritious dish. We call it "cheese pudding" at home, but my own

experience convinces me that we make a mistake in using it to supplement the soup and meat. It is far too nutritious for this; its savory character tempts one to eat it so freely that it would be far wiser to use it as the Swiss peasant uses his *fondue*—as the substantial dish of a wholesome dinner.

I have tested its digestibility by eating it heartily for supper. No nightmare has followed. If I sup on a corresponding quantity of raw cheese, my sleep is miserably eventful.

A correspondent writes as follows from the Charlotte Square Young Ladies' Institution: "I have been trying the various ways of cooking cheese mentioned in your articles in *Knowledge* and have one or two improvements to suggest in the making of cheese pudding. I find the result is much better when the bread is grated like the cheese and thoroughly mixed with it; then the batter poured over both. I think you will also find it better when baked in a shallow tin, such as is used for Yorkshire pudding. This gives more of the browned surface, which is the best of it. Another improvement is to put some of the crumbled bread (on paper) in the oven until brown, and eat this with it (as for game). I have not succeeded in making any improvement in the *fondue*, which is delightful."

My recollections of the *fondue* of the Swiss peasant being so eminently satisfactory on all points—nutritive or sustaining value, appetizing flavor and economy—I have sought for a recipe in several cookery books and find at last a near approach to it in an old edition of Mrs. Rundell's "Domestic Cookery." A similar dish is described in that useful book "Cre-Fydd's Family Fare," under the name of *Cheese Souffle or Fondue*. I had looked for it in more pretentious works, especially in the most pretentious and the most disappointing one I have yet been tempted to purchase, viz., the 27th edition of Francatelli's "Modern Cook," a work which I cannot recommend to anybody who has less than £20,000 a year and a corresponding luxury of liver.

Amidst all the culinary monstrosities of these high-class manuals, I fail to find anything concerning the cookery of cheese that is worth the attention of my readers. Francatelli has, under the name of "Eggs a la Suisse," a sort of *fondue*, but decidedly inferior to the common *fondue* of the humble Swiss osteria, as Francatelli lays the eggs upon slices of cheese and prescribes especially that the yolks shall not be broken; omits the milk, but substitutes (for high-class extravagance' sake, I suppose) "a gill of double cream," to be poured over the top. Thus the cheese is not intermingled with the egg, lest it should spoil the appearance of the unbroken yolks, its casein is made leathery instead of being dissolved, and the substitution of sixpenny worth of double cream for a halfpenny worth of milk supplies the high-class victim with fivepence halfpenny worth of bilary derangement.

In Gouffe's "Royal Cookery Book" (the Household Edition of which contains a great deal that is really useful to an English housewife) I find a better recipe under the name of *Cheese Souffles*. He says: "Put two ounces and a quarter of flour in a stew pan with one pint and a half of milk; season with salt and pepper; stew over the fire until boiling, and should there

be any lumps, strain the *souffle* paste through a tannin cloth; add seven ounces of grated Parmesan cheese, and seven yolks of eggs; whip the whites till they are firm, and then add them to the mixture; fill some paper cases with it, and bake in the oven for fifteen minutes."

Cre-Fydd says: "Grate six ounces of rich cheese (Parmesan is the best); put it into an enamelled saucepan, with a teaspoonful of flour of mustard, and salt- spoonful of white pepper, a grain of cayenne, the sixth part of a nutmeg, grated, two ounces of butter, two table-spoonfuls of baked flour, and a gill of new milk; stir it over a slow fire until it becomes like smooth thick cream (but it must not boil); add the well-beaten yolks of six eggs, beat for ten minutes, then add the whites of the eggs, beaten to a stiff froth; put the mixture into a tin or a cardboard mould, and bake in a quick oven for twenty minutes. Serve immediately."

Here is a true cookery of cheese by solution, and the result is an excellent dish. But there is some unnecessary complication and kitchen pedantry involved. The *souffle* part of the business is a mere puffing up of the mixture for the purpose of displaying the cleverness of the cook, being quite useless to the consumer, as it subsides before it can be eaten. It further involves practical mischief, as it cannot be obtained without toasting the surface of the cheese into an air-tight leathery skin that is abnormally indigestible. The following is my own simplified recipe:

Take a quarter of a pound of grated cheese; add to it a gill of milk in which is dissolved as much powdered bicarbonate of potash as will stand upon a three-penny piece; mustard, pepper, etc., as described above by Cre-Fydd. Heat this carefully until the cheese is completely dissolved. Then beat up three eggs, whites and yolks together, and add them to this solution of cheese, stirring the whole. Now take a shallow metal or earthenware dish or tray that will bear heating; put a little butter on this, and heat the butter until it frizzles. Then pour the mixture into the tray and bake or fry it until it is nearly solidified.

A cheaper dish may be made by increasing the proportion of cheese—say, six to eight ounces to three eggs; or only one egg to a quarter of a pound of cheese for a hardworking man with powerful digestion.

E. D. Girdlestone writes as follows (I quote with permission): "As regards the cheese *fondue*, your recipe for which has enabled me to turn cheese to practical account as *food*, you may be glad to hear that it has become a common dish in our microscopic *menage*. Indeed, cheese, which was formerly poison to me, is now alike pleasant and digestible. But some of your readers may like to know that the addition of bread crumbs is, in my judgment, at least, a great improvement, giving greater lightness to the compost, and removing the harshness of flavor otherwise incidental to a mixture which comprises so large a proportion of cheese. We (my wife and I) think this a great improvement." I have received two other letters making, quite independently, the same suggestion concerning the bread crumbs. I have tried the addition, and agree with Mr. Girdlestone that it is a great improvement as food for such as ourselves,

who are brain-workers, and for all others whose occupations are at all sedentary. The undiluted *fondue* is too nutritious for us, though suitable for the mountaineer.

The chief difficulty in preparing this dish conveniently is that of obtaining suitable vessels for the final frying or baking, as each portion should be poured into, and fried or baked in, a separate dish, so that each may, as in Switzerland, have his own *fondue* complete, and eat it from the dish as it comes from the fire. As demand creates supply, our ironmongers, etc., will soon learn to meet this demand if it arises.

The bicarbonate of potash is an original novelty that will possibly alarm some of my non-chemical readers. I advocate its use for two reasons: First, it effects a better solution of the casein by neutralizing the free lactic acid that inevitably exists in milk supplied to towns, and any free acid that may remain in the cheese. At a farmhouse, where the milk is just drawn from the cow, it is unnecessary for the purpose, as such new milk is itself slightly alkaline. My second reason is physiological and of greater weight. Salts of potash are necessary constituents of human food. They exist in all kinds of wholesome vegetables and fruits, and in the juices of fresh meat, but they are wanting in cheese, having, on account of their great solubility, been left behind in the whey.

The absence of potash appears to me to be the one serious objection to the free use of cheese diet. The Swiss peasant escapes the mischief by his abundant salads, which, eaten raw, contain all their potash salts, instead of leaving the greater part in the saucepan, as do cabbages, etc., when cooked in boiling water. In Norway, where salads are scarce, the bonder and his houseman have at times suffered greatly from scurvy, especially in the far north, and would be severely victimized but for special remedies that they use (the motteber, cranberry, etc., grown and preserved especially for the purpose.) The Laplanders make a broth of scurvy-grass and similar herbs; I have watched them gathering these, and observed that the wild celery was a leading ingredient. Scurvy on board ship results from eating salt meat, the potash of which has escaped by exosmosis into the brine or pickle. The sailor now escapes it by drinking citrate of potash in the form of lime-juice, and by alternating salt junk with rations of tinned meats.

I once lived for six days on bread and cheese only, tasting no other food. I had, in company with C. M. Clayton (son of the Senator of Delaware, who negotiated the Clayton-Bulwer treaty), taken a passage from Malta to Athens in a little schooner. Expecting only a three days' journey, we took no other rations than a lump of Cheshire cheese and a supply of bread. Bad weather doubled the expected length of our journey. We were both young and proud of our hardihood in bearing privations, being staunch disciples of Diogenes; but, on the last day, we succumbed, and bartered the remainder of our bread and cheese for some of the boiled horse beans and cabbage broth of the fore-castle. The cheese, highly relished at first, had become positively nauseous, and our craving for the fore-castle vegetable broth was absurd, considering the full view we had of its constituents and of the dirtiness of its

cooks. I attribute this to a lack of potash salts in the cheese and bread. It was similar to the craving for common salt by cattle that lack necessary chlorides in their food. I am satisfied that cheese can never take the place in an economic dietary, otherwise justified by its nutritious composition, unless this deficiency of potash is somehow supplied. My device of using it with milk as a solvent supplies it in a simple and natural manner.

The milk is not necessary, though preferable. I find that a solution of cheese may be made in water by simply grating or thinly slicing the cheese, and adding it to about its own bulk of water in which the bicarbonate of potash is dissolved.

The proportion of bicarbonate, which I theoretically estimate as demanded for supplying the deficiency of potash, is at a rate of about a quarter of an ounce to the pound of cheese; and I find that it will bear this quantity without the flavor of the potash being detected. The proportion of potash in cows' milk is more than double the quantity thus supplied, but I assume that the cheese loses about half of its original supply, and base this assumption on the fact that ordinary cheese contains an average of about 4 per cent. of saline matter, while the proportion of saline matter to the casein and fat of the milk amounts to 5 per cent. This is a rough practical estimate, kept rather below the actual quantity demanded; therefore, more than the quarter ounce may be used with impunity. I have doubled it in some of my experiments, and thus have just detected the bitter flavor of the salt.

As regards the solubility of the cheese, I should add that there are great differences in different samples. Generally speaking, the newer and milder the cheese the more soluble. Some that I have tried leave a stubbornly insoluble residuum, which is detestably tough. I found the same cheese to be unusually indigestible when eaten with bread in the ordinary raw state.

My first acquaintance with the rational cookery of cheese was in the autumn of 1842, when I dined with the monks of St. Bernard. Being the only guest, I was the first to be supplied with soup, and then came a dish of grated cheese. Being young and bashful, I was ashamed to display my ignorance by asking what I was to do with the cheese, but made a bold dash, nevertheless, and sprinkled some of it into my soup. I then learned that my guess was quite correct; the prior and the monks did the same.

On walking on to Italy I learned that there such use of cheese is universal. Minestra without Parmesan would in Italy be regarded as we in England should regard muffins and crumpets without butter. During the forty years that have elapsed since my first sojourn in Italy, my sympathies are continually lacerated when I contemplate the melancholy spectacle of human beings eating thin soup without any grated cheese.

Not only in soups, but in many other dishes, it is similarly used. As an example, I may name *Risotto a la Milanese*, a delicious, wholesome, and economical dish—a sort of stew composed of rice and the giblets of fowls, usually charged for at about twopence to threepence per portion at Italian restaurants. This, I suppose, is the reason why I find no recipe for it in the cookery books. It is

always served with grated Parmesan. The same with the many varieties of paste, of which macaroni and vermicelli are the best known in this country.

In all these cases the cheese is sprinkled over, and then stirred into the soup, etc., while it is hot. The cheese being finely divided is fused at once, and thus delicately cooked. It is quite different from the macaroni and cheese commonly prepared in England by depositing macaroni in a pie-dish, then covering it with a stratum of grated cheese, and placing this in an oven or before a fire until the cheese is desiccated, browned and converted into a horny, caseous form of carbon that would induce chronic dyspepsia in the stomach of a wild boar if he fed upon it for a week.

In all preparations of Italian pastes, *risottos*, *purees*, etc., the cheese is intimately mixed throughout, and softened and diffused thereby in the manner above described.

The Italians themselves imagine that only their own Parmesan cheese is fit for this purpose, and have infected many Englishmen with the same idea. Thus it happens that fancy prices are paid in this country for that particular cheese, which nearly resembles the cheese known in our midland counties, as "skim dick"—sold there at about fourpence per pound, or given by the farmers to their laborers. It is cheese "that has sent its butter to market," being made from the skim-milk which remains in the dairy after the pigs have been fully supplied.

I have used this kind of cheese as a substitute for Parmesan, and find it answers the purpose, though it has not the fine flavor of the best qualities of Parmesan. The only fault of our whole-milk English and American cheese is that they are too rich and cannot be so finely grated on account of their more unctuous structure, due to the cream they contain.

I note that in the recipes of high-class cookery-books, where Parmesan is prescribed, cream is commonly added. Sensible English cooks, who use Cheshire, Cheddar, or good American cheese, are practically including the Parmesan and the cream in natural combination. By allowing these cheese to dry, or by setting aside the outer part of the cheese for the purpose, the difficulty of grating is overcome.

I have now to communicate another result of my cheese-cooking researches, viz., a new dish—cheese porridge—or, I may say, a new class of dishes—cheese-porridges. They are not intended for epicures, who only live to eat, but for men and women who eat in order to live and work. These combinations of cheese are more specially fitted for those whose work is muscular, and who work in the open air. Sedentary brain-workers should use them carefully, lest they suffer from over-nutrition, which is but a few degrees worse than partial starvation.

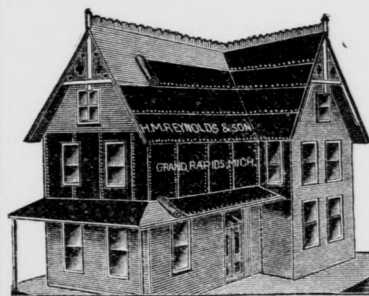
My typical cheese-porridge is ordinary oatmeal-porridge made in the usual manner, but to which grated cheese, or some of the cheese solution above described, is added, either while in the cookery-pot or after it is taken out, and yet as hot as possible. It should be sprinkled gradually and well stirred in.

Another kind of cheese-porridge or cheese-pudding is made by adding cheese to baked potatoes—the potatoes to be taken out of their skins and well mashed



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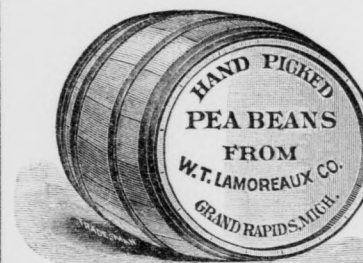
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while the grated cheese is sprinkled and intermingled. A little milk may or may not be added, according to taste and convenience. This is better suited for those whose occupations are sedentary, potatoes being less nutritious and more easily digested than oatmeal. They are chiefly composed of starch, which is a heat-giver or fatterer, while the cheese is highly nitrogenous, and supplies the elements in which the potato is deficient, the two together forming a fair approach to the theoretically demanded balance of constituents. I say baked potatoes rather than boiled, and perhaps should explain my reasons. Raw potatoes contain potash salts which are easily soluble in water. I find that when the potato is boiled some of the potash come out into the water, and thus the vegetable is robbed of a very valuable constituent. The baked potato contains all its original saline constituents which, as I have already stated, are specially demanded as an addition to cheese food.

Hasty pudding made, as usual, of wheat flour, may be converted from an insipid to a savory and highly nutritious porridge by the addition of cheese in like manner.

The same with boiled rice, whether whole or ground; also sago, tapioca, and other forms of edible starch. Supposing whole rice is used—and I think this is the best—the cheese may be sprinkled among the grains of rice and well stirred or mashed up with them. The addition of a little brown gravy to this, with or without chicken giblets, gives us an Italian *risotto*. The Indian corn stir-about of the poor Irish cottier would be much improved both in flavor and nutritive value, by the addition of a little grated cheese.

Pea pudding is not improved by cheese. The chemistry of this is apparent to all who are acquainted with the composition of peas, beans, etc. The same applies to pea soup.

I might enumerate other methods of cooking cheese by thus adding it in a finely divided state to other kinds of food, but if I were to express my own convictions on the subject I should stir up a prejudice by naming some mixtures which many people would denounce. As an example, I may refer to a dish which I invented more than twenty years ago—viz., fish and cheese pudding—made by taking the remains of a dish of boiled codfish, haddock or other white fish, mashing it with bread crumbs, grated cheese, and ketchup, then warming in an oven and serving after the usual manner of scalloped fish. Any remains of oyster sauce may be advantageously included. I find this delicious, but others may not. I frequently add grated cheese to boiled fish as ordinarily served and have lately made a fish sauce by dissolving grated cheese in milk with the aid of a little bicarbonate of potash and adding this to ordinary melted butter. I suggest these cheese mixtures to others with some misgivings as regards palatability, after learning the revelations of Darwin on the persistence of heredity. It is quite possible that, being a compound of the Swiss *Mattieu* with the Welsh *Williams* (cheese on both sides) I may inherit an abnormal fondness for this staple food of the mountaineers.

Be this as it may, so far as the mere palate is concerned, in the chemistry of all my advocacy of cheese and its cookery I have full confidence. Rendered

digestible by simple and suitable cookery, and added with a little potash salt to farinaceous food of all kinds, it affords exactly what is required to supply a theoretically complete and economical dietary, without the aid of any other kind of animal food. The potash salts may be advantageously supplied by a liberal second course of fruit or salad.

One more of my heretical applications of grated cheese must be specified. It is that of sprinkling it freely over ordinary stewed tripe, which thus becomes extraordinary stewed tripe; or a solution of cheese may be mixed with the liquor of the stew. It may not be generally known that stewed tripe is the most easily digestible of all solid animal food. This was shown by the experiments of Dr. Beaumont on his patient, Alexis St. Martin, who was so obliging (from a scientific point of view) as to discharge a gun in such a manner that it shot away the front of his own stomach and left there, after the healing of the wound, a valved window through which, with the aid of a simple optical contrivance, the work of digestion could be watched.

Dr. Beaumont found that while beef and mutton required three hours for digestion, tripe was digested in one hour.

I add by way of postscript a recipe for a dish lately invented by my wife. It is vegetable marrow *au gratin*, prepared by simply boiling the vegetable as usual, slicing it, placing the slices in a dish, covering them with grated cheese, and then browning them slightly in an oven or before the fire, as in preparing the well-known "cauliflower *au gratin*." I have modified this (with improvement, I believe) by mashing the boiled marrow and stirring the grated cheese into the midst of it while as hot as possible; or, better still, by adding a little of the solution of cheese above described to the *puree* of mashed marrow and stirring it well in while hot. To please the ladies, and make it look pretty on the table, a little more grated cheese may be sprinkled on the top of this and browned in the oven or with a salamander. People with weak digestive powers should omit the browned grated cheese.

Turnips may be similarly treated as mash turnips *au gratin*. I recommend

this especially to my vegetarian friends, who have no objection to cheese, but do not properly appreciate it.

Taking as I do great interest in their efforts, regarding them as pioneers of a great and certainly approaching reform, I have frequently dined at their restaurants (always do so when within reach, as I am only a flesh eater for convenience's sake), and, by the experience thus afforded of their cookery, I am convinced that they are losing many converts by the lack of cheese in many of their most important dishes.  
Stonebridge Park, London, England.

**CROUP PECKHAM'S CROUP REMEDY** is the **Children's Medicine** for Colds, Coughs, Whooping-Cough, Croup, Pneumonia, Hoarseness, the Cough of Measles, and kindred complaints of Childhood. Try Peckham's Croup Remedy for the children and be convinced of its merits. Get a bottle today, you may need it tonight! Once used always used. Pleasant. **WHOOPIING COUGH SAFE, CERTAIN!**

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# The President of the United States of America,

To

**HENRY KOCH**, your clerks, attorneys, agent, salesmen and workmen, and all claiming or holding through or under you,

GREETING:

**Whereas,**

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

## ENOCH MORGAN'S SONS COMPANY,

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

**Now, Therefore,**

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

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

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

**Witness,**

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

[SEAL]

[SIGNED]

S. D. OLIPHANT,

Clerk.

ROWLAND COX,

Complainant's Solicitor.

**Prof. Hurd's Opinion of Tyrotoxicon.**

COLUMBUS, Ohio, Oct. 12.—I am in receipt of your journal containing Dr. Kellogg's article on tyrotoxicon, in which article he expresses great pleasure that some chemists have been able to find tyrotoxicon in cheese.

If such indeed be the case that tyrotoxicon is really developed in the natural fermentation or curing process which cheese must go through in order to render it palatable, then it is very unwise, not to say dangerous, to partake of it. Hence it must drop out of existence as an article of food and one of the greatest industries of the country must be abandoned. Will Dr. Kellogg or Dr. Reed or some other tyrotoxicon enthusiast explain to me the reason of tyrotoxicon being of so recent discovery? Cheese has been manufactured and consumed for many generations back and cases of tyrotoxicon poisoning have only been known a very few years. Well, but they say the change in the process of manufacture has developed it. That the cheesemakers are responsible for it by allowing their curds to ferment. Says Dr. Reed: "They do this to make the cheese soft and spongy, the same as the baker allows his bread to become sour—to make his bread light and spongy." What would the practical cheesemaker say to this or the baker say about the bread? The statement is fallacious only to impractical people, and were the readers of your paper all familiar with the process of manufacturing cheese or bread, then the article of Dr. Kellogg or Dr. Reed would not require notice. I explained in a previous issue how the Mansfield cheese was made after the good old fashion of our grandmothers, purely sweet curd cheese, Mrs. Maybee having an idea that to develop acid on her curds would surely spoil them; while the cheese made at the factory are treated in exactly a reverse manner, the cheesemaker working with the idea that a certain amount of acid is almost absolutely indispensable to make his cheese firm enough for shipment or for sale at home or abroad.

Cheese without acid or purely sweet curds become soft and spongy notwithstanding Dr. Reed's argument to the contrary. I am confident every cheesemaker in America will bear me out in this statement.

Dr. Kellogg sets forth the startling fact that he has known cholera morbus to come from eating cheese. In almost the same sentence he claims that not all who ate of the cheese were sick. I presume the Doctor has also known cholera morbus to come from eating unripe fruit, or from a thousand and one things which are indigestible. Nothing is more so than uncurd cheese, or cheese before it has reached the stage that Dr. Kellogg terms decomposition. Green cheese to some is very palatable, still it ought not to be eaten until curing is far enough advanced to render it soft and digestible.

I believe, as Prof. Arnold remarked some years ago in a speech I heard him make to the dairymen of New York, that "while unripe cheese, like unripe fruit, is dangerous to eat, a well-cured, full cream cheese will aid digestion and is a wholesome, healthy article of food."

I submit that Dr. Vaughan and several other chemists have laid claim to finding tyrotoxicon (poison) in cheese on several different occasions, while other chemists, probably equally as eminent, have failed to find it in the same samples of cheese. Dr. Vaughan also claims it is so volatile as to render it possible for it to entirely disappear in a very short time. He also claims to have used some thirty-five pounds of cheese to find a very few grains of the poison; so it is possible that the chemists who failed to find it may have taken the cheese after the poison had taken wings and flown, or it is possible they looked for it in great, large quantities, and, failing to find it in such quantities, failed to observe it at all. These are only theories, but I think will stand their ground along with those of Drs. Reed and Kellogg. To theorize a little farther, while I am not a chemist and do not wish to question the reports of anyone of that fraternity, I cannot but believe, that the idea set forth by some of them that tyrotoxicon obtains

through the natural fermentation or curing process of cheese is no fact at all but simply theory.

If this is so and instead of being an actual fact is theory, then my theorizing is in order and must be thrown with the rest. I do not believe that tyrotoxicon obtains in any such manner; I believe it is in the milk (if it exists at all) before being manufactured into cheese. In all cases of poisonous cheese which have come to my knowledge, traces of dangerous milk were found entering into the manufacture of such cheese; and almost, I think always, in cheese of very open texture or porous. Instead of the cheesemaker being to blame for fermenting his curds too much, or allowing too much acid to develop, I believe that to be the only remedy whereby the dangerous element can be dislodged. If, as Dr. Vaughan says, the poison is so volatile, then a thorough aeration of the curd, separate from the whey, would make it possible for the poison to disappear before pressing.

Of course, the cheesemaker is to blame for receiving bad milk if he knows it, and he ought to in most cases, but if it creeps in, and he finds the symptoms developing in the curd, his only remedy is to treat the curds in a manner to rid himself of it as far as possible. Some one has said that "Eternal vigilance is the price of liberty." So I would say to the cheesemakers of America, eternal vigilance on your part, will, I believe, wipe out this tyrotoxicon scare. Watch your milk more closely, and if enough putrid milk creeps in to cause floating curds or other similar indications, throw the curd away, do not take the chances of marketing it, and possibly thereby injuring your reputation, the reputation of your factory and the great cheese industry of the world.

W. E. HURD,  
Dairy and Food Inspector.

**Weekly Report of Secretary Mills.**

GRAND RAPIDS, Oct. 23.—Membership certificates have been issued to the following new members:

- 3337 John T. Smith, Kinde.
- 3338 Fred'k B. Evans, Columbus, O.
- 3339 Malcom Troop, Detroit.
- 3340 L. O. Bagley, Detroit.

Applications are coming in quite freely, to take effect Nov. 1, thereby securing two months of membership and benefits free of charge.

It is with sorrow that I announce the death of brother George Boehnlein, of Detroit, who lost his life in the burning of Harmonie Hall, in that city, Saturday evening, Oct. 14. The beneficiary, his widowed mother, will be paid \$500 in full, as there is nearly enough funds on hand to pay this amount, and I trust that enough of the delinquent members will respond to the personal letters now being mailed them to complete this amount, thereby making another assessment this year unnecessary.

I am pleased to announce that through the efforts of brother L. S. Rogers, chairman of our Railway Committee, and the courtesy of the Michigan Passengers Agents' Association, the following resolution was passed at their meeting last week:

"That for the annual meeting of the Michigan Knights of the Grip at Saginaw Dec. 26 and 27 next, a rate of one single fare for the round trip be granted upon presentation and surrender to the ticket agent where tickets are purchased, of a card to be issued by the Michigan Knights of the Grip Association, identifying said member, to apply for members, their wives and immediate members of their families. Selling days Dec. 26 and 27 and good to return up to and including Dec. 28."

This action is in keeping with the liberal treatment our Fraternity has always received at the hands of the railway officials of our State and further concessions would follow were it not for the unjust inter-state commerce law and the more recent and uncalled for haw-buck legislation which prevents their compliance with what they recognize as but our just rights in a business point of view. Nothing now remains but the personal resolve of every member to make a special effort to go to Saginaw

next December, and take your wife or sister, to make this convention what it should be, the largest and best convention of commercial travelers ever held in the State.

L. M. MILLS, Sec'y.

**Covered with Dust and Verdigris.**  
From the Kalamazoo Telegraph.

Some eight or ten years ago a member of the City Council thought it would be a good thing for the city to purchase a set of standard measures and weights, and for an inspector to be appointed whose duty it should be to test and compare all the measures and weights used in the different stores and shops and by hucksters and peddlers. An ordinance was framed, and before it was passed the Council got in a hurry to see what a standard measure looked like. The utensils were purchased forthwith, and the planned copper vessels, from a pint to a half bushel, together with a fifty-pound weight or two, pleased the eyes of the city fathers. Some, after examining these standards, declared that they had been paying a quart price for a pint and a half of milk, while butter weighed on ordinary scales lost weight on the way home. Of course, all were in favor of rushing that ordinance through, but somehow it struck a snag and was never passed. The brilliant surfaces of the polished copper measures have lost their lustre, and they repose on an obscure shelf in the City Treasurer's office making excellent homes for mice and cockroaches and accumulating dust and verdigris. The weights, after doing duty as door bumpers, have disappeared. A yardstick, enclosed in a walnut case, is kept in the City Clerk's safe, for fear it might find its way down stairs and be pressed into active service.

About the time that these standard measures were purchased, there was a great cry for a meat and fruit inspector, and it was proposed to combine two offices in one, but that also failed.

While the City Council are wrestling with many other important questions, it might be of benefit to our citizens if the old ordinance above referred to were resurrected, or a new one framed and passed. Kalamazoo has water and sidewalk inspectors and the Council is looking for an assistant dog catcher. Why not compel a standard system of weights and measures?

**More Boldness to Keep a Fortune Than to Make It.**

There are many stories told concerning the house of Rothschild and the part its members have played in averting financial crises. Of course, that assistance which the present head of the London firm gave to the Egyptian exchequer at a critical moment and under circumstances which elicited a cordial recognition from Lord Granville, in the Lords, is being recalled. However, the most interesting incident refers to the panic of 1825. The Duke of Wellington sent for Nathan Rothschild one morning to ask his advice.

"Now, Mr. Rothschild, what can be done for the city?" asked the Duke.

"Send down Cole," replied the financier.

"Coal?" exclaimed the Duke. "Why, whatever do you mean?"

"Cole, the bank broker," was the reply. "Send him down to buy a half million's worth of exchequer bills in the market and it will put things straight."

The advice was acted on and the panic was stopped.

Nathan Rothschild was the hero of another interesting incident. There was a run on the once well-known bank of Mastermans. Rothschild was urged by his friends to withdraw his account.

He at once marched down to the bank which was besieged by an angry crowd. Tossing a bulky package to the clerk he curtly said:

"Two hundred thousand pounds; place it to my account."

That saved the bank.

"I always tell my sons," once remarked Nathan, "that it takes a good deal of boldness to make a large fortune, but it wants infinitely more to keep it."

that I never pay in advance. I am ashamed of myself for not sending it before, but have put it off from time to time, and to-day I made up my mind to surprise you. I do not care what promise I make about the payment in the future, only whatever you do, do not stop sending it, as I would as soon be without my pocketbook—and, in fact, a little rather these dull times—than miss one issue of your valuable paper. May your valuable paper increase in interest and circulation during the next ten years as it has in the past.

**POULTRY.**

Local dealers pay as follows:  
DRESSED.

Fowl.....	8
Turkeys.....	12½ @ 13
Ducks.....	10 @ 12
Chickens.....	8 @ 9

LIVE.

Live broilers 1½ lbs. to 2 lbs. each, per doz.....	6 @ 7
Live broilers less than 1-1½ lbs. each, per doz.....	5½ @ 6¼
Spring Chickens.....	10 @ 12½
Spring turkeys.....	8 @ 9
Spring Ducks.....	8 @ 9

OILS.

The Standard Oil Co. quotes as follows, in barrels, f. o. b. Grand Rapids:	
Eocene.....	8¼
XXX W. Mich. Headlight.....	7¼
Naptha.....	@ 6¼
Stove Gasoline.....	@ 7¾
Cylinder.....	@ 27
Engine.....	@ 13
Black, 15 cold test.....	@ 8¼

**BUY THE BEST**



**The Chippewa!**

WE ARE AGENTS FOR THE

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New Haven, Conn.,

"MEYER" RUBBER CO.,

New Brunswick, N. J.,

Celebrated Rubber Foot Wear.

Order while our stock is complete, and save annoyance which will come when the season opens and stocks are broken. Socks, Felt Boots, and all kinds of water-proof clothing.

Grand Rapids Rubber Store,

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GRAND RAPIDS.

**RATE REDUCED**

FROM \$2 TO \$1.25 PER DAY AT THE

**Kent Hotel,**

Directly opposite Union Depot, GRAND RAPIDS.

Steam Heat and Electric Bells. Everything New and Clean.

**BEACH & BOOTH, Prop'rs.**

Paul P. Morgan, grocer, Monroe: Enclosed please find New York draft for \$3, and don't say

## Drugs & Medicines.

### State Board of Pharmacy.

One Year—James Vernor, Detroit.  
Two Years—Ottmar Eberbach, Ann Arbor.  
Three Years—George Gundrum, Ionia.  
Four Years—C. A. Bugbee, Cheboygan.  
Five Years—S. E. Parkill, Owosso.  
President—Ottmar Eberbach, Ann Arbor.  
Secretary—Stanley E. Parkill, Owosso.  
Treasurer—Geo. Gundrum, Ionia.

### Michigan State Pharmaceutical Ass'n.

President—A. B. Stevens, Ann Arbor.  
Vice-President—A. F. Parker, Detroit.  
Treasurer—W. Dupont, Detroit.  
Secretary—S. A. Thompson, Detroit.

### Grand Rapids Pharmaceutical Society.

President, John D. Muir; Sec'y, Frank H. Escott.

## EVOLUTION OF THE DRUG BUSINESS.

Written for THE TRADESMAN.

The lot of the dispenser of drugs is not the happy, care-free one it was forty years ago. Then everything in the shape of medicine was bought at the drug store, and crude drugs and the ordinary "simples" were the stock in trade. Profits were good, sales were reasonably "quick," and expenses were, comparatively speaking, light. Now, the department stores sell patent medicines, and dry goods stores have gone heavily into toilet articles. Crude drugs have been compelled to retreat before the advancing tide of patent medicines and pharmaceutical preparations. The simples of bygone days have been superseded by the complexities of phenacetine, and sulfonal, and anti-pyrine. As a rule, the wholesale price has risen, while the retail price has fallen and the expense of doing business has enormously increased.

Such "old-time favorites" as aloes, rhubarb, senna and Epsom salts are still kept in stock, of course, but find very slow sale. Even castor oil, that alleviator of so many of the ills of our childhood, and lubricator of our internal economy when mother was the family physician, has been slowly, but surely, forced to the top shelf, and all but stricken off the list of remedies. Rochelle salts and Seidlitz powders have successfully invaded the domain and assumed the functions of the oleaginous bean. Castor oil is still used by some old-fashioned people, and is sold in considerable quantities, but the bulk of the trade is in the cheaper grade, which is used for axle grease. *Sic transit gloria oleum ricini.*

Then the patent remedies, the trade in which has grown to enormous proportions within the past twenty years, averaging fully 60 per cent. of the entire drug trade, has hurt the crude drug trade. Where a few years ago Ayer and Jayne and Hostetter and a few others had the "machine made" medicine business all to themselves, now their name is legion, and their ranks are receiving constant accessions. Josh Billings said years ago that "the American people loved to be illusioned," and it would seem as if he were right. Not one patent medicine in a hundred has any beneficial effect, and many are positively injurious, but the people must have them, and so the druggist must keep them on his shelves. The quantity of these medicines which some people take into their systems is something prodigious and their sublime faith in the marvelous claims of the makers positively awe inspiring. Meantime not only the drug trade, but the medical profession as well, suffer from this inundation of ready-made medicines. There is one consolation, however—the people who swallow them

are, in the long run, likely to be the greatest sufferers.

Another reason for the decline in the crude drug trade is the large number of pharmaceutical preparations which have been put upon the market within recent years. As an example, take the biproducts of coal and coal tar, such as salol, antinonin, aristol, euprophan, losophan, phenacetine, salophen, sulfonal, trional, antifebrine, piperazine and acetanellid. These preparations have largely supplanted mixed prescriptions. Physicians use them because they can be so conveniently carried, on account of their relatively small bulk, and because they can be so readily administered. Cocaine, prepared from the leaves of a South American plant called erythroxyton coca, is another preparation of recent discovery. It is used extensively by physicians as a local anæsthetic. So great is the danger attending its use, however, that many refuse to administer it. The cocaine habit is more quickly acquired than even the morphia habit, and its effects even more degrading.

The sale of chloroform and ether has been affected, to some extent, by cocaine, as has also the sale of some other old-time narcotics and anæsthetics.

There are other "new things" in drugs and chemicals, but it is a remarkable fact that the great majority of new preparations and discoveries, only a very few of which are named above, are the products and biproducts of coal tar, or are combinations of these products with other agents, coal tar being the principal ingredient.

Every new thing under the sun in the shape of an alleged remedy for some one or all of the ills to which flesh is heir finds a ready purchaser in one of the many people who are, or think they are, sick, and who yet "have no confidence in the doctors." Strange, is it not, that they will believe the word of a man they never saw, and who knows less about them than they do about him, while the physician who has been practicing in their midst for perhaps years is said to be unworthy of confidence.

But so it is, and this credulity, or gullibility, or whatever you please to call it, is responsible for the all but complete revolution in the drug trade which has enthroned the quack and the empiric and reduced the once skillful druggist and chemist to the rank of a dispensing clerk. The only remedial agent of any value in many of the so-called sarsaparillas, and in many other proprietary medicines, is iodide of potash, which is sometimes prescribed by the regular practitioners, but which cannot be taken indiscriminately or continuously by anyone without serious injury to the system.

The change in the nature and kind of articles sold by the druggist has made a corresponding change in the work required of a druggist. Time was when the extracts and elixirs and pills and plasters were made by the druggist himself, when the percolator and pill tile and plaster iron were in daily use. Now, if he makes an extract or elixir, which will be very seldom, he does it "extemporaneously" from the fluid extracts of the manufacturing chemist. Pills must be sugar-coated in these degenerate days, like their religion, or people will have none of them. They must have a high-sounding name, and thousands of dollars must be spent in heralding their merits,

or they will not sell. Then, pills are too slow anyway for this lightning age. Everything is done in a hurry now, and even physic must "get there" in short order or take a back seat. Pills are slow, therefore people have ceased buying them to a considerable extent, and what they do buy are of the sugar-coated machine-made variety. The plasters are all factory made now, and the making of them as they once were made is a lost art. It is very doubtful if the ordinary druggist, who is less than 40 years old, would know how to set up a percolator, and, as for the pill tile and the plaster iron, they would be classed among the barbarous relics of the past.

Most people are possessed of the delusion that the drug business is about all profit. Nothing could be more erroneous. Of course, some years ago drugs were sold at a considerable advance over the wholesale price and undoubtedly profits were good. But it cost more to get an education than it does now, in addition to taking more time, for, as has been intimated, the range of knowledge required was wider. All the accessories to the business cost more, and transportation was much higher. Still, profits were better then than now, for then the wholesale price was lower and the retail price was higher than at the present time. Forty years ago, castor oil was bought for 90 cents a gallon and sold for \$3; to-day it costs \$1.20 per gallon and sells for \$1.60. Sulphur sold for 20 cents a pound forty years ago, while it cost but 2 cents a pound; now, the cost is the same, while it sells for 10 cents a pound. Quinine, years ago, cost \$2.70 per oz. and sold for \$3.70; now, it can be bought for 34 cents per oz. and sells for 75 cents. Borax, forty years ago, cost 30 cents per pound, and sold for 50 cents; now, it costs 9 cents and sells for 15 cents. Strychnine then cost \$3.50 per oz. and sold for \$6; now, it costs \$1.25 per oz. and sells for \$2.

These figures could be continued indefinitely, but enough have been given to show that the profits on drugs are relatively much lower now than formerly, while the cost of doing business is greatly in excess of what it was years ago. Then it must be remembered that at least 60 per cent. of the retail drug trade is in pharmaceutical preparations and proprietary medicines, on which the profit is much smaller than on crude drugs, while very much of it is dead stock, some druggists having on their shelves to-day patent medicines bought years ago. Sales are made in such small quantities, from a drachm to half a pound, that, though the percentage of profit is large, the aggregate is much smaller than in other lines of trade. For instance, a quarter of a pound of sulphur costs the druggist half a cent and is sold for 5 cents, a profit of 4½ cents. Small as this transaction is, it is the kind of business in which the retail druggist is engaged, while the grocer and dry goods merchant, with a much smaller percentage of gross profit on each sale, will make just as much money in the long run as does the druggist. The cost of learning the grocery or dry goods trade is not a consideration, as wages are generally paid from the start. But the cost of an education in pharmacy is, as said before, a very serious consideration, as those are aware who have passed through the mill.

In the drug business, as, indeed in every other, the man is the most import-

ant consideration. But in the drug trade, more than in any other, the character of the man is a matter of supreme importance. His business is directly related to the health of the people; and if he is careless or incompetent, or dishonest, the results may be disastrous. It is possible for the druggist to substitute some preparation, which is claimed to be "just as good" for the physician's prescription. As an illustration: A common substitution in days gone by was cinchonidia for quinine. The therapeutic effects of the two drugs were very different, but only a trained chemist would be able to detect the fraud. Acetanellid is often substituted for antifebrine. It is not positively known that the two drugs are alike therapeutically, although they are said to be; but, even if they be alike, no reputable druggist would give the one when the other is prescribed. It is taking advantage of the ignorance of the customer, and the druggist who does it is a disgrace to the profession. However, though there are undoubtedly some dishonest ones, they will be found to be among the ignorant and incompetent. The profession ranks high as to honesty, integrity and general intelligence. The nature of the business tends to make them look at life in its most serious aspect, and so, as a body, they are thoughtful and earnest.

### Alcohol From Molasses.

NEW ORLEANS, Oct. 21.—A new enterprise has been inaugurated in this city that will not only prove a welcome addition to our factories, but will provide a market for a class of raw material produced in this State which is now either thrown away or sold at figures which scarcely pay costs. I refer to the inauguration of a distillery which produces alcohol from molasses.

The distilling of spirits from molasses is no new industry, and it has been written about for some time past. The molasses of Cuba and other West India Islands is used for making alcohol, and during the past two years no insignificant amount of low-grade molasses of this State has been shipped to Europe for the same purpose. Foreign producers of alcohol having found it profitable to purchase and transport our low-grade molasses thousands of miles for the purpose of manufacturing alcohol from it, local capitalists were aroused to a realization of the fact that there was money to be made from utilizing our low-grade molasses at home.

With the advent of the sugar bounty it became profitable to make a higher grade of sugar and as much of the dry product as possible. As a result, the syrup has been refined more thoroughly, and the molasses output, instead of maintaining the old standard of excellence for ordinary consumption, has deteriorated in quality, and has, on many of the plantations, become so poor in saccharine matter that it has been found no longer profitable to ship it to market, hence it has been thrown away in many instances.

We do not mean to be understood as inferring that good molasses is no longer made in this State. On the contrary, a large portion of this product is as rich as ever it was, but, owing to the general adoption of the vacuum pans and centrifugal processes, together with the incentive to increased sugar production offered by the bounty, more low grade and unmerchantable molasses than formerly is made. The disposal of this low-grade product has occasioned the producers no little trouble, hence the alcohol industry has followed as a legitimate result of a pressing need for a market for this low-grade stuff.

The inauguration of this alcohol factory will doubtless attract general attention to our low-grade molasses as a good raw material for the manufacture of spirits, and result in something like a reliable market being established for that product, which has heretofore found an outlet only in Europe. C. COLE.



Wholesale Price Current.

Advanced—Balsam Fir. Turpentine. Linseed Oil. Declined—Cubeb Berries.

Table listing various medicinal and chemical products such as Aceticum, Benzocicum, Boreale, Carbolium, etc., with their respective prices and quantities.

Table listing various medicinal and chemical products such as Morphia, S. P. & W., S. N. Y. Q. & C. Co., Moschus Canton, etc., with their respective prices and quantities.

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

CHEMICALS AND

PATENT MEDICINES

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Paints, Oils and Varnishes.

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SWISS VILLA PREPARED PAINTS.

Full Line of Staple Druggists' Sundries

We are Sole Proprietors of

Weatherly's Michigan Catarrh Remedy.

We Have in Stock and Offer a Full Line of

WHISKIES, BRANDIES, GINS, WINES, RUMS.

We sell Liquors for medicinal purposes only. We give our personal attention to mail orders and guarantee satisfaction. All orders shipped and invoiced the same day we receive them. Send a trial order

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.

Main table of grocery prices including categories like AXLE GREASE, BAKING POWDER, FRUITS, SUGAR, COFFEE, CREAM, BUTTER, etc. Includes sub-sections for COUPON BOOKS, CREDIT CHECKS, and CRACKERS.



Root Beer Extract. Williams', 1 doz. 1 75. 3 doz. 5 00. Hires', 1 doz. 1 75. 3 doz. 5 00. SPICES. Whole Sifted. Allspice 10. Cassia, China in mass 7. Batavia in bund 15. Saigon in rolls 32. Cloves, Amboyana 22. Zanzibar 12. Mace Batavia 80. Nutmegs, fancy 75. No. 1 70. No. 2 60. Pepper, Singapore, black 10. white 20. shot 16. Pure Ground in Bulk. Allspice 15. Cassia, Batavia 18. and Saigon 25. Saigon 35. Cloves, Amboyana 22. Zanzibar 18. Ginger, African 16. Cochin 20. Jamaica 22. Mace Batavia 76. Mustard, Eng. and Trieste 22. Trieste 25. Nutmegs, No. 2 75. Pepper, Singapore, black 16. white 24. Cayenne 30. Sage 30. 'Absolute' in Packages. Allspice 84 1 55. Cinnamon 84 1 55. Cloves 84 1 55. Ginger, Jamaica 84 1 55. African 84 1 55. Mustard 84 1 55. Pepper 84 1 55. Sage 84. SAL SODA. Kegs 1 1/4. Granulated, boxes 1 3/4. SEEDS. Anise 12 1/2. Canary, Smyrna 6. Caraway 10. Cardamon, Malabar 90. Hemp, Russian 4 1/4. Mixed Bird 5 1/4. Mustard, white 10. Poppy 9. Rape 6. Cuttle bone 30. STARCH. Corn. 20-lb boxes 5 3/4. 40-lb 5 1/4. Gloss. 1-lb packages 5 1/4. 3-lb 5 1/4. 6-lb 5 1/4. 40 and 50 lb. boxes 3 3/4. Barrels 3 3/4. SNUFF. Scotch, in bladders 37. Maccaboy, in jars 35. French Kapee, in jars 43. SODA. Boxes 5 1/2. Kegs, English 4 1/2. SALT. 100 3-lb sacks 22 25. 60 5-lb 2 00. 28 10-lb sacks 1 85. 20 14-lb 2 25. 24 3-lb cases 1 50. 56 lb. dairy in linen bags 32. 28 lb. drill 16 18. Warsaw. 56 lb. dairy in drill bags 32. 28 lb. Ashton. 56 lb. dairy in linen sacks 75. Higgins. 56 lb. dairy in linen sacks 75. Solar Rock. 56 lb. sacks 27. Common Fine. Saginaw 70. Manistee 70. SALERATUS. Packed 60 lbs. in box. Church's 5 1/2. DeLand's 5 1/2. Dwight's 5 1/2. Taylor's 5. SOAP. Laundry. Allen B. Wrisley's Brands. Old Country, 80 1-lb 3 2. Good Cheer, 60 1 lb 3 90. White Borax, 100 1/2 lb 3 65. Proctor & Gamble. Concord 3 45. Ivory, 10 oz 6 75. Sweet Cuba 4 00. Lenox 3 65. Mottled German 3 15. Town Talk 3 25. Dingman Brands. Single box 3 95. 5 box lots, delivered 3 85. 10 box lots, delivered 3 75. Jas. S. Kirk & Co.'s Brands. American Family, wrp d. 4 00. plain 2 94. N. K. Fairbank & Co.'s Brands. Santa Claus 4 00. Brown, 60 bars 2 40. 80 bars 3 25. Lautz Bros. & Co.'s Brands. Acme 4 00. Cotton Oil 6 00. Marselles 3 95. Mafter 4 35.

Thompson & Chute Brands. Silver 3 65. Mono 3 35. Savon Improved 2 50. Sunflower 3 05. Golden 3 25. Economical 2 25. Scouring. Sapollo, kitchen, 3 doz. 2 50. hand, 3 doz 2 50. SUGAR. The following prices represent the actual selling prices in Grand Rapids, based on the actual cost in New York, with 36 cents per 100 pounds added for freight. The same quotations will not apply to any town where the freight rate from New York is not 36 cents, but the local quotations will, perhaps, afford a better criterion of the market than to quote New York prices exclusively. Cut Leaf 36 30. Powdered 6 23. Granulated 5 98. Extra Fine Granulated 6 11. Cubes 6 23. XXXX Powdered 6 42. Confection Standard A 5 73. No. 1 Columbia A 5 67. No. 5 Empire A 5 54. No. 6 5 48. No. 7 5 30. No. 8 5 23. No. 9 5 17. No. 10 5 11. No. 11 5 65. No. 12 4 98. No. 13 4 86. No. 14 4 36. SYRUPS. Corn. Barrels 22. Half bbls 24. Pure Cane. Fair 19. Good 25. Choice 30. SWEET GOODS. Ginger Snaps 8. Sugar Creams 8. Frosted Creams 9. Graham Crackers 8 1/4. Oatmeal Crackers 8 1/4. VINEGAR. 40 gr. 7 @ 8. 50 gr. 8 @ 9. \$1 for barrel. WET MUSTARD. Bulk, per gal 30. Beer mug, 2 doz in case 1 75. YEAST. Magic 1 00. Warner's 1 00. Yeast Foam 1 00. Diamond 75. Royal 90. TEAS. JAPAN—Regular. Fair 2 17. Good 2 30. Choice 2 34. Choicest 2 34. Dust 1 10 @ 12. SUN CURED. Fair 2 17. Good 2 30. Choice 2 34. Choicest 2 34. Dust 1 10 @ 12. BASKET PILED. Fair 2 18. Choice 2 25. Choicest 2 35. Extra choice, wire leaf 2 40. GUNPOWDER. Common to fair 25 @ 35. Extra fine to finest 50 @ 65. Choicest fancy 75 @ 85. Oolong. Common to fair 23 @ 30. Imperial. Common to fair 23 @ 26. Superior to fine 30 @ 35. YOUNG HYSON. Common to fair 18 @ 26. Superior to fine 30 @ 40. ENGLISH BREAKFAST. Fair 18 @ 22. Choice 24 @ 28. Best 40 @ 50. TOBACCO. Pails unless otherwise noted. Bazoo 2 30. Can Can 2 27. Nellie Bly 27 @ 24. Uncle Ben 21 @ 22. Hiawatha 60. Sweet Cuba 34. McGinty 27. Dandy Jim 25. Torpedo 24. Yum Yum 28. 1892 23. drums 22. Plug. Sorng's Brands. Spearhead 33. Joker 27. Nobby Twist 39. Scotten's Brands. Kyo 26. Hiawatha 38. Valley City 34. Finzer's Brands. Old Honesty 40. Jolly Tar 32.

Smoking. Catlin's Brands. Kiln dried 17. Golden Shower 19. Huntress 26. Meerschmum 39. American Eagle Co.'s Brands. Myrtle Navy 40. Stork 30 @ 32. German 15. Frog 33. Java, 1/2s foll. 32. Banner Tobacco Co.'s Brands. Banner 16. Banner Cavendish 38. Gold Cut 28. Scotten's Brands. Warpath 15. Honey Dew 26. Gold Block 30. F. F. Adams Tobacco Co.'s Brands. Peerless 26. Old Tom 18. Standard 22. Globe Tobacco Co.'s Brands. Handmade 41. Leidersdorf's Brands. Rob Roy 26. Uncle Sam 28 @ 32. Red Clover 32. Spaulding & Merrick. Tom and Jerry 25. Traveler Cavendish 38. Buck Horn 30. Plow Boy 30 @ 32. Corn Cake 16. HIDES PELTS and FURS. Perkins & Hess pay as follows: HIDES. Green 2 2 1/2. Part Cured 2 3. Full 2 3 1/2. Dry 4 @ 5. Kips, green 2 @ 3. cured 2 @ 4. Calfskins, green 3 @ 4. cured 5 @ 6 1/2. Deaconskins 10 @ 25. No. 2 hides 1/4 off. PELTS. Shearlings 5 @ 20. Lambs 15 @ 25. WOOL. Washed 12 @ 18. Unwashed 8 @ 14. MISCELLANEOUS. Tallow 3 @ 4 1/4. Grease butter 1 @ 2. Switches 1 1/2 @ 2. Ginseng 1 75 @ 2 56. GRAINS and FEEDSTUFFS. WHEAT. No. 1 White (58 lb. test) 54. No. 2 Red (60 lb. test) 54. MEAL. Bolted 1 40. Granulated 1 65. FLOUR. Straight, in sacks 3 50. Patent 3 75. Graham 4 75. Rye 1 70. MILLSTUFFS. Less Car lots quantity Bran \$13 50 \$14 00. Screenings 13 00 13 00. Middlings 14 50 15 00. Mixed Feed 18 00 18 50. Coarse meal 18 00 19 00. CORN. Car lots 43. Less than car lots 45. OATS. Car lots 32. Less than car lots 35. HAY. No. 1 Timothy, car lots 11 00. No. 1 ton lots 13 00. WOODENWARE. Tubs, No. 1 6 00. No. 2 5 50. No. 3 4 50. Pails, No. 1, two-hoop 1 30. No. 1, three-hoop 1 50. BOWLS, 11 inch. 90. 15 1 25. 17 1 50. 19 2 40. 21 3 40. BASKETS, market. shipping bushel 1 15. full hoop 1 25. willow clths, No. 1 5 25. No. 2 6 25. No. 3 7 25. splint No. 1 3 25. No. 2 4 00. No. 3 4 75. INDURATED WARE. Pails 3 15. Tubs, No. 1 13 50. Tubs, No. 2 12 00. Tubs, No. 3 10 50.

PROVISIONS. The Grand Rapids Packing and Provision Co. quotes as follows: PORK IN BARRELS. Mess. 19 00. Short cut 19 00. Extra clear pig, short cut. Extra clear, heavy. Clear fat back. Boston clear, short cut. Clear back, short cut. Standard clear, short cut, best. SAUSAGE—Fresh and Smoked. Pork Sausage 9. Ham Sausage 9. Tongue Sausage 9. Frankfort Sausage 8. Blood Sausage 6. Bologna, straight 6. Bologna, thick 7. Head Cheese. LARD. Kettle Rendered 11. Grand 10 1/2. Family 8 1/2. Compound 8 1/2. 50 lb. Tins, 1/4c advance. 20 lb. pails, 1/4c. 10 lb. 3/4c. 5 lb. 7/8c. 3 lb. 1c. BEEF IN BARRELS. Extra Mess, warranted 200 lbs 8 00. Extra Mess, Chicago packing 7 50. Boneless, rump butts 11 50. SMOKED MEATS—Canned or Plain. Hams, average 20 lbs 11. 16 lbs 11. 12 to 14 lbs 11 1/2. picnic 8 1/2. best boneless 11 1/2. Shoulders. Breakfast Bacon boneless 15. Dried beef, ham prices 10 1/4. Long Clears, heavy 11 1/2. Briskets, medium 11 1/4. light 11 1/4. DRY SALT MEATS. Butts. D. S. Bellies 12 1/4. Fat Backs 10. PICKED PIGS' FEET. Barrels 8 00. Kegs 1 90. TRIPE. Kits, honeycomb 65. Kits, premium 55. BEEF TONGUES. Barrels 22 00. Half barrels 11 00. Per pound 11. FRESH BEEF. Carcass 4 1/2 @ 6. Fore quarters 6 @ 7. Hind quarters 6 @ 7. Loins No. 3 8 1/2 @ 11. Ribs 7 1/2 @ 10. Rounds 5 1/2 @ 6. Chucks 4 @ 4 1/2. Plates 4 @ 4. FRESH PORK. Dressed 8. Loins 11 1/4. Shoulders 8. Leaf Lard 11 1/2. MUTTON. Carcass 5 @ 6. Lambs 5 1/2 @ 6. VEAL. Carcass 5 1/2 @ 7 1/4. SAUSAGE. Pork, links 8 1/4. Bologna 6. Liver 8 1/2. Tongue 7. Blood 7. Head cheese 7. Summer 7. Frankfurts 8. FISH AND OYSTERS. F. J. Dettenthaler quotes as follows: FRESH FISH. Whitefish 9. Trout 9. Black Bass 12 1/4. Halibut 15. Cliscoes or Herring 15. Bluefish 12 1/2. Fresh lobster, per lb 20. Cod. No. 1 Pickered 9. No. 2 8. Pike 8. Smoked White 8. Red Snappers 12. Columbia River Salmon 15. Mackerel 20 @ 25. OYSTERS—CANS. Fairhaven Counts 23. F. J. D. Selects 23. Selects 23. Anchors 23. Standards 23. Favorite 23. OYSTERS—Bulk. Extra Selects per gal 1 75. Selects 1 50. Standards 2 30. Counts 2 00. Scallops 1 25. Shrimps 1 25. Clams 1 25. SHELL GOODS. Oysters, per 100 1 25 @ 1 50. Clams 1 @ 1 00. CANDIES, FRUITS and NUTS. The Putnam Candy Co. quotes as follows: STICK CANDY. Standard, per lb. Cases Bbls. Pails. H. H. 6 1/4 7 1/4 7 1/4. Twist 6 1/4 7 1/4 7 1/4. Boston Cream 8 1/4. Cut Leaf 8 1/4. Extra H. H. 8 1/4.

MIXED CANDY. Bbls. Pails. Standard 6 7. Leader 6 7. Royal 6 1/4 7 1/4. Nobby 7 8. English Rock 7 8. Conserves 7 8. Broken Taffy baskets 8. Peanut Squares 8. French Creams 10. Valley Creams 13. Midget, 30 lb. baskets 8. Modern, 30 lb. 8. FANCY—In bulk. Pails. Lozenges, plain 10. printed 11. Chocolate Drops 11 1/4. Chocolate Monumentals 65. Gum Drops 5 1/2. Moss Drops 8. Sour Drops 8 1/4. Imperial 10. FANCY—In 5 lb. boxes. Per Box. Lemon Drops 60. Sour Drops 55. Peppermint Drops 60. Chocolate Drops 65. H. M. Chocolate Drops 90. Gum Drops 40 @ 50. Licorice Drops 1 00. A. B. Licorice Drops 80. Lozenges, plain 60. printed 65. Imperial 60. Mottos 70. Cream Bar 55. Molasses Bar 55. Hand Made Creams 85 @ 95. Plain Creams 80 @ 90. Decorated Creams 1 00. String Rock 65. Burnt Almonds 1 00. Wintergreen Berries 60. CARAMELS. No. 1, wrapped, 2 lb. boxes 34. No. 1 3 51. No. 2 2 28. ORANGES. 150, 176, 200s 3 25 @ 3 75. BANANAS. Small 1 50 @ 1 75. Medium 2 00 @ 2 50. Large 2 00 @ 2 50. LEMONS. Messina, extra fancy 300 6 00. Maiorias, 360 6 00. fancy 360 4 00. fancy 360 4 00. choice 360 3 50. choice 300 3 50. OTHER FOREIGN FRUITS. Figs, fancy layers, 6b. @ 12 1/4. extra 10b @ 12 1/4. 20b @ 14. Dates, Fard, 10-lb. box @ 7 1/4. 50-lb. box @ 6 1/4. Persian, 50-lb. box 4 1/2 @ 5 1/4. NUTS. Almonds, Tarragona @ 16 1/4. Ivaca @ 15 1/4. California @ 17. Brazils, new @ 10 1/4. Filberts @ 11 1/4. Walnuts, Grenoble @ 13 1/4. Marbot @ 12. Calif 11 @ 13. Table Nuts, fancy @ 13. choice @ 12. Pecans, Texas, H. P. @ 13. Chestnuts @ 4 00. Cocoanuts, full sacks @ 4 50. PEANUTS. Fancy, H. P., Suns @ 6. Roasted @ 7 1/4. Fancy, H. P., Flags @ 6. Roasted @ 7 1/4. Choice, H. P., Extras @ 5. Roasted @ 6 1/4. CROCKERY AND GLASSWARE. FRUIT JARS. Pints 5 50. Quarts 6 00. Half Gallons 8 00. Caps 2 50. Rubbers 45. LAMP BURNERS. No. 0 Sun 45. No. 1 50. No. 2 75. Tubular 75. LAMP CHIMNEYS. Per box. 6 doz. in box. No. 0 Sun 1 75. No. 0 Sun 1 88. No. 1 2 70. No. 2 3 80. Pearl top. No. 1 Sun, wrapped and labeled 3 70. No. 2 4 70. No. 3 4 88. No. 4 Bastile. No. 1 Sun, plain bulb, per doz 1 25. No. 2 1 50. No. 1 crimp, per doz 1 35. No. 2 1 60. LAMP WICKS. No. 0, per gross 23. No. 1 28. No. 2 38. No. 3 75. Mammoth, per doz 75. STONEWARE—AERON. Butter Crock, 1 to 6 gal 06. 1/2 gal. per doz 60. Jugs, 1/2 gal. per doz 70. 1 to 4 gal. per gal 07. Milk Pans, 1/2 gal., per doz 72. STONEWARE—BLACK GLAZED. Butter Crock, 1 and 2 gal 07. Milk Pans, 1/2 gal. 65. 1 78.

**BARTER AND MONEY.**

Probably one of the most potential reasons for the continuance of the financial trouble which is overwhelming all commercial and industrial enterprises, and postponing the return of prosperity, is the popular misapprehension concerning the nature of money.

Many people, possibly a great mass of them, believe that money is necessary for the transaction of all commercial business, and that all that is required to create money is for the Government to place its stamp on something, whether metal or paper, and it forthwith becomes in all respects an authoritative medium of exchange.

Both of the above assumptions are wholly wrong. In the earliest times all business exchanges were conducted by barter. Each man exchanged his labor, or the product of his labor, for that which he needed. What he got was some other sort of labor, or the product of such labor, in return for his own. There was no money in the case; there was only an exchange of one commodity for another. Each individual parted with what he could spare, and got in exchange what he needed.

This is barter, and it was certainly a very solid and substantial sort of business. There were no banks and no contraction of the currency. Nothing could cause a commercial panic, except some convulsion of nature which destroyed crops or other exchangeable property. When such a destruction of property was extensive and spread over a wide region of country, then there would be great trouble, such as that produced in Egypt in the time of the Pharaoh who had Joseph for his master of finance. When the crops were good everybody lived in prosperity.

There was and can be but one objection to barter for a commercial system, and that is its inconvenience. A man cannot carry his products around with him when he goes shopping, and, to meet this difficulty, money was invented. But barter is as much in use as ever, only it is conducted on an improved scale. Instead of carrying around cotton, wheat, pork, corn, houses and lands to do business with, we carry bills of exchange, warehouse receipts, mortgages and other such representatives of property, and we exchange them for some other representatives. A bill of exchange drawn against shipments of cotton, grain, hog products and other merchandise is virtually so many bales of cotton, or bushels of grain, or barrels of pork. A mortgage on a house or lands is virtually that house or those lands. Some persons in a loose way may call these paper representatives money, but they are not. They are articles exchanged or exchangeable in barter.

Every day the people of the United States are exchanging their labor and products at the rate of more than three hundred million dollars. This is three hundred million dollars a day, or more than one thousand billions of dollars worth in a year. Where is the money necessary to pay for this business? It is not to be found in the whole world, nor would all the real money that ever was in the world amount to such a sum. Then how is this enormous business done? Simply by barter. Every day innumerable wagons, railroad cars, boats and vehicles of every description are moving to and fro delivering the products

which are exchanged the one for the other. But instead of waiting for the actual receipt of the merchandise, bills of exchange, with bills of lading attached, have gone forward by fast mails to complete the numerous transactions before the goods are actually delivered. Thus it is that the great bulk of the world's business to-day is barter, just as it was thousands of years ago, with the difference that statements on paper of the quantities and values of the merchandise are used to complete and adjust the exchanges, while the merchandise itself is lying in warehouses, or is being carried in railway trains or in ships.

Let it be understood, then, that the bulk of the world's business to-day is conducted by barter, and money only comes in to pay the balances, to represent, in a word, the small change. There is in the United States to-day something over \$1,500,000,000 of money, gold, silver and paper issued by the Government. This would only pay for five days' business as carried on by the people of this country. Fortunately, money is not needed to do this business, otherwise the wheels of commerce would be totally and hopelessly blocked. But the problem is solved easily enough by exchanging products, and, therefore, money is only needed to pay up the differences, or balances, after checking the balances on one side against the balances on the other.

The function of money being to bridge over the differences that result from the exchange or barter of products, it is desirable that it should be something which is acceptable to everybody. The money of the world is commonly silver and gold.

The effort has been made to put in coin so much of a precious metal as that the intrinsic value of the coin is just that much, and this is the case with gold. An ounce of pure gold is worth \$20.67 in any commercial country, and the stamp on it does not make it any better. An eagle of our money has \$10 worth of gold in it, stamp or no stamp. This was once the case with silver. When the first silver dollars were coined they contained one dollar's worth of silver each. Then an ounce of silver was worth \$1.29. To-day it is only worth about 74 cents, but, nevertheless, the silver dollar is claimed to be a dollar when it is only worth some 57 cents.

The silver money is not up to the standard of our gold, and this is the cause of a great deal of trouble. We can still barter our cotton, and grain, and petroleum, for European products, but if the balance, which must be paid in money, is against us, we must pay it in gold, because our silver money is not up to the standard. It is necessary that all national money shall conform to a certain standard, and if some of it is deficient, then creditors will not accept the deficient dollars, but will demand those that are complete. It so happens that half our metallic money is deficient. Foreign creditors will not accept it, and so the good money is paid to foreign creditors, while our own people are compelled to accept the light-weight dollars.

Therefore, in paying the balance in international barter, it is all important to have good money, up to the world's standard.

FRANK STOWELL.

**Sensible Advice.**

From the Sparta Sentinel.

Every business man should take and read THE MICHIGAN TRADESMAN. It is an invaluable publication and should receive a hearty support.

# Musselman Grocer Co.

JOBBERS OF

STAPLE AND FANCY

## GROCERIES,

GRAND RAPIDS.

OUR MOTTO:

Good Goods, Right Prices, Courteous Treatment.

**TO CLOTHING MERCHANTS.**

We have decided not to carry over any of our fall stock. It will pay you well to see our line of ready-made clothing of every description; none better, few as cheap; and these reduced prices place us lowest of all, as every vesture must be closed out. Write our Michigan representative,

**WILLIAM CONNOR,**

Box 346, Marshall, Mich., and he will soon be with you.

**MICHAEL KOLB & SON,**

WHOLESALE CLOTHIERS,

ROCHESTER, N. Y.

NOTICE—William Connor will be at Sweet's Hotel, Grand Rapids, Mich., on Thursday and Friday, October 26 and 27.

CUSTOMERS' EXPENSES ALLOWED.

**A. E. BROOKS & CO.,**

Manufacturing Confectioners, have a specially fine line for the fall trade—now ready

## RED -:- STAR -:- COUGH -:- DROPS

They are the cleanest, purest and best goods in the market.

**MUSKEGON BAKERY**

**UNITED STATES BAKING CO.,**

CRACKERS, BISCUITS, CAKES.

Originators of the Celebrated Cake, "MUSKEGON BRANCH."

**HARRY FOX, Manager,**

**MUSKEGON, MICH.**

THE STAFF OF LIFE.

Written for THE TRADESMAN.

Bread is the staff of life. Its importance as a necessary article of food is so great that it is used as a synonym for everything required to sustain life. "Give me bread or give me work," cries the wild-eyed anarchist, when his last dime drops into the rum seller's till, and his throat begins to burn for another drink. When the tramp approaches the back door he asks for bread, but, if you give him bread, he will scowl at you—he means pie, cake and cheese. Bread is used generically, standing for everything requisite for the sustenance of life. The professional always-demanding-but-never-accepting-work nomad uses the term in a still more comprehensive way—when he demands bread he means palatable nick-nacks not requisite for the sustenance of life.

Bread is one of the cheapest and, when made of the right grade of flour and properly baked, one of the most wholesome articles of diet; but it is not as cheap at the present time as it ought to be. In ordinary times, when the cost of living is not so serious a matter as it is at present, a little discrepancy between the price of wheat and the price of bread is not noticed, but now, when the industrial weekly pay rolls have been reduced 69 1/2 per cent., and the number of employes cut down 61 per cent.; when the unemployed in the country at large exceeds three-quarters of a million—including 4,000 in our own little city alone—and when this condition of things is made still gloomier by the near approach of another long winter—it is no wonder that people are asking themselves the question, "Why is bread eight cents a loaf when wheat is only 54 cents a bushel?" The price of flour and bread should be governed by the price of wheat. This is a simple proposition which no miller or baker in a condition of sanity will take exception to; therefore, when wheat tumbles from \$1 to 54 cents and flour and bread show inadequate sympathy, the only rational conclusion possible on the part of consumers is that the millers and bakers were either working for nothing and boarding themselves before the tumble in wheat, or else they are guilty of an unholy extortion at the present time.

I am aware that the millers profess to sell flour according to the price of wheat, but I have always noticed that the price of flour responds with a greater show of alacrity when wheat goes up than when it goes down. You see this idea of flour following wheat in the adjustment of values, depends quite largely on the upward or downward tendency of wheat. If upward, up goes flour, for a profitable margin must be maintained for the miller, which is all right and proper; but, when wheat goes down, flour remains on top until conditions fully demonstrate that wheat is liable to stay down, and while flour thus waits future developments in the wheat market, the miller is receiving more than a legitimate margin. This may not be just exactly right, but it is human nature and, therefore, excusable. The miller, by joint action with his brother millers, does not propose to grind wheat for nothing. Such united action enables him to secure a profit for every bushel of wheat he grinds, while the farmer who grows it, and who is not so favorably circumstanced, is compelled to perform his part

at a positive loss. The farmer would fortify his own position against the possibilities of loss if he could, and because he cannot it is no evidence that he is less avaricious than the miller.

The farmer delivers his wheat at the mill at 54 cents per bushel, the miller grinds it, and the city consumer goes to his nearest grocery and pays a half dollar for a one-eighth barrel sack of a medium grade flour made from that same wheat. He wonders why that flour should be \$4 per barrel when it only takes about four and a half bushels of 54 cent wheat, or \$2.43 worth, to make it. He remembers how, years ago, he used to buy wheat of the farmers and take it to the old-fashioned grist mill, and, after the miller stole all he wanted of it to remunerate him for grinding the balance, he would still have 40 pounds of flour for every bushel of wheat taken to the mill, besides the bran and shorts. He assumes that wheat nowadays will make as much flour as it did formerly; that the old process of grinding made one combination grade of flour, whereas the new reduces the grain into three or more grades—therefore, a medium grade such as he has purchased, would be a proper basis for a just comparison. He takes his pencil and does a little figuring. Under the old system \$2.43 worth of wheat at 54 cents per bushel would give him 180 pounds of flour, beside bran and shorts. At present price of wheat 180 pounds of flour could be obtained for \$2.43 under the old method, whereas that quantity of flour bought at the grocery, to-day, would cost \$3.75. He finds that, on a basis of present wheat values, his home-made bread is costing him 45 per cent. more than it used to. The miller's toll is provided for in this calculation, and if the modern miller is no greedier than his more primitive predecessor, it would seem that this 45 per cent. went into the dealer's pockets. The selection of a medium grade for comparison is a fair one. When the grain is reduced to three grades the bulk of the flour goes into a medium grade, or from 60 to 75 per cent., while the head or patent and the lower grades make up the balance.

The miller has sins enough to answer for without being held responsible for everything that contributes to make bread dear or of poor quality. It is only a small proportion of the wheat required by him that enters the mill at a cost represented by the market quotations. In addition to the market price paid is a purchasing commission, transportation charges from points all over the country, unloading charges, cartage, wastage and numerous other incidentals, all of which add several cents per bushel to the original cost. It must also be borne in mind that two profits are added to the flour after it leaves the mill and before it reaches the consumer—the jobber's and the retailer's. When a consumer buys flour at the mill he pays his grocer's retail price for it, and when the retailer buys direct from the mill he pays the jobber's price for a like quantity. This is as it should be; there could be no regulation or protection to trade otherwise. It will thus be seen that the miller is not wholly to blame for the apparent discrepancy between the present price of wheat and flour on the grocer's counter. In order to help the reader place this seemingly unjust profit where it belongs, I will make another calculation. Suppose 4 1/2 bushels of wheat be purchased of a

farmer for \$2.43 and taken to one of our big city mills and exchanged for the ground product. We would get 157 1/2 pounds of medium grade flour, 45 pounds of bran and 9 pounds of middlings. This would give us \$3.28 worth of flour at grocers' prices, 31 1/2 cents worth of bran and 6 1/2 cents worth of middlings, or \$3.66 in all—a net saving of \$1.23, or over 50 per cent. in the cost of flour. It will be seen that, if the miller's margin of profit on flour wholesaled to jobbers is commensurate with that obtained on exchanges, a good share of this inconsistency in values must be placed on other shoulders than the millers.

As to an 8 cent loaf of bread, it is so far removed from a 54-cent bushel of wheat that the nearest consanguinity that can be claimed for them is a petrified forty-second cousinship. There is simply nothing in common between them. They are utter strangers to each other. Bread sells for 8 cents—wheat is a different article altogether, and has nothing under the heavens to do with it. Bread is 8 cents and if you don't like it eat wheat or roll up your sleeves and make your own bread. Remember, I am not finding fault with the price of bread. I would not have my readers infer that, because I am poor and forced by cruel circumstances to feed on the bare necessities of life, I envy the rich because they are able to feast on 8 cent bread and other expensive luxuries. It is all right for those who can afford it—indeed, it is a duty, for should the wealthy confine their living to necessities, regulating their expenses with the least respect for economy, there are other manufacturing industries beside the making of bread which would not enjoy the high degree of prosperity they now do. If the relation which now exists between bread and wheat values is a just one, God pity us if wheat ever goes up to a dollar a bushel, for bread would then cost us 15 cents a loaf.

E. A. OWEN.

Use Tradesman Coupon Books.



In connection with the Detroit, Lansing & Northern or Detroit, Grand Haven & Milwaukee R'y offers a route making the best time between Grand Rapids and Toledo. Time Table in effect May 14, 1893.

VIA D., L. & N. R.Y.  
Lv. Grand Rapids at 7:10 a. m. and 1:25 p. m.  
Ar. Toledo at 1:15 p. m. and 10:45 p. m.

VIA D., G. H. & M. R.Y.  
Lv. Grand Rapids at 6:50 a. m. and 3:25 p. m.  
Ar. Toledo at 1:15 p. m. and 10:45 p. m.  
Return connections equally as good.  
W. H. BENNETT, General Pass. Agent,  
Toledo, Ohio.

Grand Rapids & Indiana.

Schedule in effect Aug. 27, 1893.

TRAINS GOING NORTH.  
Arrive from Leave going South.

For McKinaw, Trav. City and Sag.	6:50 a. m.	7:20 a. m.
For Cadillac and Saginaw.	8:15 p. m.	4:15 p. m.
For Petoskey & Mackinaw.	8:10 p. m.	10:50 p. m.
From Kalamazoo.	9:10 a. m.	
From Chicago and Kalamazoo.	9:40 p. m.	

Trains arriving from south at 6:50 a. m. and 9:10 a. m. daily. Others trains daily except Sunday.

Train leaving north at 7:30 a. m. daily. This train does not run to Traverse City on Sundays.

TRAINS GOING SOUTH.  
Arrive from Leave going North.

For Cincinnati.	6:30 a. m.	7:00 a. m.
For Kalamazoo and Chicago.	11:50 a. m.	10:05 a. m.
For Fort Wayne and the East.	11:50 a. m.	2:00 p. m.
For Fort Wayne and Chicago.	5:15 p. m.	6:00 p. m.
For Kalamazoo & Chicago.	10:40 p. m.	11:20 p. m.
From Saginaw.	11:50 a. m.	10:40 p. m.
From Saginaw.	11:50 a. m.	10:40 p. m.

Trains leaving south at 6:00 p. m. and 11:20 p. m. runs daily. All other trains daily except Sunday.

Chicago via G. R. & I. R. R.

Lv Grand Rapids	10:05 a. m.	2:00 p. m.	11:20 p. m.
Ar. Chicago	4:10 p. m.	9:10 p. m.	7:30 a. m.

10:05 a. m. train through coach and Wagner Parlor Car.  
11:20 p. m. train daily, through coach and Wagner Sleeping Car.

Lv Chicago	7:05 a. m.	4:00 p. m.	10:00 p. m.
Ar. Grand Rapids	2:15 p. m.	9:40 p. m.	6:50 a. m.

4:00 p. m. through Wagner Parlor Car and coaches. Dining car to Kalamazoo. 10:00 p. m. train daily, through Coach and Wagner Sleeping Car.

Muskegon, Grand Rapids & Indiana.  
For Muskegon—Leave. From Muskegon—Arrive

7:00 a. m.	9:40 a. m.
11:25 a. m.	4:40 p. m.
5:40 p. m.	5:25 p. m.

Sunday train leaves for Muskegon at 7:45 a. m., arriving at 9:15 a. m. Returning, train leaves Muskegon at 4:30 p. m., arriving at Grand Rapids at 5:50 p. m.  
C. L. LOCKWOOD,  
General Passenger and Ticket Agent.

CHICAGO AND WEST MICHIGAN R.Y.

SEPT. 24, 1893

GOING TO CHICAGO.

Lv. G'd Rapids	7:30am	1:25pm	*11:20pm
Ar. Chicago	1:55pm	6:50pm	*6:30am

RETURNING FROM CHICAGO.

Lv. Chicago	7:45am	4:55pm	*11:35pm
Ar. G'd Rapids	2:30pm	10:20pm	*6:10am

VIA ST. JOSEPH AND STEAMER.

Lv. Grand Rapids	1:25pm	4:30pm	
Ar. Chicago	8:33pm	2:00am	
Lv. Chicago	9:30am	Ar. Grand Rapids	5:25 pm

TO AND FROM MUSKEGON.

Lv. Grand Rapids	7:30am	1:25pm	5:45pm
Ar. Grand Rapids	9:20am	2:30pm	5:25pm

TRAVERSE CITY CHARLEVOIX AND PETOSKEY.

Lv. Grand Rapids	7:30am	2:45pm
Ar. Manistee	12:10pm	7:55pm
Ar. Traverse City	12:40pm	8:05pm
Ar. Charlevoix	3:15pm	10:45pm
Ar. Petoskey	3:45pm	11:15pm
Ar. Bay View	3:55pm	11:25pm

Arrive from Bay View, etc., 1:00 p. m. and 10:00 p. m.  
Local train to White Cloud leaves Grand Rapids 5:45 p. m., connects for Big Rapids and Fremont. Returning arrives Grand Rapids 11:20 a. m.

PARLOR AND SLEEPING CARS.  
To Chicago, Lv. G. R. 7:30am 1:25pm \*11:30pm  
To Petoskey, Lv. G. R. 7:30am 2:45pm .....  
To G. R. Lv. Chicago. 7:45am 4:55pm \*11:35pm  
To G. R. Lv. Petoskey 5:00am 1:30pm .....  
\*Every day. †Except Saturday. Other trains week days only.

DETROIT, LANSING & NORTHERN R. R.

JULY 30, 1893

GOING TO DETROIT.

Lv. Grand Rapids	7:00am	*1:45pm	5:40pm
Ar. Detroit	11:40am	*5:50pm	10:25pm

RETURNING FROM DETROIT.

Lv. Detroit	7:45am	*1:45pm	6:00pm
Ar. Grand Rapids	12:45pm	*5:40pm	10:45pm

TO AND FROM SAGINAW, ALMA AND ST. LOUIS.

Lv. G R	7:30am	4:15pm	Ar. G R	11:50am	10:40pm
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TO LOWELL VIA LOWELL & HASTINGS R. R.

Lv. Grand Rapids	7:00am	1:45pm	5:40pm
Ar. from Lowell	12:45pm	5:40pm	10:45pm

THROUGH CAR SERVICE.  
Parlor Cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train.  
\*Every day. Other trains week days only.  
GEO. DEHAVEN, Gen. Pass'g Ag't.

MICHIGAN CENTRAL

"The Niagara Falls Route."  
(Taking effect Sunday, May 28, 1893.)  
Arrive. Depart  
10:20 p. m. Detroit Express 6:55 p. m.  
6:00 a. m. Atlantic and Pacific 10:45 p. m.  
1:00 p. m. New York Express 5:40 p. m.  
\*Daily. All others daily, except Sunday.  
Sleeping cars run on Atlantic and Pacific express trains to and from Detroit.  
Parlor cars leave for Detroit at 6:55 a. m.; returning, leave Detroit 5 p. m., arriving at Grand Rapids 10:20 p. m.  
Direct communication made at Detroit with all through trains east over the Michigan Central Railroad (Canada Southern Division).  
A. ALMQUIST, Ticket Agent,  
Union Passenger Station.

DETROIT, GRAND HAVEN & MILWAUKEE Railway.

Depot corner Leonard St. and Plainfield Avs.

EASTWARD.

Trains Leave	+No. 14	+No. 16	+No. 18	*No. 29
G'd Rapids, Lv	6:45am	10:20am	3:25pm	10:45pm
onia " " " "	7:40am	11:25am	4:27pm	12:27am
St. Johns " " " "	8:25am	12:17pm	5:20pm	1:45am
Owosso " " " "	9:00am	1:20pm	6:05pm	2:40am
E. Saginaw " " " "	10:50am	3:45pm	8:00pm	6:40am
Bay City " " " "	11:32am	4:33pm	8:37pm	7:15am
Flint " " " "	10:50am	3:45pm	7:45pm	5:4am
Pt. Huron " " " "	12:05pm	5:50pm	8:50pm	7:30am
Pontiac " " " "	11:50am	5:05pm	8:25pm	5:07am
Detroit " " " "	11:50am	4:05pm	9:25pm	7:30am

WESTWARD.

Trains Leave	*No. 81	+No. 11	+No. 13	+No. 15
G'd Rapids, Lv	7:00am	1:00pm	4:55pm	10:20pm
G'd Haven, Ar	8:20am	2:10pm	6:00pm	11:20pm
Milw'kee Str	" " " "	" " " "	" " " "	" " " "
Chicago Str.	4:00pm	" " " "	6:00am	" " " "

\*Daily except Sunday. \*Daily.  
Trains arrive from the east, 6:35 a. m., 12:50 p. m., 4:45 p. m. and 10:00 p. m.  
Trains arrive from the west, 6:40 a. m., 10:10 a. m., 3:15 p. m. and 9:15 a. m.  
Eastward—No. 14 has Wagner Parlor Buffet Car. No. 18 Parlor Car.  
Westward—No. 11 Parlor Car. No. 15 Wagner Parlor Buffet Car.  
JAS. CAMPBELL, City Ticket Agent,  
23 Monroe Street.

## GOTHAM GOSSIP.

## News from the Metropolis---Index of the Markets.

Special Correspondence.

NEW YORK, Oct. 21.—Slow and easy is the condition of the grocery market; yet it might be a good deal worse. A good many goods are being sold, all things considered, and in some stores the jobbers are doing nearly as much business as a year ago. Retailers, however, are not buying ahead to any great extent, and no speculation enters into their calculations. When we consider the many things that have happened to interrupt trade during the past few months, the marvel is that the sales are as large as they are. What with the World's Fair, the Silver agitation, the unprecedented storms, the discouragingly low prices of the great staples, it is a wonder that trade remains in so flourishing a condition as is found this autumn.

There has been a dearth of business among the butter dealers during the past fortnight that makes them very uneasy. It is said that this is to be accounted for in the increased sale of oleomargarine. There is not money enough to enable the Dairy Commissioner to prosecute every case or to enable him to carry out the anti-oleo law as it should be. Armour & Co. can safely guarantee the protection of retailers under present circumstances. Prosecutions are threatened and on November 1, the "wheels of justice" will be put in operation once more. Be that as it may, it is certain that the trade is very much depressed, and prices are lower by 2c a pound than they were a fortnight ago. The very best Western is quoted at 28c, and grades under first quality are selling very slowly at from 23 to 25c.

Light arrivals of cheese have enabled holders to keep prices firm and 11½c has been paid for fancy full cream State cheese.

Western eggs are selling at 23@23½c and are in good request. Receipts are not large.

Canned goods are quite firm and the market seems to be of a very encouraging character. The supplies, while ample in some lines, are not so in others, and buyers are purchasing tomatoes with a good degree of liberality at prices ranging from \$1@1.10; the latter price being to top for good No. 3 New Jersey and Maryland.

Coffee is being purchased under protest at present rates of 18½@18¾c. Retailers are cautious and buying only from hand to mouth. There are about 453,000 bags in sight altogether, with 94,000 bags in New York. Milds are firm and Java sells from 21@23c; Mocha, 21@22½; Maracaibo, 19@22½c.

After so long a time, deliveries of refined sugars have nearly caught up to demand. Trade is excellent and prices are unchanged. The new refineries lately started all get Trust prices and for all purposes might as well be owned by the Trust as to be called "independent."

New crop white peabans are worth \$1.95@2. The market is steady and holders are firm. California lima beans 60 pounds, \$1.70@1.75.

Green fruits—Apples are in active demand, market firm; Baldwins, \$2@2.50 per bbl; Snows, \$2.50@3.50; Greenings, \$2.25@2.50; 20-Ounce, \$2.75@3.25. Cranberries are in plentiful supply, and prices are within reach of the poorest turkey of them all, ranging from \$4@5.50, the latter for regular Delmonicos. Pears are growing poor in quality and small in quantity; demand light, from \$3@4 per bbl.

Potatoes are arriving in bad condition. Best Maine, \$2 @ 2.25 per bbl; Jersey, \$2 @ 2.10; sweet potatoes, \$1.50 @ 1.75. A few foreign potatoes are on the way, but are not particularly desirable or wanted.

Celery is not yet arriving in desirable parcels, and price remains unchanged at 40 @ 50c per dozen.

Poultry has arrived in such quantities all the week that the market has become demoralized, and prime turkeys are worth but 12c. This price is also quotable for chickens. Live poultry is in moderate demand and prices for turkeys and chickens are 4c below prices for dressed.

Domestic dried fruits are selling well and prices are firm. Fancy evaporated apples are worth 11c for 1893 crop, and 10½c for choice. Dried peaches, 16 @ 18½c, apricots at 11 @ 13c are good property. Dried cherries, 8½ @ 9½c. Foreign dried fruits are disappointingly slow of sale. Raisins, currants, prunes, citron, all of which usually have a large sale in October, are completely demoralized. By Monday 100,000 boxes of Valencia raisins will have arrived here and the price will go nearly if not quite down to 6c a pound. New crop California 2-crown in bags are worth 3 @ 3½c and 3½c for 3-crown. Currants, 2½c 2¼c for barrels and 2½c in cases, at which prices they are gladly disposed of. Figs, dates and nuts are selling slowly. No more Smyrna figs have yet been received.

Industrial stocks are rather dull just now and of them all but three are at or above par — Standard Oil Co., 142 @ 143; Proctor & Gamble Co., preferred, 110; common, 102; Diamond Match Co., 115½. The H. B. Claffen Co.'s report is said to show a falling off of nearly one-third in profits since the last semi-annual statement. The stock is good, however, and is worth 99 for common. Very encouraging reports are being received regarding the revival of manufacturing from all sections and, upon the whole, there seems to be a decided turn for the better.

Cooked canned rice is upon us, "put up in true Southern style." What next?

Florida promised 4,500,000 boxes of oranges. The arrivals are fine. Regular shipments are to be from Fernandina, Fla., to England.

Breweries owned by "blasted Britishers" in Chicago and Milwaukee show that earnings on capital stock during the last fiscal year have been 18 to 22 per cent. They have declared a 7 per cent. dividend and are saving the balance against the rainy day. JAY.

## The Jackson Association Changes its Name.

JACKSON, Oct. 19.—The regular meeting of the Association was held this evening with President Fleming in the chair.

Several bills for incidental expenses were referred to the Auditing Committee.

A letter was received from the Secretary of the Grand Rapids Association, in regard to cutting prices, was read, and placed on file.

The adoption of a new name, constitution and by-laws being the special order for this evening, the matter was taken up. The name of the Jackson Grocers' Union was changed to the Jackson Retail Grocers' Association. A new constitution and bylaws were adopted. Among the new features was the admission of the wives of grocers to honorary membership.

The Committee on Petition, relating to hucksters and peddlers, was granted further time.

W. H. PORTER, Sec'y.

## Manton Hardwoods.

From the Manton Tribune.

William Bros., the last block manufacturers of this place, will ship this week a sixty-foot flag pole to be placed on Krentler Bros.' last factory at Detroit. The pole will be loaded and shipped on the roof of a box car loaded with last blocks.

A. R. Chappel, in the employ of Dennis Bros., lumber dealers at Grand Rapids, has shipped two basswood blocks eighteen inches long and two feet through. They were specimens of logs for the World's Fair exhibit. Mr. Chappel says the superior quality of the wood will no doubt attract foreign buyers to this section and that they expect to establish a good trade there. The freight on the two blocks was \$8.75.

The retail merchants of an Oregon town have entered into an agreement to accept wheat from farmers in payment of past obligations. The grain will be taken at a price several cents per bushel above the market rate, and there will be no excuse for the farmer who fails to square accounts with the merchants.

# YOURS FOR THE ASKING.

Write your name and address upon a postal card, mail it to the TRADESMAN COMPANY, Grand Rapids, Mich., and you will receive by return mail samples and price list of its several styles of coupon books, which are the most comprehensive, concise and convenient system ever devised for the handling of credit transactions in any mercantile line, or for reconciling the unrest of cash customers where both cash and credit sales are made indiscriminately.

These books are now in use by over 25,000 retail merchants in all parts of the country and in every case they are giving unqualified satisfaction, as they enable the dealer to avoid all the losses and annoyances incident to the pass book and other antiquated charging systems.

We were the originators of the coupon book system and are the largest manufacturers in the country, having special machinery for every branch of the business. If you wish to deal at headquarters, you are our customers.

## Tradesman Company, GRAND RAPIDS, MICH.



Why Not Use the Best?

OUR

"Sunlight"

FANCY PATENT FLOUR

Is unsurpassed for whiteness, purity and strength. Increase your trade and place your self beyond the competition of your neighbors by selling this unrivaled brand. Write us for price delivered at your railroad station.

The Walsh-DeRoo Milling Co.,

HOLLAND, MICH.

## Badges

For

SOCIETIES,  
CLUBS,  
CONVENTIONS,  
DELEGATES,  
COMMITTEES.

The Largest Assortment of Ribbons  
and Trimmings in the State.

THE TRADESMAN CO.

# VOIGT, HERPOLSHEIMER & CO.,

## WHOLESALE

### Dry Goods, Carpets and Cloaks

We Make a Specialty of Blankets, Quilts and Live Geese Feathers.

Mackinaw Shirts and Lumbermen's Socks.

OVERALLS OF OUR OWN MANUFACTURE.

Voigt, Herpolsheimer & Co., 48, 50, 52 Ottawa St., Grand Rapids



SEE QUOTATIONS.

# HERCULES POWDER



SEND FOR DESCRIPTIVE PAMPHLET.



Stamp before a blast. | Fragments after a blast.

**STRONGEST and SAFEST EXPLOSIVE**  
Known to the Arts.  
**POWDER, FUSE, CAPS,**  
**Electric Mining Goods**

**HERCULES,**  
THE GREAT STUMP AND ROCK  
**ANNIHILATOR.**

AND ALL TOOLS FOR STUMP BLASTING,  
FOR SALE BY THE  
**HERCULES POWDER COMPANY,**  
40 Prospect Street, Cleveland, Ohio.  
**J. W. WILLARD, Manager.**

**FOSTER STEVENS & CO.**

AGENTS FOR  
Western Michigan.

Write for Prices.

## Cracker Chests.

## Glass Covers for Biscuits.



THESE chests will soon pay for themselves in the breakage they avoid. Price \$4.

OUR new glass covers are by far the handsomest ever offered to the trade. They are made to fit any of our boxes and can be changed from one box to another in a moment. They

will save enough goods from flies, dirt and prying fingers in a short time to pay for themselves. Try them and be convinced. Price, 50 cents each.

## NEW NOVELTIES.

We call the attention of the trade to the following new novelties:

CINNAMON BAR.

ORANGE BAR.

CREAM CRISP.

MOSS HONEY JUMBLES.

NEWTON, a rich finger with fig filling. This is bound to be one of the best selling cakes we ever made.

## THE NEW YORK BISCUIT CO.,

S. A. Sears, Mgr.

GRAND RAPIDS.



A LADY'S  
**GENUINE : VICI : SHOE,**  
Plain toe in opera and opera toe and C. S. heel.  
D and E and E E widths, at \$1.50. Patent leather  
tip, \$1.55. Try them, they are beauties. Stock  
soft and fine, flexible and elegant fitters. Send  
for sample dozen.

**REEDER BROS. SHOE CO.,**  
Grand Rapids, Mich.

Your Bank Account Solicited.

## Kent County Savings Bank,

GRAND RAPIDS, MICH.

Jno. A. COVODE, Pres.  
HENRY IDEMA, Vice-Pres.  
J. A. S. VERDIER, Cashier.  
K. VAN HOF, Ass't C's'r.

Transacts a General Banking Business.  
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Deposits Exceed One Million Dollars.

## ARE THE TIMES HARD?

THEN MAKE THEM EASY  
BY ADOPTING THE COU-  
PON BOOK SYSTEM PUR-  
NISHED BY THE

**TRADESMAN COMPANY,**  
GRAND RAPIDS.



# P. & B.

# OYSTERS.

Equalled by Few,  
Excelled by None.

PACKED BY THE

**PUTNAM -:- CANDY -:- COMPANY.**



**QUALITY WINS!**

And you can depend on the best quality when you buy this Brand.

GRAND RAPIDS,  
BRUSH COMP'Y,



MANUFACTURERS OF

**BRUSHES**

GRAND RAPIDS, MICH.

Our Goods are sold by all Michigan Jobbing Houses.

**BARGAINS IN  
Model Oak Stoves,**

The best air tight Oak Stove on the market, at the lowest price.

SQUARE BASE WITH ASH PAN.	
13 in .....	\$5 98
15 in .....	7 32
17 in .....	8 45
19 in .....	9 97



ROUND AIR TIGHT OAK, Screw Dampers, Will hold fire 48 hours.	
13 in .....	\$6 72
15 in .....	8 21
17 in .....	9 64
19 in .....	11 40

This oak is as well made as any of the highest priced goods. The doors and dampers have ground edges. It has a nickel ring on top, nickel foot rail, door plates and latches, and is a very good looker. The screw air tight damper on round base is a great selling point, and most valuable feature. The base is one casting, and the body heavy boiler iron. If you want to make money on oak stoves, order before our stock is broken.

**H. LEONARD & SONS,**  
GRAND RAPIDS, MICH.

**The Following** —

Is the best line of Coffees in the State. All roasted by **CHASE & SANBORN.**

**IF YOU WANT THE BEST  
THESE ARE THE COFFEES FOR YOU TO BUY.**

Jewell's Arabian Mocha,  
Jewell's Old Government Java,  
Jewell's Old Government Java and  
Mocha,  
Wells' Perfection Java,  
Wells' Java and Mocha,  
Weaver's Blend,  
Santora,  
Ideal Golden Rio,  
Compound Crushed Java.

Above are all in 50-pound cans,  
Ideal Java and Mocha in one and two pound cans.

**I. M. Clark  
Grocery  
Co.**

If You Want Good, Light, Sweet Bread and Biscuits,

—USE—

**FERMENTUM**  
THE ONLY RELIABLE  
**COMPRESSED YEAST**

SOLD BY ALL FIRST-CLASS GROCERS.

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