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Volume XII.

GRAND RAPIDS, WEDNESDAY, AUGUST 14, 1895.

Number 621

M. R. ALDEN

M. R. ALDEN & CO.

E. E. ALDEN

STRICTLY FRESH EGGS,
Choice Creamery and Dairy Butter
A SPECIALTY

Wholesale Produce

Northern Trade supplied at Lowest Market Price. We buy on track at point of shipment, or receive on consignment. PHONE 1300.

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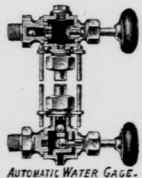
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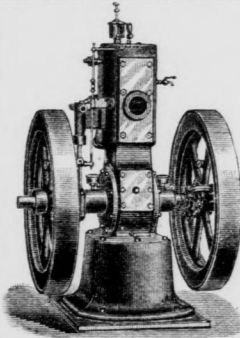
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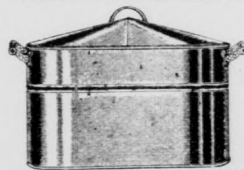
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The Sintz Gas Engine

Occupies less space and weighs less per horse power than any other power made.

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**East India
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A DELICIOUS RELISH.....

THE FINEST GOODS of the kind ever offered in this country.

Great Seller

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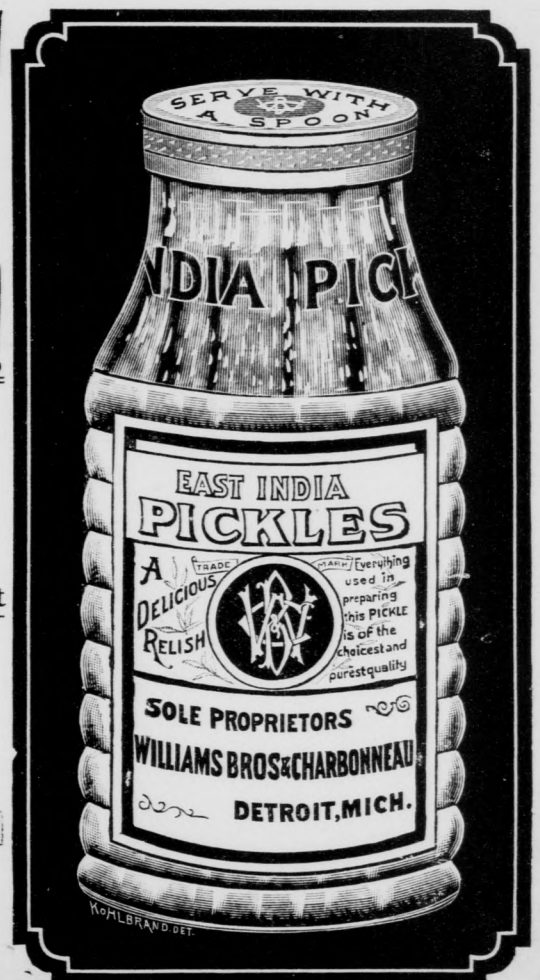
Put up in handsome, wide neck bottles with glass stoppers.

FOR SALE BY

The Ball-Barubart-Putnam Company

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And all first class jobbers throughout the United States.



Say! = = = =

Did you ever stir up a.....

PRICE
\$35.00
PER
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Goods Guaranteed

Mail Orders Solicited

MICHIGAN TRADESMAN

Volume XII.

GRAND RAPIDS, WEDNESDAY, AUGUST 14, 1895.

Number 621

The Michigan Trust Co. Grand Rapids, Mich.

Makes a specialty of acting as

**EXECUTOR OF WILLS
ADMINISTRATOR OF ESTATES
GUARDIAN OF MINORS AND
INCOMPETENT PERSONS
TRUSTEE OR AGENT**

In the management of any business which may be entrusted to it.

Any information desired will be cheerfully furnished.

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Country Merchants

Can save exchange by keeping their Bank accounts in Grand Rapids, as Grand Rapids checks are par in all markets. The

State Bank of Michigan

Offers exceptional facilities to its customers, and is prepared to extend any favors consistent with sound banking.

DANIEL MCCOY, President.
CHAS. F. PIKE, Cashier.



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INDERS
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Organized 1881 Detroit, Mich.

**THE
Grand Rapids FIRE INS. CO.**

Prompt, Conservative, Safe.

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

Commercial Credit Co., Limited.

Reports on individuals for the retail trade, house renters and professional men. Also Local Agents Furn. Com. Agency Co.'s "Red Book." Collections handled for members. Phones 166-1030
65 MONROE ST., GRAND RAPIDS.

WAYNE COUNTY SAVINGS BANK, Detroit, Mich.
\$500,000 TO INVEST IN BONDS issued by cities, counties, towns and school districts of Mich. Officers of these municipalities about to issue bonds will find it to their advantage to apply to this Bank. Blank bonds and blanks for proceedings supplied without charge. Communications and enquiries have prompt attention. Bank pays 4 p.c. on deposits, compounded semi-annually. S. D. ELWOOD, Treas.

The Tradesman's advertisers receive sure and profitable results.

The Hardware Market.

General trade remains about the same as last reported. Farmers are busy in their fields, and the dealer is waiting for business. In the meantime, he is buying only what he needs. Recent rains have produced a much better feeling and we are all looking for a good fall trade. There is but little change to note in prices. In many lines of shelf goods the manufacturers are revising their cuts and selling prices, based on the present cost of material and labor. Their new prices will probably be ready from Aug. 20 to Sept. 1.

Wire Nails—Are firm at the price quoted last week and there is no intimation, as yet, whether there will be any change in the price for September. Owing to strikes at one or two of the mills, and the production being limited, the output for August is all sold. This fact would indicate that stocks in the hands of jobbers at old prices were very light. We quote \$2.35 from stock, with 60 to 10, advancing 50, and other sizes as per old card.

Barbed Wire—Nowwithstanding the recent advance, the demand continues good. Manufacturers are refusing to accept orders for future shipment, even at the present price, as they are trying to complete an arrangement, similar to the agreement of the nail men, when, no doubt, prices will be still further advanced. We quote, subject to change without notice:

Painted Barbed Wire at mill.....\$1.85
Galvanized Barbed Wire at mill.....2.20
Painted Barbed Wire from stock.....2.15
Galvanized Barbed Wire from stock.....2.50

Window Glass—firm at 75 per cent. discount from list, and stocks are low in all sections of the country. It is said the price will be higher before it is lower.

The following goods have advanced at the factories:

Lead Pipe, 10c per 100 lbs.
Strap and T Hinges, 10 per cent.
Wrought Butts, 10 per cent.
Shovels and Spades, 40c per doz.
Shot, 5c per bag.
S. B. Axes, 50c per doz.
No change on D Bits.

The following shows the advance in bar iron, wire nails and cut nails from January 3 to July 25. The figures are based on Pittsburg rate and are what the jobber had to pay:

	Bar Iron.	Wire Nails.	Cut Nails.
Jan. 3.....	90	85	75
Jan. 31.....	90	90	75
Feb. 21.....	90	90	75
Feb. 28.....	95	90	75
March 21.....	95	87½	72½
April 11.....	95	87½	70
April 25.....	1.00	85	70
May 9.....	1.00	85	70
May 16.....	1.00	95	70
May 23.....	1.00	1.00	90
May 30.....	1.00	1.20	1.05
June 6.....	1.05	1.20	1.15
June 13.....	1.10	1.20	1.15
June 20.....	1.15	1.20	1.15
June 27.....	1.15	1.55	1.30
July 11.....	1.20	1.55	1.30
July 25.....	1.30	2.05	1.80

The Drug Market.

Alcohol—The market for grain is comparatively dull, and the steady feeling noted last week seems to have disappeared.

Cod Liver Oil—Cable advices from primary markets indicate a steadily hardening tendency, with values higher, and the feeling in this country is correspondingly strong, but the movement during the week has been rather light.

Essential Oils—A fair consuming demand is noted for leading descriptions in moderate quantities, and the general market has a steady undertone. Cassia is held firmly. Camphor is scarce and firm. The prices for new crop rose have not yet been fixed at the sources of supply, but the feeling there seems to be firm, notwithstanding the fact that later estimates place the crop at 470,000 meticals instead of 420,000 meticals.

Gums—Camphor continues very strong and expectations of a further advance have induced freer purchasing by consumers as the stock outside of refiners is said to be about exhausted.

Leaves—Laurel are easier, in sympathy with the primary markets, where prices have declined, owing to more favorable news concerning the current crop, which is said to be larger than previously estimated. Short buchu are quite active and firm, with stocks depleted, particularly of prime quality. Senna of all kinds continue in good demand, and values are strong, owing to scarcity.

Menthol—Quiet and nominal at the recent decline.

Opium—The market has ruled tame during the week, with desirable quality in single cases nominally steady.

Quinine—No further large sales are reported, but the consuming demand has continued active. Values continue strong.

Soda, Salicylate—The weakness in salicylic acid has influenced an easier market, and manufacturers have reduced their quotations.

Considering the Matter of a Graded Assessment.

Detroit, Aug. 10—An adjourned regular meeting of the Board of Trustees was held at the office Friday, Aug. 9, with Jno. McLean, J. T. Lowry, J. A. Murray and G. S. Valmore present. Three new applicants were admitted to membership, and the regular routine of business was transacted, after which the Board settled down to discussing the advisability of bringing a graded assessment plan before the members at the next annual meeting, which resulted in the chair appointing a committee of five to look into the matter and lay out some line of procedure. The chair appointed as such committee Jno. McLean, Jno. A. Murray, Jos. T. Lowry, L. H. Chamberlain and Lou Burt. I will try and let you know from time to time, as the committee meet, what action they take.

It has been suggested by some that a circular asking the views of each member of the Association be sent out with the October dues.

D. MORRIS, Sec'y.

Dissolution Notice.

The firm of Alden & Libby was dissolved by mutual consent July 18, 1895, and the business will be continued by M. R. Alden and E. E. Alden, under the firm name of M. R. Alden & Co., in the same store, 93 and 95 South Division street, Grand Rapids.

M. R. ALDEN.
C. H. LIBBY.

Craver & Merlan have opened a grocery store at Albion. The Musselman Grocer Co. furnished the stock.

The Grain Market.

There is nothing new in the wheat market—the same old story of nothing doing—the exports being only 1,550,000 bushels as per Bradstreet's report, from both coasts, which is about 100,000 bushels more than last week and is 2,000,000 bushels less than the corresponding week in 1894. There was another decrease in the visible of 687,000 bushels, against an increase of 2,600,000 bushels the corresponding week last year. There is now 22,000,000 bushels less in sight in the United States than at the same time in 1894. The Government crop report shows a decline in the spring wheat situation of 6.3-10 points, bringing it to 95 1-10, against 67 in 1894, 67 in 1893, 87½ in 1892 and 95 5-10 in 1891, when the spring wheat states had so large a crop.

The Secretary of State reports the yield of wheat in this State at 10.91-100 per acre, against 15.6-10 last year, or about 66.2-3 per cent. an average crop, while the acreage is fully 10 per cent. less than previous years. With all of these facts, wheat still keeps at low points, but we still predict higher prices before long. The millers are paying 68c for re-cleaned wheat.

Corn keeps on growing in the corn belt, and some claim 100 bushels per acre. There is no doubt but what this will be the largest corn season this country has ever seen, consequently prices are drooping.

Oats go the same way corn does, as the syndicate has dropped the deal and prices are lower.

The receipts for the past week were 32 cars of wheat, which looks small, but many of them contained 1,000 bushels instead of 500, which is the regulation amount. There were eight cars of corn and only a lonely one car of oats—all below the normal.

C. G. A. VOIGT.

According to a recent article by Dr. Lodge in the Engineering Magazine, lightning is not so easy to ward off by rods, as many people imagine. He says that it is an "oscillatory discharge of enormous energy," which no copper rod, however thick and long, can properly dispose of harmlessly. It can be experimentally shown that when a lightning discharge takes place, even down such a rod as this, sparks may fly from it to all conductors near, capable of setting fire to any explosive compound or gas leak which they may chance to encounter. He therefore recommends for the protection of ordinary buildings the placing of a wire along all the gables, and down all the corners, with perhaps a few in between along any prominent features, so as to inclose the building in a sort of wire network; any metal serves equally well for the conductor, conductivity being unimportant in comparison with durability; points or projections to the sky are useful to take the violence of the direct flash at its point of incidence in a cheap and conspicuous manner, and earth connections are desirable to save the foundation, the soil, and the pipes therein from being damaged.

SUCCESSFUL SALESMEN.

The Herold-Bertsch Shoe Co.'s Quartette of Representatives.

ALBERT C. WETZEL.

Bay City was his birthplace, and the young fellow "came to town" in '63, the day before the one sacred to the arrival of the Father of his Country. While still a baby, the family moved to Milwaukee, where the child was early sent to school. Until fourteen years old he attended the German school of the town, when he graduated—I like that—and then went to the English schools, taking the three years' course, with his diploma at the end of it. So, with two languages at the tip of his tongue and the years of school training to back them, he left the school house for the beginning of a commercial life. This he found in a general store, one of the best places in the world for an all-round commercial training, and where, as in this instance, the duties of the post-office and those of an express office are added, it means long hours and busy ones. This life-beginning took place in 1881, and continued for two years and a half.

The next move was a return to Bay City, in the spring of 1883. Here the young man of twenty entered the house of Rose, Lewis & Co., where he remained five years. Thinking that the time had come for a partnership, he suggested the advantages of such an arrangement for life to Miss Helen Swaby, a high school teacher of Bay City, with so much confidence in the success of the enterprise that she consented. This was in 1888. Severing his connection with Rose, Lewis & Co., he and his partner came to Grand Rapids, the senior member of the life firm joining his fortunes with F. W. Wurzburg's dry goods house.

Here was another tarrying of five years—there is luck in odd numbers—during which he ran through the whole gamut in the scale of trade, beginning with the calico department and finishing with the highest note in the octave. When he had reached that point and was looking, like Alexander for other worlds to conquer, the incorporation of the Herold-Bertsch Shoe Co. was formed, and Mr. Wetzel went from the old house to the new, where he became a partner in September, 1892.

And the life partnership? It has been a happy one. A little boy came to bless the happy home on Portsmouth Terrace, five months ago, and is, so far, a complete success.

Mr. Wetzel is a member of the M. E. church, Division street, and of the Y. M. C. A. He is a Mason of ten years' standing, and is a worthy brother of the K. of G. With his life practically before him, he hopes so to run that he may win, believing that the prize before him, if gained at all, will be due to the energy and pluck which he puts into the running.

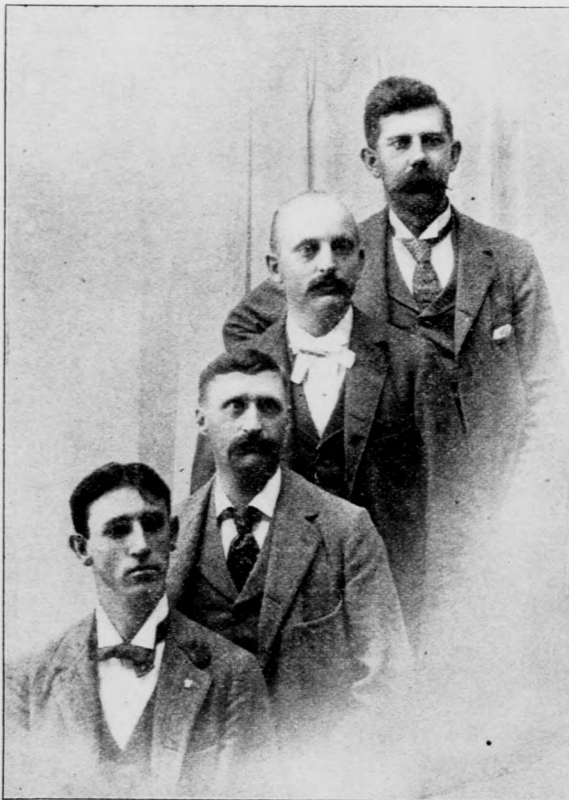
S. H. SIMMONS.

A good big family is not common in these degenerate times, and whoever claims to be one of a family of ten has every inducement to be a man of mark. Nature, at all events, has given the fellow a lift—pressed the button as it were—with a pretty fair understanding that he must do his part of the balance. Add to this a good big farm, with a man at the head who can take care of it, and the rest is a mere question of time. The farm in question was near Alamo, Mich. It was owned and occupied by the Simmons family, to whom was introduced, March 28, 1872, a boy whom they

christened "Sam." Until he was fifteen, the farm claimed that part of his attention which did not belong to the country school. At fifteen a great change came, for then the father died. The mother had passed away some years before, the old home was given up, and the boy found a home with a brother in Council Bluffs, Iowa. After a residence of seven months in that city he went to St. Joseph, Mo., and began the battle of life as a newsboy on the railroad. Eight months saw the end of that, and he went into the retail store of H. E. Martin, in St. Joe. Two years after his employer sold out and, when the St. Joseph Auction Co., the purchaser, wanted a salesman to look after the shoes, the only man who could fill the bill was the one we are talking about, and he remained to do it. For three years he had charge of the shoe

both the house and store of his father, there was but one thing to do—necessity knows no law—and the boy left his school and left the city of his birth. He came to Grand Rapids in 1873 and went to work for the Cappon-Bertsch Leather Co., where he remained a year. He then entered the employ of L. J. Rindge & Co.—now Rindge, Kalmbach & Co.—where, in the retail department, he clerked ten years.

Believing then that he could do better, he resigned the position, and went into the boot and shoe business in Grand Rapids, with Mr. R. W. Bertsch, in 1884, under the firm name of Herold & Bertsch. This retail house was in business eight years when Mr. Herold disposed of his interest to J. H. Hagy. In September, 1893, the stock company of Herold-Bertsch Shoe Co. was formed. Mr. Herold has a pleasant home on



FRED E. WALTHER.
ALBERT C. WETZEL.
FRED E. HEROLD.
S. H. SIMMONS.

department with this company, and then he came to Grand Rapids, to travel for the Herold-Bertsch Shoe Co., a position he now holds. Too young to talk much about success, by no means considering himself a model, he believes that the fellow who tries to do his best right along will get somewhere, and, if he keeps at it long enough, even in a humdrum sort of way, will be surer of reaching the place he wants than the one who doesn't try at all. Mr. Simmons has lately been interested in the exciting story of Hiram, King of Tyre; and he is a worthy brother of the K. of G. The Lakeside Club claims him as a member, and his delightful home is with his brother at 30 Charles street.

A. HEROLD.

Was born December 22—Forefathers' Day—1859, in Holland City. Fond of his books, it was more than a trial for him, when fourteen years of age, to give up the school he liked so well. But when, at that age, a fire destroyed

Buckeye street, made attractive by an estimable wife and two happy-hearted children.

FRED E. WALTHER.

It isn't everybody who can remember the first money he earned and how he earned it. This man can: It was earned in Bucyrus, Ohio, where, on the 6th of November, 1864, he was born; and he did it in his teens, by making plans for a country schoolhouse. His father was a carpenter and a contractor—a statement which explains how this young shoe man was able, with the implements of the architect between his fingers, to earn his first five dollar bill. It is easy to understand that the boy began early. He kept up his school until he was 18, making the most of his vacations until that time, working at carpentry during the vacations in summer.

After leaving school, he was at home a year and, when 19, he came on a visit to Grand Rapids. It was a long

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FLAGS AND CANVAS COVERS
YACHT SAILS A SPECIALTY

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The Trade is
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Lime
Cement
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THOMAS E. WYKES

COAL

Wood
Lime
Sewer
Pipe
Flour
Feed Etc.

Correspondence Solicited.

45 South Division St. GRAND RAPIDS

The Mich. Barrel Co.

GRAND RAPIDS, MICH.

MANUFACTURER OF

Bushel Baskets, Cheese Boxes, Bail
Boxes, Axle Grease Boxes,
Wood Measures.

Are Your Coal Bills too High?

A leaky or improperly adjusted valve may
cost you hundreds of dollars per year at the
coal pile.

I can show you how to save it by apply-
ing the indicator to your engine.

B. E. PARKS, Engineer.

Address Lock Box 80, Grand Rapids.

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Structural Iron Work
Concrete Construction.
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L. G. Dunton & Co.

WILL BUY ALL KINDS OF

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Office and Yards—Seventh St. and C. & W.M.R.R.
GRAND RAPIDS, MICH.

Office Stationery
LETTER, NOTE AND BILL HEADS
STATEMENTS
ENVELOPES
COUNTER BILLS.
**TRADESMAN
COMPANY,
GRAND RAPIDS**

visit. It isn't over yet and, although the visit began in 1883, it promises to extend far into the next century. This is how it happened: He struck the town and a job about the same time. Rindge, Kalmbach & Co., retail dealers in boots and shoes, wanted a man of that particular build, and "they took him in." Not in a bad sense, however, for he liked it so well that after a four years' course, he went to traveling for the same house and kept it up for five years. The first of these five years did the business, so far as Bucyrus was concerned. He became acquainted with a young lady, Miss Addie Richter by name, and long before the wedding day, October 20, 1889, neither Bucyrus nor the whole State of Ohio had a single charm for him. It was Grand Rapids, first, last and all the time, and has been ever since.

When the wedding journey was over, he came back to his merchandise, and extended his territory into Indiana and Ohio.

When the Herold-Bertsch Shoe Co. was organized, in 1893, Mr. Walthers became a member, and still keeps up his traveling. He has been knighted twice, once by the Pythians and once by the Grips. A pleasant home is his, at 22 Michigan street; and when asked when his visit to Grand Rapids will be over, he said that the matter was still undecided. He had, however, \$20 when he first came here and had put the money in the bank, so that, financially, he could go back any time. Like the rest of the human family, so long as he can go if he wants to, he doesn't care to go, and, as I have said, the visit will probably extend far into the coming century.

THE BACK OFFICE.

Written for THE TRADESMAN.

A great deal has been said of late by those who have the welfare of society at heart, in regard to the deplorable condition in which society finds itself at the close of the nineteenth century. The newspapers are lurid with accounts of crime, red and slimy. Canada is renovating her cashier list at the expense of the States. Depravity is abroad in our streets, before nightfall and after; and all classes, high and low, seem to be permeated by the very spirit of evil. Only one, a German, has tried to locate the mischief in the realm of the degenerate, but there is little to recommend the theory except the name. The cause of the degeneracy has not yet been found, but those who are interested in tracing the deplorable effect to its source, while not yet ready to render an opinion, are willing to admit that the burden of testimony, so far, shows a remarkable coincidence in point of time between unbridled lawlessness and the appearance of the modern boarding house. Consider the matter from whatever point you please, the man is a machine first and, like all machines, requires the greatest care. The fuel which furnishes the motive power must be of the best. The best of oil should lubricate its joints. Cleanliness is a necessity, and the very atmosphere, if not guarded against, will damage with its fumes and dust that delicate adjustment which is an essential part of every well-made machine. Now, it is a well-known fact that all of these conditions are utterly ignored by the average boarding house and a large majority of hotels and restaurants. The basement dining room and its copartner in mischief, the cellar restaurant, are as dark

as the crimes which, without question, they are guilty of. The table linen, if indulged in, is stained with marks of long-forgotten revels and redolent of microbe-burdened fumes. The contest of naval warfare between plate-armor and the power of the projectile has been transferred to the kitchen and the table crockery tells the triumphant story of the victory of the tin plate over the projectile force of the servant girl. The knives have long since cut the acquaintance of the scouring brick, and the forks, "aware of the world," and robbed of the thin jacket of silver, their glory once, form, with the unkempt knife and the degenerate spoon, a tripod where from the gravy-stained napkin of a disgusted guest, the flies, like harpies, await the coming of the next Cyclopean feast. The bell clangs, the flies buzz, the sinister preys upon modern society silently file in and the orgies begin.

"Madam," and the attitude and tone of the enquirer are indicative of solicitous regard, "may I venture to ask you if you have given me tea or coffee, this delightful morning?" In a silence intensified by the suddenly suspended activity of a dozen knives and forks comes the reassuring answer, with the satisfied voice of one who is giving more than was bargained for, "a little of both, sir!"

It is needless to stay beyond the partaking of the insidious decoction of the tea-plant and chicory. That, alone, would sufficiently account for the enormities of a Holmes and a Jack the Ripper, and, if anything more should be required to "screw the courage to the sticking point," it would be the reverberations of the murderous mallet which follows the order for porterhouse stake. Right here, then, is the cause of the existing evils which are honeycombing modern life to-day. What wonder that the cashier, with the means in his hands, should flee from the wrath to come? What wonder that the meat mallet, in the hands of its victims, should be the means of perpetrating, in a wider field, the enormities carried on in the kitchen? What wonder, if the dreadful drink be not prohibited, that wickedness should increase and crimes before unknown should stalk abroad unchecked and uncontrolled?

With affairs at such a pass, there is but one course to follow—slovenly boarding houses and the restaurants must go! The means are already at hand. The Board of Health are the officers and the Civil Service Reform the instrument. Let the system be applied without mercy, and let those who only pass a practical examination be permitted to go on with the chief functions of civilization—the preparation of food for the human stomach. Let the law exact that the dining-room shall be above ground, and that cleanliness, which is next to Godliness, shall everywhere prevail. Then, indeed, will the Golden Age return. Then shall the coffee urn fill the world with its grateful cheer; then shall the dumpling be no more soggy, the under pie crust no longer leaden; the butter not mighty in its strength, nor the under-done doughnut heavy with ham fat. Then, another cycle will begin. Then, the evils so long complained of will have passed away like a hideous dream, and the sons of men, freed forever from the woes of the unwholesome kitchen, will realize in the newness of life the untold joy of living again the old Eden days, before a cellar dining-room was thought of and Paradise was cursed with the modern kitchen maid.

RICHARD MALCOLM STRONG.

Mason Fruit Jars



We quote for immediate orders the following prices; packed one dozen in box, each jar in separate compartments. Price subject to change. No charge for box or cartage.

Pints, wide mouth.....	Per Gross, \$6.00
Quarts, wide mouth.....	6.50
Half gallons, wide mouth.....	8.50
Same packed in straw as before, 50 cts per gross less.	
Extra caps and rubbers.....	\$3.50
Rubber rings for Mason jars.....	.30
Mail orders direct to	

H. Leonard & Sons, GRAND RAPIDS.

RUBEROID READY ROOFING....

All Ready to Lay. Needs NO COATING OR PAINTING

Is Odorless, absolutely Water-Proof, will resist fire and the action of acids.

Can be used over shingles of steep roofs, or is suitable for flat roofs.

Will OUTLAST tin or iron and is very much cheaper.

Try Our Pure Asphalt Paint

For coating tin, iron or ready roofs. Write for Prices.

H. M. REYNOLDS & SON
GRAND RAPIDS, MICH.

Ask your hardware dealer for it.

Walter Baker & Co. Limited,

The Largest Manufacturers of

PURE, HIGH GRADE
COCOAS AND
CHOCOLATES

on this continent,

have received

HIGHEST AWARDS

from the great

Industrial and Food

EXPOSITIONS

IN

Europe and America.

CAUTION: In view of the many imitations of the labels and wrappers on our goods, consumers should make sure that our place of manufacture, namely **Dorchester, Mass.** is printed on each package.

SOLD BY GROCERS EVERYWHERE.

Walter Baker & Co. Ltd. Dorchester, Mass.

Travelers' Time Tables.

CHICAGO

June 16, 1895

and West Michigan R'y

Going to Chicago.

Lv. G'd Rapids 12:00pm 1:25pm 6:30pm 11:30pm

Ar. Chicago 12:05pm 6:50pm 6:00am 6:25am

Returning from Chicago.

Lv. Chicago 7:20am 5:00pm 11:45pm

Ar. G'd Rapids 12:40pm 10:40pm 6:30am

To and from Muskegon.

Lv. G'd Rapids 6:00am 1:25pm 6:30pm

Ar. G'd Rapids 11:30am 5:15pm 10:40pm

Traverse City, Charlevoix and Petoskey.

Lv. G'd Rapids 12:55pm 1:00pm 11:00pm

Ar. Manistee 12:55pm

Ar. Traverse City 1:30pm 4:50pm 4:00am

Ar. Charlevoix 3:50pm 6:30pm 6:30am

Ar. Petoskey 4:30pm 6:55pm 7:00am

Trains arrive from north at 5:30a.m., 11:45a.m., 1:00p.m., 1:30p.m.

PARLOR AND SLEEPING CARS.

Parlor Cars leave Grand Rapids 6:00a.m., 1:25p.m.; leave Chicago 7:20a.m., 5:00p.m. Sleeping

Cars leave Grand Rapids 11:30p.m.; leave Chicago 11:45p.m.

*Every day. Others week days only.

DETROIT, Lansing & Northern R'y

Oct. 28, 1894

Going to Detroit.

Lv. Grand Rapids 1:20pm 5:50pm

Ar. Detroit 11:40am 5:30pm 10:10pm

Returning from Detroit.

Lv. Detroit 7:40am 1:10pm 6:00pm

Ar. Grand Rapids 12:40pm 5:20pm 1:45pm

Saginaw, Alma and St. Louis.

Lv. G R 7:40am 5:00pm Ar. G R 11:35am 10:45pm

To and from Lowell.

Lv. Grand Rapids 7:30am 1:20pm 5:25pm

Ar. from Lowell 12:40pm 5:20pm

THROUGH CAR SERVICE.

Parlor cars on all trains between Grand Rapids and Detroit. Parlor car to Saginaw on morning train. Trains week days only.

L. M. FULLER, Chief Clerk, Pass. Dep't.

MICHIGAN CENTRAL

"The Niagara Falls Route."

	Arrive	Depart
Detroit Express.....	10:20pm	10am
*Atlantic Express.....	6:30am	11:20pm
New York Express.....	11:45am	6:00pm
*Daily. All others daily, except Sunday.		
Sleeping cars run on all night trains to and from Detroit. Parlor cars leave for Detroit at 7:00a.m., reaching Detroit at 12:20p.m.; returning, leave Detroit 4:35p.m., arriving at Grand Rapids 10:20p.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

Eastward.

*No. 14 *No. 16 *No. 18 *No. 82

Lv. G'd Rapids 6:15am 10:00am 3:25pm 11:30pm

Ar. Ionia 7:40am 11:25am 4:27pm 12:55pm

Ar. St. Johns 8:25am 12:17pm 5:22pm 1:35am

Ar. Owosso 9:00am 1:20pm 6:05pm 3:00am

Ar. E. Saginaw 10:50am 3:4pm 8:00pm 6:40am

Ar. Bay City 11:30am 4:35pm 8:37pm 7:15am

Ar. Flint 10:05am 3:45pm 7:05pm 5:40am

Ar. Pt. Huron 12:05pm 5:50pm 8:50pm 7:00am

Ar. Pontiac 10:55am 3:05pm 8:25pm 5:37am

Ar. Detroit 11:40am 1:05pm 9:25pm 7:00am

Westward.

For G'd Haven and Intermediate Pts. 8:40am

For G'd Haven and Muskegon 11:00am

For G'd Haven, Milwaukee and Chicago 5:35pm

For G'd Haven, Milwaukee and Chicago 7:40pm

For G'd Haven and Milwaukee 10:55pm

*Daily except Sunday. *Daily. Trains arrive from the east, 6:35a.m., 12:50p.m., 5:30p.m., 10:00p.m. Trains arrive from the west, 6:4a.m., 8:15a.m., 10:10a.m., 3:15p.m., 7:05p.m.

Eastward—No. 14 has Wagner Parlor Buffet car. No. 18 Parlor car. No. 82 Wagner sleeper.

Westward—No. 11 Parlor car. No. 15 Wagner Parlor Buffet car. No. 81 Wagner sleeper.

JAS. CAMPBELL, City Ticket Agent.

GRAND Rapids & Indiana Railroad

June 23, 1895

Northern Div.

Saginaw and Cadillac..... Leave Arrive

Trav. Cy., Petoskey & Mack 7:00am 11:30am

Trav. Cy., Petos. & Harbor Spd 8:00am 10:25pm

Saginaw and Reed City..... 14:45pm 11:30pm

Petoskey and Mackinaw..... 10:45pm 10:20am

8:00a.m. train has parlor cars for Traverse City and Mackinaw. 1:40p.m. train has buffet parlor car for Harbor Springs. 10:45p.m. train has sleeping cars for Petoskey and Mackinaw.

Southern Div.

Cin., Ft. Wayne & Kalamazoo..... Leave Arrive

Ft. Wayne & Kalamazoo..... 12:15pm 1:20pm

Cin., Ft. Wayne & Kalamazoo..... 6:00pm 6:50am

Kalamazoo..... 11:40pm 9:00am

7:25a.m. train has parlor car to Cincinnati. 6:00p.m. train has sleeping cars to Cincinnati, Indianapolis and Louisville.

Chicago Trains.

Lv. G'd Rapids 7:25am 1:15pm 11:40pm

Ar. Chicago 2:40pm 9:05pm 7:10am

2:35p.m. train has through coach. 11:40p.m. train has through coach and sleeping car.

Lv. Chicago 6:50am 13:00pm 11:30pm

Ar. G'd Rapids 1:30pm 9:15pm 6:50am

3:00p.m. train has through coach and 11:30p.m. train has through coach and sleeping car.

Muskegon Trains.

Lv. G'd Rapids 7:25am 1:00pm 4:30am 5:55pm

Ar. Muskegon 8:50am 2:10pm 9:55am 7:00pm

Lv. Muskegon 4:30am 12:05pm 6:30am 4:05pm

Ar. G'd Rapids 10:30am 1:15pm 7:55pm 5:20pm

*Except Sunday. *Daily. *Sunday only.

A. ALMQUIST, C. L. LOCKWOOD, Ticket Agt. Un. Sta. Gen. Pass. & Tkt. Agt.

Around the State.

Movements of Merchants.

Rose City—Frank G. Bill succeeds Randall & Bill in general trade.

Bellevue—E. A. Turner is adding a stock of groceries to his bakery business.

Ionian—R. G. Cooper has retired from the dry goods firm of Cooper, Son & Co.

Bloomington—David Smith succeeds Smith & Fancher in the harness business.

Baldwin—R. J. Matthews succeeds L. S. (Mrs. R. J.) Matthews in general trade.

Lake Ann—E. Blackmore has purchased the meat business of Virgil & Farmer.

Woodland—W. H. Mohler has purchased J. J. England's harness stock and will continue the business at the same location.

Kalamazoo—Buechner & Schau succeed Buechner & Co. in the hardware business.

Muskegon—Potter & Anderson succeed Potter & Brown in the grocery business.

Marshall—Chas. A. Radford succeeds Radford & McDonald in the grocery business.

Holly—Geo. E. Pomeroy & Co. succeed Geo. E. Pomeroy in the lime and salt business.

Rockford—W. H. Hyde succeeds Hyde & Squires in the elevator and produce business.

Lansing—Ronk & Boughman, dry goods dealers, have dissolved, Alfred Ronk succeeding.

Elk Rapids—S. J. Cromie succeeds Cromie & Davis as proprietors of the city meat market.

Boon—Dudley & Reynolds have purchased a shingle mill here, and will stock and operate it.

Ann Arbor—Wm. Goodyear will succeed James Goodyear, Sr., Sept. 1 in the dry goods business.

Rockford—The grocery firm of Greiner & Smith has been dissolved, M. R. Smith being now the proprietor.

Portland—C. D. Valentine has removed his dry goods and boot and shoe stock from Saginaw to this place.

Battle Creek—L. W. Robinson & Son, dry goods dealers, have dissolved, L. W. Robinson continuing the business.

Harrison—T. H. Lees, dealer in hardware, crockery, glassware and drugs, has removed to Hibbing, Minn.

Jackson—Pickles & Platt have moved their fish, game and poultry market into larger quarters at 117 South Mechanic street.

Alpena—Hunter, Glenn & Hunter, of Detroit, have taken possession of the Lockwood Sisters' millinery stock under a bill of sale.

Battle Creek—D. W. Maynard succeeds O. V. Pratt in the grocery business. Mr. Pratt will engage in the coal and wood business.

Albion—J. L. Meader & Son have sold their stock of groceries and books to Gunnison & Sanders—not to Geo. W. Craver as stated last week.

Lakeview—E. C. Saxton & Co., general dealers, have dissolved. A new firm has been formed which will continue the business under the same style.

Jackson—O. L. Topping has sold his stock of goods and fixtures at Dansville to M. M. Joy, and takes in payment therefor the stock of groceries and fixtures at 607 E. Main street. Mr. Topping will remove to Jackson and continue the business at the same location.

Ionian—G. F. Whitney & Son have sold their jewelry stock and store building to O. V. Berry, who will continue the business at the same location.

Lowell—A. B. Johnson has sold his grocery stock to Loren Barber and Geo. Crow, who will continue the business at the same location under the style of Barber & Crow.

Allegan—J. M. Williams and Wilts H. Williams have consolidated their harness stocks and will continue the business under the style of Williams & Williams.

Albion—S. N. Osborn succeeds Osborn & Mumbrue in the drug and stationery business. Dr. Mumbrue will return to his former occupation of telegraph operator.

Charlevoix—A. T. Washburn has made arrangements to remove to Petoskey, where he will take charge of the dry goods department of Levinson's mercantile establishment.

Jackson—J. F. Orwick has purchased the grocery stock and fixtures of M. W. Coykendall, corner of Cortland and Francis streets, and will continue the business at the same location.

Cadillac—C. W. Lewis, of Flint, is in the city to conclude arrangements for a final closing sale of the H. E. Aldrich & Co. clothing stock, which was purchased by him last spring.

Eaton Rapids—The clothing stock of Pilmore, Tears & Merritt, which was closed last week under chattel mortgage, has been purchased by Jno. A. Adams, who will continue the business.

Coldwater—N. W. Oldman's stock of groceries was taken possession of last week to satisfy the claims of a local bank and several outside creditors. Unsecured creditors will realize nothing on their claims.

Reading—Weller & Ellis bought the Deman stock of dry goods and boots and shoes at Montpelier, Ohio, June 20, necessitating Mr. Weller's removal there to take charge of the business. Now they have sold their general stock here to Geo. W. Acker, of Morenci, who will continue the business.

Kalamazoo—E. L. Harris, one of Kalamazoo's best known grocery clerks, for eight years with S. Stern, and Eugene Austin, a former well-known resident and business man of Kalamazoo, have opened a new grocery store at 304 West Main street, under the firm name of E. L. Harris & Co.

Kalamazoo—McCullough & Munro, as butchers, sell butterine and, according to law, obtained the necessary retailer's license. Some time ago requests were made on them to purchase three tubs of butterine, thereby securing for the purchaser the butterine at wholesale price. As a courtesy, Mr. Munro did this and, in order not to violate the law, he delivered the butterine as he received it and even turned over the original bill to the purchasers. But, in his endeavor not to break any law, Mr. Munro had run directly counter to its meaning. By turning over the butterine in the original package he became a jobber in the eyes of the law, and, not being provided with a jobber's license, was liable to a fine of \$600. In some way the transaction reached the ears of the government officials and was investigated by Deputy Collector Barrett, of Grand Rapids, and Deputy Marshal Howard, of this city. They found the facts as given above and, because it was evident that Mr. Munro had intended no infraction of the law, and, in fact, had tried to avoid any violation, the officials were loath to

push the case. Mr. Howard also spoke in Mr. Munro's favor, but, as the law distinctly provided for such cases, Mr. Munro was fined but \$320, or about half the prescribed fine.

Manufacturing Matters.

Nadeau—Nadeau Bros.' saw and shingle mill here, which was burned recently, is nearly rebuilt.

Sebawaing—J. C. Liken is operating a small saw-mill at Pigeon, cutting hardwood, mostly. He has a full stock of logs at the mill.

Otter Lake—Blackinton & Till, founders, have dissolved partnership and retired from trade. The business will be succeeded by Wm. Mudge.

West Branch—The sawmill of the French Lumber Co. has finished cutting for the season. The shingle mill which has been shut down three weeks, resumes operations this week.

Ontonagon—The Diamond Match Co. floods 80,000,000 feet of logs twice a week. The logs were cut on burned lands, and if allowed to become dry would be injured by worms.

Cass City—Heller Bros., proprietors of the roller mills here, have leased P. H. Toohey & Sons' roller mill, at Gagetown, for five years and will run it in addition to their plant here.

Grayling—Salling, Hanson & Co. have started a camp of 45 men on the Au Sable River, about a mile from this place. They will cut and bank all the Norway owned by the firm along the river.

South Manistique—Hall & Buell have purchased another tract of timber land in Schoolcraft county, of the Lac La Belle Lumber Co., of La Porte, Ind., and will continue operations another year.

Stanton—J. S. Holcomb has purchased the creamery building and has formed a copartnership with O. D. VanDeboget and Charles Busch. The new firm will place in the building a two-stone grist mill for the purpose of grinding feed, buckwheat and rye flour.

Oscoda—The Oscoda Lumber Co. started its sawmill last week for the first time this season, and has stock enough to keep the mill in motion the remainder of the season. It is expected that the Pack, Woods & Co. mill, which has been idle several weeks, will resume operations in a few days.

Ludington—The Danaher & Melendy Co. is making extensive preparations for lumbering the pine in Luce and Schoolcraft counties, purchased of I. M. Weston a year ago. The company is building a logging road to the timber from Danaher, seven miles east of Seney, on the Duluth, South Shore &

Atlantic Railway, and has purchased the saw and planing mills of the Dollarville Lumber Co., at Dollarville, where the logs will be sawed.

Bay City—A strong and probably successful effort is being made by the business men of the city to induce Estey & Calkins, recently burned out at Pinconning, to establish a plant here. They are now operating a lumber yard here, and doing a good business, and the concentration of their business here would be to their benefit in many ways. A site is offered them, but they ask a bonus besides, as they propose to erect a plant that would employ nearly 100 men.

Muskegon—The Muskegon Wood Rim Co. has leased the Nelson piano works for a year, with the option of purchasing at the expiration of that time. Although the company has been working only about three months, it has built up a large business, and now plans to make 200,000 sets of rims before July 1, 1896. The material used is rock elm, white ash and rock maple, obtained mainly from Lake and Antrim counties. From 400 to 600 rims are obtained from 1,000 feet. The company will give employment to 100 men.

Saginaw—Having cut all the timber tributary to Grossman, Wm. L. Webber proposes to remove his sawmill from that place to a point on the Saginaw, Tuscola & Huron Railroad, about seven miles from Sebawaing, opposite Heisterman Island. There is a large quantity of hardwood timber at this point, and about 5,000,000 feet of pine, oak, elm and other timber on Heisterman Island, which it is intended to cut during the winter and haul across to the mainland on the ice and manufacture at this mill. The product will come by rail to Saginaw.

Manistee—A gentleman well posted in salt matters recently asserted it would be a long time before the manufacturers received more than 40 cents a barrel. The developments at the recent meeting in Chicago were a revelation to some of the more sanguine members who had an idea that the market was unlimited. The Michigan Salt Co. has a large surplus on hand, and the amount is increasing daily, as the consumption is not up to the standard. There is a very large shortage of cattle in the cattle producing country this year, and that has cut off the consumption amazingly. The New York wells, with coal at about 90 cents a ton delivered at the works, can compete quite successfully with our refuse fuel from the mills. The recent decline of 10 cents a barrel gives us a little more extensive territory by enabling us to add that much in freight to the cost of the barrel.



**We tell you
How good**

Highland Brand Vinegar is—
You buy it and you tell us how
good Highland Brand Vinegar is.

**Highland Brand Vinegar
Is Superior-----**

*Oakland Vinegar & Pickle Co.
Highland Station, Mich.*

Grand Rapids Gossip

The Grocery Market.

Sugar—Prices are firm and without change from the full list values. The trust refineries are oversold on Diamond A, Candy A and most grades of softs, while the independent refiners are sold well up to production on all grades. The outlook favors a continued steady market at present prices. The situation is healthy, and there is a feeling that before the end of the month, when the canners of large fruits commence operations, prices will show an advance.

Molasses—Buyers show some disposition to buy ahead, on account of the fear that there will be a scarcity later on. Both open kettle and centrifugal grades have been in fair demand. Stocks are reported as very low, and it is said that there is less open kettle molasses at all points this year than ever known before. The demand for foreign is fair, and there is no more to come forward, as the crops are all over.

Teas—There is nothing in the situation to induce speculation, but the dealers are looking for a more active request for fall, which they think will start up in a few weeks. The receipts of new teas continue free, and stocks are more than ample to supply the demand.

Cheese—The welcome rains have improved pasturage to that extent that the cheese manufacturers have reduced their quotations $\frac{1}{2}$ c and the jobbers have followed suit.

Provisions—The market in the early part of the week ranged to a lower basis, with considerable speculative selling and buyers responding slowly; but later, and especially toward the close, the entire position has been changed by the exhibition of strength and more activity.

Bananas—Importers of bananas are loading their vessels very lightly. They are forced to make low prices in order to induce straight sales, as the demand throughout the country is limited. Wholesale distributors can secure as many carloads as they want on consignment, if they care to crowd sales, but the commission men, as a whole, prefer to devote the greater part of their attention to the peach, apple and melon crop, which, with the abundance of small fruits now coming in, nearly crowds out foreign fruits now coming of all kinds.

Oranges—The same condition affects the sale of oranges most forcibly, and they are bought in small quantities, if bought at all. A few Californias are to be had and, up to the present, sell better than Rodis or Sorrentos, which have been bringing comparatively high prices, but now, owing to slow sale, have come down a peg.

Lemons—Have developed a much stronger feeling, and at the Eastern sales Friday, fancy marks went at \$5.12 $\frac{1}{2}$ @5.37 $\frac{1}{2}$. August, so far, has been hot and favorable to high prices, which, at present, are certainly most reasonable, all things considered. Any of our readers who will compare Grand Rapids quotations with those of Chicago, Detroit to Cincinnati, will observe that our merchants are not far behind in the matter of favoring the trade which looks to this market for supplies. It is very likely that fancy grades will be quoted considerably higher in our next issue, and retailers with light stocks will do well to anticipate their wants for a couple of weeks and order now.

Gillies & Co. have a flyer from a New York auction sale—a new Japan tea. See J. P. Visner, agent.

Gripsack Brigade.

A new commandment I give unto you "Do" others as they will "do" you.

Otto Hintermister, of Hastings, has engaged to travel for F. F. Ingram & Co., of Detroit, in Missouri.

J. Henry Dawley has sent a challenge to the traveling men's baseball club of Detroit to play a matched game with the Grand Rapids boys on any date that would be convenient to the Detroit grip carriers.

Geo. A. Cummer, formerly of Cadillac, who has been employed in the wholesale hardware establishment of Buhl, Sons & Co., at Detroit, has been promoted to the position of traveling salesman.

M. M. Read (E. B. Miller & Co.) attended the grocers' picnic at Ottawa Beach last Thursday and managed to obtain a ride on the Soo City without a ticket. It subsequently transpired that his ticket had been clandestinely purloined by E. J. Herrick.

Geo. W. Wyatt, an old gentleman who joined the Michigan Knights of the Grip in 1892, by the payment of 75 cents, and who has never paid a death assessment, is soliciting alms among the traveling men by representing that he is a member of the organization. Whatever may be his necessities, his methods are certainly open to criticism.

E. A. Bishop, who has represented the H. J. Heinz Co. in this State for the past four years, severed his connection with that house Aug. 1 to embark in the fruit and produce business at Logansport Ind., under the style of E. E. Hewitt & Co., having formed a co-partnership with the Rockford grocer and produce dealer. Mr. Hewitt will attend to the purchasing end of the business, shipping in carlots to Mr. Bishop, who will place the goods among the trade of Logansport and contiguous towns. Mr. Bishop made many friends among the trade who will greatly regret his removal from Michigan and all will join the Tradesman in extending the hope that his new undertaking will be both pleasant and profitable.

Purely Personal.

Amos S. Musselman (Musselman Grocer Co.), S. B. Jenks (Mills & Lacey Manufacturing Co.) and Geo. W. Gay (Berkey & Gay Furniture Co.) are the latest converts to the bicycle mania.

Fred H. Ball (Ball-Barnhart-Putnam Co.) and Frank T. Lawrence (Putnam Candy Co.) are in Reed City to-day, attending the annual convention of the Northern Michigan Retail Grocers' Association.

L. J. Stevenson, Treasurer of the Commercial Credit Co., Ltd., has gone to Detroit to attend the annual convention of the commercial lawyers, agency managers and credit men. He will be gone about three days.

Heman G. Barlow (Olney & Judson Grocer Co.) and wife got as far as Detroit on their summer vacation, when they were summoned to Grand Rapids by the announcement of the death of a niece. The funeral occurred Sunday, and Mr. and Mrs. Barlow will return to Detroit on their way to Duluth the latter part of the week.

W. T. Lamoreaux was taken with a fainting fit in his office last Tuesday, resulting from a disordered stomach. He was able to resume his usual work after a few days' rest, but the daily newspapers made him very weary by announcing that he had suffered a stroke of apoplexy. The report had no foundation in fact and the publication of such a report shows how little reliance can be placed on the statements of the daily press on matters relating to business affairs and business men.

INCLUDE A CASE OF

KOFFA-AID

In your next order to your Jobber.

A NEW ARTICLE to be used in connection with Coffee. Guaranteed not to contain one particle of chicory or deleterious ingredients. It pays you a profit of 33 per cent. Saves the consumer 25 per cent.

THE KOFFA-AID CO., DETROIT, MICH.

Grand Rapids.....
Paint & Wood Finishing Co.PAINT GRINDERS and COLOR MAKERS
COLORS—Dry, in Oil or Japan

WHITE and COLORED PREPARED MIXED PAINTS, ready for use for House, Car, Barn and Floor Painting.

UNIVERSAL WHITE LEAD AND PASTE PAINTS.

Our goods and prices are right. Office & Paint Factory, 51-53-55 Waterloo St.

TWINS

PURITY and QUALITY are the twin characteristics of our products.

They Please and Satisfy
the Consumer and pay the Dealer a profit.THE PUTNAM CANDY CO.
GRAND RAPIDSBUSINESS WHEELS
LIGHT ROADSTERS
LADIES' WHEELS

A High Grade Machine, Built on Mechanical Principles. Prices Right. Immediate Shipment. Dealers, write for discounts.

CYCLOID CYCLE CO., 488 S. Division St., Grand Rapids

District and County Fairs of Michigan.

Barry county, Hastings, Sept. 24-27, J. M. Bauer, Secretary, Hastings.
Branch county, Coldwater, Sept. 23-27, W. E. Wright, Secretary, Coldwater.
Caledonia Union, Caledonia, Sept. 19-20-21, C. H. Kinsey, Secretary, Caledonia.
Calhoun county, Marshall, Sept. 24-27, J. R. Cummings, Secretary, Marshall.
Charlevoix county, East Jordan, Sept. 24-26, J. H. Stone, Secretary, East Jordan.
Coopersville, Coopersville, Sept. 24-27, C. DeVos, Secretary, Coopersville.
Eaton county, Charlotte, Oct. 1-4, G. A. Perry, Secretary, Charlotte.
Fenton Union, Fenton, Oct. 1-4, Frank Heath, Secretary, Fenton.
Hadley district, Hadley, Oct. 8-10, F. A. Smith, Secretary, Hadley.
Hillsdale, Hillsdale, Sept. 30-Oct. 4, J. F. Fitzsimmons, Secretary, Hillsdale.
Howard City, Howard City, Aug. 27-30, B. J. Lowrey, Secretary, Howard City.
Ionia district, Ionia, Sept. 17-20, Fred Cutler, Jr., Secretary, Ionia.
Litchfield Union, Litchfield, Oct. 8-11, L. B. Agard, Secretary, Litchfield.
Mason county, Ludington, Sept. 16-19, W. J. Meisenheimer, Secretary, Ludington.
Midland county, Midland, Sept. 25-27, J. G. Culver, Secretary, Midland.
Oceana county, Hart, Sept. 24-27, J. R. Butler, Secretary, Hart.
Saginaw county, Saginaw, E. S., F. C. Zimmerman, Secretary, Saginaw, E. S.
S. O. & W. A., Holland, Oct. 1-4, J. Kerkhoff, Secretary, Holland.
St. Joseph county, Centerville, Oct. 8-11, S. Cross, Secretary, Centerville.
Washtenaw county, Ann Arbor, Sept. 24-27, F. E. Mills, Secretary, Ann Arbor.
Lowell District Fair Association, Lowell, Sept. 26-27, J. S. Hooker, Secretary, Lowell.
Cedar Springs Fair Society, Cedar Springs, Sept. 3-6, J. B. Callahan, Secretary, Cedar Springs.
Ottawa and West Kent Agricultural Society, Berlin, Sept. 17-20, Secretary, Melvin H. Smith, Grand Rapids.
Manistee County Agricultural Society, Onekama, Sept. 17-19, John N. Brodie, Secretary, Bear Lake.

STATE AND DISTRICT FAIRS.

Michigan State, Grand Rapids, Sept. 9-14, L. H. Butterfield, Secretary, Agricultural College.
Illinois, Springfield, Sept. 23-28, W. C. Garrard, Secretary, Springfield.
Indiana, Indianapolis, Sept. 16-21, C. F. Kennedy, Secretary, Indianapolis.
Ohio, Columbus, Sept. 2-7, W. W. Miller, Secretary, Columbus.
Tri-State Fair, Toledo, Aug. 26-31, J. F. Fitzsimmons, Secretary, Toledo.
Wisconsin, Milwaukee, Sept. 16-21, T. J. Fleming, Secretary, North Greenfield.
Montgomery county, Indiana, Crawfordville, Sept. 9-13, W. W. Morgan, Secretary, Crawfordville, Ind.
Vermilion county, Illinois, Catlin, Aug. 20-23, H. H. Kidd, Secretary, Catlin, Ill.

Simple Test for Silk.

The first thing to do when you want to test the quality of a sample of silk is to try to tear it both lengthwise and crosswise. If it gives way readily in either direction, be sure either that the dye has destroyed the strength or that the thread is composed in part of what is technically known as silk waste. Pure silk, properly dyed, is the strongest fibre known. Nearly all the cheaper dyes, particularly the dark and black ones, have a basis of metallic salts that eat into and weaken what they color. Next test the firmness of weave by scraping diagonally across the fabric with the thumb nail. If it is durable and worth buying the threads will not slip for any amount of manipulation. Otherwise, the thumb nail will soon make a space of loose threads as big as itself. After that ravel out a bit of the silk and look carefully at the quality of both warp and woof. Sometimes a pure silk

ward has heavily loaded woof. At others, especially in satin weaves, so much of the woof as comes on the surface is of pure silk, with inferior backing. The pure silk, unloaded, is of a lively lustre and very soft to the touch. If the lustre has been artificially produced, the fibre feels harsh and brittle. If it is silk, but loaded with metallic dye, the fibre looks like cotton, but is somewhat softer.

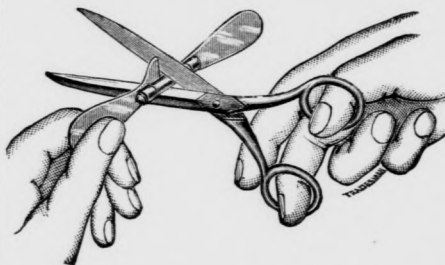
Another test of quality is to pull out threads both ways and try their strength between your fingers. That is, catch them with both hands about an inch apart, give a quick outward jerk, and note the force necessary to break them. Then try to tear the silk along the lines that the threads come out of. If it parts so difficultly that there are puckers along the tear, it is proof that it will wear decently well.

The most valuable of the tests for either weighting or adulteration of the fibre is to burn a fragment of the sample, and also some ravelings of it. If it is pure and properly dyed, it will take fire with difficulty, even when held directly in the flame. It will go out almost as soon as the flame is withdrawn, leaving ashes that are nearly jet black. On the other hand, weighted silk is almost dangerously inflammable. It takes fire readily, and, once burning, will smoulder through the piece, leaving ashes that keep the shape of the cloth, and are of a light yellowish red color. If there is cotton mixed with the fibre, the smell of the smoke will betray it. The requisites of a thoroughly good silk are strength, smoothness, lustre and richness, without weight, no matter how thick the texture. Adulteration invariably causes a harsh feeling. In heavy weaves, such as brocade, it is particularly important to see that the foundation is of firm, sound silk, as otherwise the fabric will not repay the cost of making. The writer, of course, refers especially to silks that are sold as "dress goods." For drapery and upholstery one seldom wants to buy pure silk; a well-made mixed silk and woolen fabric will not only usually last longer than pure silk when applied to furniture, but it will hang better when used for curtains or portieres.

A new process for the preservation of green fruit during railway transit has been invented by a Californian. It consists in sterilizing the air in the car containing the fruit, and it is said to be more economical than the present refrigerating system, and much more successful. Ordinary cars can be fitted with the apparatus for the process at small expense, while the expense of the process itself is said to be comparatively nothing compared with the refrigerating process.

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Lightning Scissors Sharpener



IT'S A DAISY
SOMETHING NEW
QUICK SELLER
EVERY LADY wants one
LASTS A LIFETIME

The only perfect Sharpener made. Will sharpen any pair of shears or scissors in ten seconds. Made of the finest tempered steel, handsomely finished and nickel plated

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Her scissors will always have a keen edge.

Because every lady can see at a glance the practical benefit she will derive from this addition to her work basket. Satisfaction guaranteed or money refunded.

Put up one dozen on handsome 8 x 12 Easel Card. Per Dozen, \$1.50.

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GRAND RAPIDS, MICH.

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LEMONS

Is that they shall be repacked and sound.

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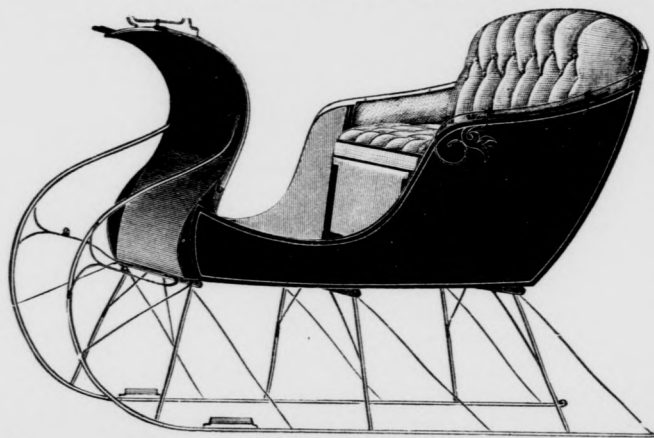
AND READ.

Make no contracts for 1895 until we call or you write us about

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Swell Body
Cutters**

Belknap, Baker & Co.

GRAND RAPIDS, MICH.



Fruits and Produce

How Prices Are Established on the Morning Market.

There isn't any use in trying to be on hand to say good morning to the first grower on the market, but it occurred to me, the other day, that I would like to be on hand in time to find out who settles the prices of fruits and produce and how the thing is done. With this object in view I got up at 3 o'clock and half an hour later nailed a grower who had not yet located his wagon with "What do you charge for peaches this morning?" and was fairly knocked off my base to hear, before the question was fairly out, "Whoa! a dollar and twenty-five cents!" How did that man know? and as I loitered along pricing produce here and there, I finally found a promising face and settled down to business. "Nice potatoes you have there. Dry weather didn't affect you, I guess?" "You're right, it didn't. Been the best time for potatoes that I could ask for. I put in about ten acres this year. They ain't half the folks that get in a lot of potatoes that knows how to take care of 'em. I plant mine in hills, just a square apart, so I can run between the hills both ways with the cultivator. Good many plant in rows; but that ain't no way. They don't do half so well. Then, after they come up, I put the machine through 'em, once in eight, regular. That's what does the business for 'em. Why, you can't see a weed among my potatoes, any more'n you would in a parlor. A neighbor come along t'other day 'n' I was hilling 'em. He laughed at me, 'n' by George, the rain come on 'n' them p'taters took a start, 'n' my, you could fairly hear 'em grow."

"These some of 'em?" The load was among the finest on the market.

"A part of 'em, but not the best. These yield about 75 bushel to the acre, but I expect the others will turn out a hundred."

"These are fine. What do you ask for 'em?"

"Forty-five cents a bushel."

"How do you fellows establish your prices? Do you have a board of growers who fix prices? Suppose you had got here first this morning—would you have put the price at 45 cents? How do you do it?"

"Well, I'll tell you—a feller who has anything to sell has a general idea how the market is running, and he isn't very apt to get things too low, 'n' if he does make a miss of it, it don't take long to correct it. Now, I was here day before yesterday and I could see about what the market was going to be for potatoes, 'n' then, b' George, I made up my mind that them p'taters would bring 45 cents 'f they brought anything. I won't sell 'em."

"What you asking for potatoes?" interrupted a buyer.

"Forty-five cents."

"I'd like to give ye 40 cents and take all you've got."

"Yes, I s'pose you would; but I've refused the offer once before this morning."

"You see," the grower went on, "I've a place just over here where I store 'em, if I can't get what they're worth; and if I can't get my price one day, I can another. That's about how it is. The market this morning is a pretty good sign what it will be to-morrow morning, and a feller that keeps his eyes open won't make a mistake. I'd like

to sell you a bushel or two, if you want any."

I was sorry not to buy, for the tubers were first-class; and, thanking the grower for the favor he had done me, I went on to the next man who looked as if he would be likely to know, asked him the same question, with the same general result.

* * *

For some reason or other, the dago—the idea of giving these fellows the name of St. James!—is not looked upon with tenderness. Whether it be the dusky skin, or the dirt that clings to it (there is always a plenty of it), the repulsive habits, the sordid greed or the vulture-like instincts which lead him to the scum of the market, it is difficult to tell, but no opportunity is lost to show this dislike on every possible occasion.

"What you want for these?" was the question in the dago language, as a dirty paw was spread out over a bushel of clingstones.

"Fifteen cents."

They were among the best on the market that morning, and the regular price was 30 cents. The man crawled like a lizard up the side of the wagon and, spreading his dwarfish arms over the load, he said, his eyes glittering like a snake's, "I take 'em all!"

"Here, Jim, I've sold your peaches for you for 15 cents. He says he'll take 'em all!"

"The devil he will!" and the dago, seeing the joke, backed down from the wagon as the owner came up, amid a roar of laughter, and was soon lost in the crowd.

PRODUCE MARKET.

Apples—Cocking stock is in ample supply and fair demand at 30¢@40¢ per bu., while choice eating varieties, such as Duchess, Sweet Boughs and Red Astrachan, command 40¢@50¢. Snows are beginning to come in and, as usual, meet ready sale at a little higher prices than other varieties.

Beets—New, 10¢ per dozen.

Blackberries, home grown, are about out of market and wild stock has ceased to come in. The crop of both tame and wild was nearly a total failure, so far as quality and quantity are concerned.

Butter—Factory creamery is held at 18½¢. Choice dairy commands 14¢@16¢.

Cabbage—\$3 per 100.

Celery—Home grown, 12½¢ per dozen bunches.

Cucumbers—Large, 25¢ per bu. Pickling stock, 75¢ per bu.

Eggs—Handlers pay 10½¢ and hold at 11½¢ per doz.

Grapes—Florida stock commands \$3 per 2-bu. stand. Sales are meager, as the price is, practically, prohibitive.

Green Corn—10¢ per doz.

Muskmelons—Nutmeg, 50¢@60¢ per doz. Osage, \$1¢@1.25 per doz crate.

Onions—50¢@60¢ per bu. for home-grown Yellow Danvers.

Peaches—This is the big week for the Hale's Early variety, which are being billed out to-day at 80¢@\$1, but which will, probably, go considerably lower before the end of the week. Early Michigans are beginning to come in and command about the same prices as Hale's Early. Early Rivers are about at an end for this season.

Pears—Clapp's Early, fair in quality, command \$1 per bu. Bartlett's, excellent in quality, bring \$1.25.

Plums—Blue stock commands \$1.25. Lombards sell to-day at \$1.50, but will go lower before the end of the week. Green Gages are beginning to come in, commanding about the same figures as Lombards.

Potatoes—45¢ per bu. Transactions small and unimportant.

Tomatoes—\$1 per bu. for home-grown.

Watermelons—10¢@12¢ apiece, according to size and quality.

His Best Recollection.

"Well, what do you want, sonny?" asked the grocer.

"I most forgot what mamma sent me for," replied the perplexed little boy on the outside of the counter, "but I think it's a can of condemned milk."

Seeds==

We are now receiving New Crop Timothy. If you wish to buy Timothy or Clover correspond with us. We handle all kinds Seeds, Alfalfa, Alfalfa, Crimson Clover, Etc.

We respectfully solicit your orders.

ALFRED J. BROWN CO.,
Seed Merchants,
GRAND RAPIDS

Grand Rapids Fruit Growers Assn.

Each grower sells his own stock fresh picked each day

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M. W. RONAN, Secretary.

Headquarters until Oct. 1 116 LOUIS STREET.

Grand Rapids Is Headquarters

For Peaches!

Our crop promises to be large this year, and as we have had some nice rains lately, quality will be good. We shall handle more this year than ever before, and are in position to give your orders prompt and careful attention. Hale's Early (Freestone) are now in market, and will have a few yellow peaches last of week. Prices are about 75¢ to \$1.25 per bushel. In about two weeks we shall be getting the Early Crawfords, Barnards, etc. Send in your orders at limited price and I will take care of you. We bill at market price day of shipment, and our terms are net cash weekly.

Pears, Plums and Crabapples are now coming in; prices reasonable. Apples, Potatoes, Melons, Cucumbers, Celery, Onions, Cabbage, etc., at lowest market prices.

We respectfully solicit your mail orders; same will have our prompt and careful attention and benefit of lowest possible prices.

HENRY J. VINKEMULDER,

418-420-445-447 S. Division St. Grand Rapids

State how to ship: Freight or Express and over what Line.

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Peaches

If you wish to keep in touch with the market correspond with us and we will enter your name for market report which will be mailed regularly free of charge. The crop promises to be a large one and quality is fully up to the standard.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - AUGUST 14, 1895.

THE NATIONAL FINANCES.

The first month of the new fiscal year has not furnished any developments which point to an improvement in the position of the National treasury. It had not been expected that the figures showing the treasury workings would show an equilibrium between receipts and expenditures for July; but it was thought that the deficit would be considerably less, and that there would be indications of a more healthy condition of affairs for the rest of the season.

The receipts for the month of July reached \$20,069,637, which is a decrease of \$5,700,000, compared with the corresponding month of last season. The expenditures amounted to \$38,548,063, which represent an increase of \$1,000,000, compared with the same month last year. The excess of expenditures over receipts for the month of July was \$9,500,000; whereas the excess for July, 1894, amounted to a trifle over \$1,800,000. Instead of a diminishing deficit, the figures actually show that the deficit is increasing.

The principal shrinkage in the revenue was in the Internal Revenue Department, where there was a falling off for the month of \$12,000,000 in round figures. On the other hand, customs receipts show a gratifying increase compared with last year, the gain being about \$5,600,000. There is every reason to believe that the receipts from customs will increase steadily during the present year; but, with internal revenue receipts diminishing, it is practically impossible to think of successfully balancing the accounts.

The schedule of the disbursements for July does not indicate that there has been any abnormal drain upon the treasury, about the only noticeable increase over July, 1894, being the interest payments, which showed an increase of \$6,300,000.

Until the national finances can be placed upon a sound and solid foundation, there can be no revival of confidence, nor can the financial centers of the country be fully relieved of the fear of monetary disturbances. A country with such vast expenditures to provide for must have an ample revenue, affording even a moderate surplus. That would seem to be the most pressing financial reform demanding attention, and, when the new Congress meets, it will be promptly confronted with the necessity

of providing increased sources of revenue.

The authorities in Berlin are making a strong crusade against the usurers of that capital who are fattening on the misfortunes of a large proportion of the people of all classes. It may be possible to regulate the evil in some degree, but as long as it is the supply of an imperative demand, it will be impossible to eradicate it. The root of the evil lies in the German military system—the senseless maintenance of an idle army comprising much of the best ability that should be used for industrial production. This expenditure, constantly augmenting the inheritance of national debt, has made that boastful empire actually poor, and the demands of taxation are altogether too severe, considering the economic conditions. The incomes of the aristocracy are not sufficient to maintain their standing without constantly accumulating debt and for the lower classes there is nothing but a struggle to exist and pay-taxes. To eradicate the evils of usury it will be necessary to abolish or greatly modify the military system and put the armies to productive work. The conditions in all the army-ridden countries of Europe are similar to those of Germany in varying degrees.

The financial and trade revival continues very encouraging. While there has been a slight reaction in wheat and one or two of the less important metals, and a complete demoralization of the hard coal market, caused by reckless competition, prices in general have continued to advance. It is thought that the withholding of wheat from export by the western producers is likely to work disaster, in that England will look for her supplies elsewhere. The exports of this cereal last week were but little more than one-third that of the corresponding week last year. Wool continues firm and active and prices of cotton goods are again advanced. Iron has continued to advance in some lines and Lake copper has reached 12 cents.

The recent speech of Gladstone, in which he arraigns the Turkish government for the Armenian atrocities and calls on the other nations to put an end to Turkish misrule in Europe, has received much attention. His demand that England unite with Russia in this matter does not receive unqualified approbation, however. The price of Russia's services in this direction would be the attainment of her long-wished-for goal on the Bosphorus. There are those who question whether the Russian rule, in view of her dealings with the Jews and her Siberian colonies, would be a sufficient improvement over that of the Turk to warrant the change.

Among other advantages of the bicycle, there is one that has had but little attention, and yet is of considerable importance—the tendency to discourage the use of strong drink. It is found that the effect of even a small indulgence is generally very unpleasant on the wheel and, frequently, causes accident. Wheelmen are learning that they must take their choice between the wheel and whisky and the former wins so frequently that it is a matter of congratulation to those interested in temperance.

The result of the recent elections in Australia is a victory for the radicals and a severe rebuke to the ultra conservatives.

THE READING OF THE ORACLE.

When the world was younger than it is to-day, it was the custom to refer all doubtful or difficult questions to the famous oracle at Delphi, whose answers were usually so construed as to conform to the prevailing opinion. Modern life has given up the oracle, but public opinion has taken its place; and when, years ago, the question, "What part in the world's work shall the woman take?" came up, the public oracle promptly replied to the questioning woman: "Your best, your sweetest empire is to please."

It was an apt reply. It caught the ear and pleased the fancy and corresponded with the idea prevalent a century ago of the woman clinging like the ivy to the sturdy oak. It began to be apparent, however, that in this country, at least, where business was early the leading idea, the tree, transformed into a wash-tub, was hardly the form of oak for a self-respecting ivy to cling to, and the doubt has been raised that the oracle is capable of a better rendering. If woman's mission is to please, this does not mean, necessarily, that the clinging business is the only method of carrying out Nature's design. Even if the oak were ever so sturdy, a vigorous vine of 150 avoirdupois weight might prove tiresome, if not monotonous; and it was observed by the thoughtful that the clinging business, carried to excess, killed the tree—the oracle had been misread. Then the reaction came. Charles II and the gentlemen of his court believed that the woman might stop clinging long enough to make a batch of pies, and in that way show that her "best and sweetest empire is to please." Byron, the poet, could not bear the thought that the woman he loved—there were several of her—should come down to beef and beer, and the pleasing, in his poetic eye, permitted her only

"To eat strawberries, sugar and cream,
Sit on a cushion and sew up a seam."

In the meantime, the woman herself has been thinking. The vine, like the oak, must adapt itself to existing circumstances. If use is the requirement of the age, the vine must meet that requirement, and the oracle does not say that the ivy is the only vine, nor does it say that the wild grape pleases more than the cultivated Concord or Catawba.

"Cultivated." That is the word upon which the condition swings. Who pleases most as sweetheart, wife or mother, the ignorant woman or the cultured one! And even in baking and darning, is it not true the more knowledge the baker and darning has, the better she can please? That is the real meaning of the oracle, and if the woman can find her "best and sweetest empire" in clinging less and thinking more, in being less a dressmaker's dummy and more the thoughtful, intelligent being that heaven intended her to be, the question is settled and the demand of Margaret Fuller is conceded "for that which is the birthright of every being capable to receive it: the freedom, the religious, the intelligent freedom of the universe; to use its means, to learn its secrets as far as nature has enabled her, with God, alone, for her guide and judge." That granted, the woman has the world before her, and if the empire of pleasing leads her into paths where men have walked until now, it will be pleasing to note how green the grass grows there and how soon in her footprints there are flowers blooming where, before she passed, there was only barren sand.

John Brechting Architect Grand Rapids.

(Continued from last week)

and, instead of going to an architect for the information, he goes to a contractor who, after listening to the intending builder and probably making a few figures, etc., he will state a price which he knows is high enough, for he thinks it easier to come down in price than to go up. After some "jangling" as to the price, the deal is usually closed and, if the contractor has been "Jewed down" in price any he has his "in" made up that he will not be the loser. He then will use a cheap grade of material and put up everything as cheap as possible. When completed, the owner thinks he has just as good a house (To be continued)

Anybody having any question to ask on this subject will be cheerfully answered.

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Write our representative, WILLIAM CONNOR of Marshall, Mich, Box 346, to call upon you and see our fall and winter lines of Overcoats, Ulsters and Suits for all ages, prices, fit and make guaranteed, or meet Mr. Connor at Sweet's Hotel on Friday, Aug 30, and Tuesday, Wednesday, Thursday and Friday, Sept. 10, 11, 12 and 13, State Fair Week.

PHONE 509-3 Rings...

For Boomer's Express
Moving and Storage.

56 OTTAWA STREET.

OUTCOME OF THE TRUSTS.

While the great commercial and financial trusts, which are formed for the purpose of crushing out all competition, of limiting production, fixing prices, controlling the markets and monopolizing the trade in articles or in the supplying of service, that are necessary to the daily life of the population, are the greatest foes to the welfare and prosperity of the American people, it must not be supposed that this criticism applies to the ordinary corporations formed for the conduct of business.

Formerly every mechanic owned his kit of tools and carried them with him when he engaged to work for some employer. At that time nearly all the work of skilled labor was done by hand, and the superior skill and ingenuity of a hand-worker made him especially valuable. The only permanent plant in any of the shops of the mechanical trades were the blacksmiths' forge and anvil, the carpenters' circular saws, the cabinetmakers' lathe, the machinists' boring and turning machinery.

To-day all is changed. The machine has taken the place of the hand-worker and special skill and deftness in the use of tools count for nothing. Machinery does all the work of the carpenter in planing, mortising, molding, scroll-sawing and the like. It turns out window sash and blinds, doors, stair-rails, etc., and leaves to the workman only the task of putting the parts together. The machinist enters a vast factory, where mechanical engines do everything, but think for him. The shoe-maker is no longer dependent on a wallet containing his awls, pincers and knife and a stock of wax and bristles. Ingenious machines do all his cordwain-ing and pegging, while the tailor finds a mechanism which does his stitching. The compositor in a printing office is no longer a man deft of hand and quick of eye, picking types one by one out of a multiplicity of little boxes. He has come to be only the manipulator of a machine, which does everything but talk.

Thus it is that large amounts of capital are necessary to provide and maintain the great factories and the complicated machines that do all the work that was once accomplished only by muscular labor and hand skill, and to this end corporations with the assembled capital of a greater or lesser number of stockholders are required. But no ordinary stock company is able to monopolize the necessities of life or transportation, and in their general operations corporations are not only necessary, but are beneficial to the conduct of all sorts of commerce and industries. It is the trust which is the great monopolizer, the overpowering destroyer of all competition, the enslaver of the great masses of the people.

The difference between an ordinary corporation and a trust is this: The former is an assemblage of persons, each contributing a given amount of capital for the conduct of a business enterprise. A trust is an aggregation of corporations engaged in the same business. One of these corporations may be operating with a capital of \$1,000,000. If twenty such corporations combine to form a trust this trust operates with a capital of \$20,000,000. With such a vast money power enormous effects can be accomplished.

The first thing done is to buy up or crush out all competition in the trust's line of business. This done, as many of the trust's factories as may be neces-

sary are shut off from work, and the production of the article manufactured is so limited as to reduce the supply. This puts up the price, which can be kept up at the will of the managers, and thus the masses of the consumers are placed directly at the mercy of a single vast monopoly. Such methods may be carried on until they control the production of all necessities, and already several important lines of business have been monopolized. Having secured control of the production of the chief articles of universal consumption, the railroads will next be taken in hand, and all the parallel roads on the continent will be placed under one management, so that there will be no competition in the transportation of freights and passengers, finally accomplishing the total enslavement of the entire population.

But is there no remedy for all this? The remedy for which the Populists are clamoring is the creating of a vast government despotism to monopolize all industries, all capital and all production for the general benefit. There has never yet been such a government on the face of the earth, but there will be if the modern socialists of this country can accomplish their startling designs. Nevertheless, the evil they are trying to combat is a terrible one, and desperate men should not be blamed for proposing desperate measures.

The true remedy in reach of the people who desire to preserve their free institutions is to have Congress and the State Legislatures pass stringent laws against all trusts and monopolies and crush them out. This is the proper remedy and the patriotic remedy. Let the people look to that.

UNIONISM IN THE ENGLISH ELECTION.

The result of the recent elections in England marks a reaction in the socialistic tendencies of unionism which would seem to be an indication to the anarchist leaders that the masses of the people are yet believers in law and order. It is the misfortune of trade unions that the blatant demagogues and agitators get to the front and pose as the leaders and representatives of labor. At the last "Congress" of trades unions a year ago, the socialistic element made itself so prominent and was so rampant that it disgusted sensible labor men. This fact did not become apparent to these leaders; so this year, just before the elections, they held a convention at which a platform was adopted comprising planks of the rankest socialism. One provision was that land, manufactures, trade and commerce should be nationalized. The requirement was that all candidates to receive union support must subscribe to this platform, and the edict went forth that all trades-unionists should vote for no one who would not thus subscribe. Their scheme was a bold one and could not fail to show the actual sentiment of the people. The result was decidedly disappointing. A year ago the boast was made that the unionists would be given the balance of power by this election. Instead of realizing this there is so great a reaction that the "party" will have no significance in the next parliament. Not only that but to this year's meeting of the congress the unionists of many large districts are refusing to send delegates.

The significance of all this is that the socialism of trades-unionism is in no degree representative of the sentiments of the people. The curse of unionism, both in England and in this country, is that the rank and file consent to be duped and led, to be misrepresented by anarchistic demagogues.

Give Us Your Ear

We have a carload New Teas due next week. If any of our friends are interested in Japan Teas, new or old, we can do them lots of good.

WOODENWARE.....has declined until present prices are so extremely low we dare not publish them. Write us.

We Offer for a Snap

150 cases Nunley Hynes Marrow-fat Peas, 2s, new, at 48c per dz.

350 cases Eclipse Tomatoes, 3s, at 77½c per dz. in 5 case lots, net cash.

.....Cheap Plug Tobaccos.....

We are in the swim on all Plugs at 12½ up to 16c per lb.

The Jas. Stewart Co.

(LIMITED.)

EAST SAGINAW, MICH.

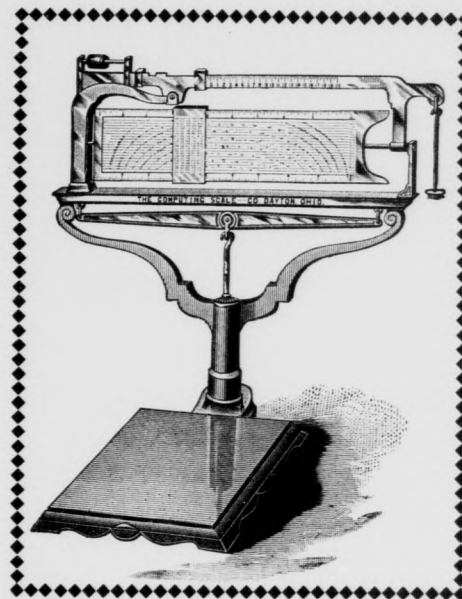
Computing Scale

More than 13,000
in use!

At prices ranging
from \$15 upwards.
The style shown in
this cut

\$30.00

which includes
Seamless Brass
Scoop.



For advertisement showing our World Famous Standard Market

DAYTON COMPUTING SCALES

see last page of cover in this issue.

The Computing Scale Co.,

DAYTON, OHIO.

Getting the People

Art of Reaching and Holding Trade by Advertising.

It is as impossible for an advertisement constructor to build successful ads. from his unaided mind, continuously, as it is to continually draw water from a well which has no source of supply. The writer must seek his inspiration from his surroundings and by actual contact with the world of advertisement writers. Otherwise, like the immovable rock, he will gather a covering of moss, rendering impenetrable the rays of enlightenment and advancement in the manufacture of "people-getters."

It is the continual practice of the successful writer of selling literature to keep thoroughly in touch with all forms and manner of advertising. Thus, an interchange of ideas is brought about, which results in lasting benefit to both himself and the goods he sells.

It is my aim, in these articles, to bring about such an exchange of ideas among the ad. writers—both merchants and clerks—who are readers of this department, that a mutual good may follow, and that by such reciprocity each may help the other to a higher and more trade-bringing plane of advertisement construction. To this end, the Tradesman especially invites each reader—either employer or employed to contribute something of his own manufacture, as often as possible, thereby giving and receiving new and practical hints from actual advertisements each week. In this way the department may be made of much greater value than it now is under one man power. The Tradesman hopes this proposition will be considered and meet with a favorable response.

The average business correspondence of a mercantile house furnishes a wonderfully rich mine of ideas for advertising, which may be utilized in any line of goods. For instance, we will say that you are engaged in the drug business. Each day's mail brings you letters and circulars exploiting the merits of the various articles handled by the druggist. These circulars and other media are in a large number of instances the products of brainy men who have brought to bear their best efforts and years of study and experience in the school of advertising—both as pupil and master—to the attainment of the greatest possible value of words as arguments why you should carry in stock and sell these goods. While their efforts are, in the main, largely given to expounding reasons why you can and should make money by selling "O. Puffy's Pure Malt Tonic," showing in a thousand and one ways you would never have thought of otherwise the advantages which will accrue to you by handling it, yet, on the other hand, you will find specious arguments advanced why the buying public must use the tonic. They will tell you, in language which has the drawing power of an electric locomotive and which is as convincing, almost, as if the tonic had actually cured you of some physical ill, that human-kind cannot exist without this specific.

The fact that so much time, effort, brains and money are expended in procuring the best advertising literature for their wares by manufacturers, makes the ideas collated from such advertising by the retail merchant of so much more value. If you wish to advertise your wares successfully, then watch carefully

your correspondence for new ideas, and don't allow a suggestion contained therein to go unheeded.

A novel idea for shoe window dressing is given by an enterprising Eastern dealer. He has in some way procured a pair of side-lace ladies' shoes of prunella, which he alleges to have been handed down from Revolutionary times. These are placed attractively in his window, in close companionship with a pair of up-to-date side-lace shoes, each bearing an appropriate inscription. The difference between the two, contrary to all expectation, is not great. The old-timers have long, slender toes, light soles and, were they not somewhat dilapidated, would quite closely resemble modern styles.

The junior member of the firm of Boomgaard & Son—Boodemyn Boomgaard—hardware dealers at Grand Haven, has a rhythmic ear and a very good conception of what constitutes profitable advertising for hardware—something out of the ordinary. I am pleased to be permitted to reproduce it here for the benefit of the Tradesman readers:

We have too many goods,

But not enough money.

We'll sell cheap for cash—

Do you think it funny?

We have barbed wire and nails,

Caldron kettles with bails.

Also shovels and spades,

Of different grades,

Cook stoves and ranges,

Screen doors and hinges,

Shot guns and pistols,

Paint brushes all bristles,

Ready-mixed and handy;

Oils, glass and varnish,

Nickel goods that do not tarnish,

Rubber hose and nozzles,

Cow ties and ox muzzles,

Oil stoves and pesters,

Ice-picks and egg-beaters,

Ice cream and stomach freezers,

Ice-tongs and lemon squeezers,

Tea pots and kettles with spouts,

Hog rings for the snout,

Flat and round nose pliers,

Dash churns and butter tryers,

Powder, shot and loaded shells,

Dinner pails and cow bells,

Cutlery for table or pocket,

Chisels with shank or socket,

Doors, windows and molding,

To hang, swing or folding,

Iron wheel-barrows,

And cultivator harrows,

Plows for turning sod,

Measures for peas in pod,

Cradles with fingers on top,

Forks and rakes to reap in the crop,

Pumps both iron and wood,

Pipes for city water, when good,

Step inside and you'll exclaim,

More truth than poetry in this game.

Open Antagonism



Is better than a stab in the back. We are antagonizing our competitors in the market at low prices on all classes of Dry Goods, but we can't help it. Our shelves are full of the newest things in Prints, Percies, Wash Muslins, Dress Ginghams, Satines, and hundreds of novelties which we must turn into cash. We shall inaugurate open warfare on these goods next Monday morning, by offering them at the lowest of low prices. Read these for starters:

GUERILLA & CO.

A Little Tickle

Under the ribs won't make you laugh so enjoyably as our prices on Canned Goods and Table Delicacies. We are largely stocked with the finest brands of these goods and shall offer them, for a short time at the following unheard-of prices.

(Price list.)

STRAWTICKLE & CO.

Hold Your Nose

To the grindstone, if you want to, but if you would rather straighten up and move through this world with less wear and tear and more money in your pocket,

Sell **Lily White Flour**

Note the following



Pointers!

This Flour is always the same. People always want more of it. Where they buy Flour they buy Groceries. Pleased customers are good advertisers.

Valley City Milling Co.

SOLE MANUFACTURERS

GRAND RAPIDS, MICH.

VANILLA WAFERS—GINGER VANILLAS—GINGER WAFERS

Be Progressive!

Are You.....

Handling our Crackers and Sweet Goods?

PURITY, QUALITY and FRESHNESS make the finest line in the world to select from.

Making Money

Will be comparatively easy if you push our goods. Liberal profits and quick sales will be yours. Customers buying once will come again. Try, and be convinced.

Selling Crackers and Cakes

Is a very easy matter if you sell the kind the people want.

Our aim is to produce the best. Only the choicest Creamery Butter, the purest, sweetest Lard, the finest Patent Flour and the richest Molasses enter our products.

We make a Specialty of SUMMER DELICACIES.

THE NEW YORK BISCUIT CO.

Successors to W.M. SEARS & CO.

Grand Rapids, Michigan.

VANILLA SQUARES—GINGER SNAPS—IMPERIALS

FROSTED CREAMS—SEARS' LUNCH—COCOANUT TAFFY—ICED COFFEE

HONEY JUMBLES—LONG ISLAND WAFERS—GRAHAM CRACKERS—SULTANAS

If You Want Clinkers and Slate

Don't come to me for your winter supply of Coal. I can't supply you with such stuff—my Coal is bright, burnable and a blessing to cold rooms and economic buyers. Each ton gives a ton's value of heat.

If You Want Coal to Burn

I can furnish it at lowest rates, with prompt delivery—Coal that is filled with heat.

BLACK DIAMOND.

Latest Thing in Bloomers.....



Lillian Russell's costume is attracting lots of attention and criticism—good and otherwise. If you want to be in the swim, you should see our new fall line of Ladies' Bloomer Bicycle Suits, Knickerbockers and all accessories. These goods are of the most approved, dressy and modest pattern, thoroughly well made of good stuffs, any variety and colors. The price will please you as well as the goods.

BLOOMERETTE CO.

Slower than a Snail.....



Is often applied to lazy folks. Others are slow to realize a bargain or an opportunity to make money. Can you tumble to the fact quickly that a pair of shoes which are regularly sold at \$4 are a bargain at \$3—just a dollar off price? We are going to offer this chance for one week only—a reliable shoe made by a responsible house and guaranteed. "Get a hustle on" if you want a pair.

SOLE & LEATHER.

Please bear in mind that samples of your advertisement construction will be appreciated and given due publicity.

FDC, FOSTER FULLER.

Civil Rights and the Soda Fountain.

The Appellate Court of Illinois recently handed down an opinion of considerable moment, not merely to proprietors of soda fountains, but restaurateurs, saloonkeepers, and proprietors of other places where "refreshments" are dispensed, inasmuch as it decides as a principle of law that they have a right to select the class of customers to whom they desire to cater, irrespective of "civil rights" legislation.

The case was Cecil vs. Green, the defendant being Homer H. Green, a well-known apothecary of Bloomington, Ill. Cecil is a negro who went into Mr. Green's place and demanded a glass of soda. Mr. Green refused to serve him, claiming that he had the right to select his customers, and that he did not desire negro trade, as it would injure his business. Cecil thereupon sued Green, claiming an invasion of his civil rights. On a hearing of the case in the lower court Green's action was sustained, and Cecil appealed. On trial before the Appellate Court the latter sustained the ruling of the lower court, and taxed the costs on the appellant, thus settling the rights of druggists to select the class of customers to whom they desire to cater.

THE WOMAN IN BUSINESS.

Written for the TRADESMAN.

The question which engrosses the business world of to-day is not who or how, or why, but what. Genealogy, the wearisome detail of method and the long-winded wherefore are not wanted. There is no time for them. Results are called for; and anything interfering with these results is swept without ceremony from counting room and office by the besom of business. The law of primogeniture does not hold in trade. He who can make good use of his energy, time and, above all, his thought, so as to swell the balance on the right side of the profit and loss account, is the man, not for the day and the hour only, but for all time.

When that business principle was first laid down, it became at once a barrier which the inefficient found it impossible to pass. Better than anything else, it attracted to the business world the longing eyes of woman, who, shackled to the washtub and the teacher's desk, timidly asked, after wearisome years of waiting, that the same opportunity and liberty that a man has in civilized society should be extended to the woman at his side—equal or unequal in special powers, but an equal member of society. She should prove her power as he proves his. Might she? There was but one answer, and with a "yes," as hearty as it was unexpected, the long-headed business man, on purely business principles, opened to the woman every avocation at his command; and there she is to-day, ready to stand or fall, as the work of her brain and hand shall be found to meet the wants and needs of the world, on pure business principles. A publishing house wants a stirring story and Harriet Beecher Stowe writes one for him, which enriches him and frees a race; a poem is called for, and Elizabeth Barrett Browning answers the call. "Give me," says the dealer in art, "something in the line of animals," and Rosa Bonheur paints him a vigorous group of Normandy horses.

Is it objected that works of genius hardly fall within the pale of business? It is submitted that business, whatever its development, makes that development the unerring sign of the genius which created it. The early Astor had the genius for making money in furs, and he made his fortune in that manner. Cornelius Vanderbilt took to steamboats and lo, the famous palaces on Fifth avenue, as the result of genius in steamboating. Adelina Patti wanted a fortune, and she had it for a song. Belva Lockwood decided to earn her living as a lawyer, and she hammered at the doors of the Supreme Court of the United States until that august and learned body voted to let her in. The field of medicine is brightened by women, whose skill with knife and phial has made them a blessing; and a woman has been known to fill successfully for years the arduous position of a country postmaster.

This is the woman in business. There she stands, and there is the record she has made, to be criticised by the same standard of business which is used in judging the work of her brother. Weighed in the balances, she is not found wanting. Her womanliness has lost none of its sweetness or its purity and, when the time comes for her to lay aside the work which she has honored in the doing, the home she gladdens will be all the brighter for the experience she has had in the exacting world of trade.

R. M. STREETER.

Standard Oil Co.

DEALERS IN

Illuminating and Lubricating

OILS

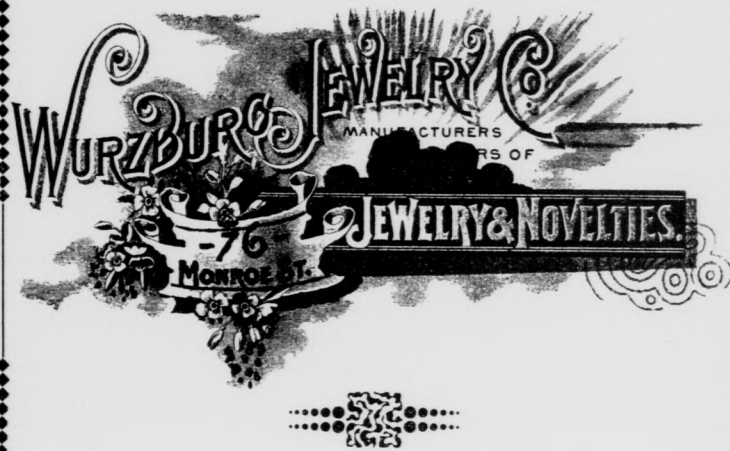
Naptha and Gasolines

Office, Mich. Trust Bldg. Works, Butterworth Ave.

GRAND RAPIDS, MICH.

BULK WORKS at Grand Rapids, Muskegon, Manistee, Cadillac, Big Rapids, Grand Haven, Traverse City, Ludington, Allegan, Howard City, Petoskey, Reed City.

Highest Price paid for Empty Carbon and Gasoline Barrels



Our New Goods are arriving daily.

Our Salesmen will call upon the Trade soon. Do not place orders until you have seen our beautiful line of Novelties.

WURZBURG JEWELRY Co.,

GRAND RAPIDS

JANE CRAGIN.

How She Furnished an Example of Practical Philanthropy.

Written for the TRADESMAN.

It was a wet, disagreeable day, and that for a country store means little to do. It was no kind of a day for a woman to be out in, and that, probably, was the reason why Jane Cragin, in waterproof and rubbers, told Huxley to take care of things for an hour or so while she went out to look around.

It was evident that she had no end in view. She stopped on the steps and watched the clouds as they dripped and drifted. She looked up the single street in the village and saw nothing. She looked down, and nothing but the bend in the road just beyond Joe Wilkinson's barn claimed her attention, and the only thing there was the big tree that had forced the road out of a straight line. There might have been something in the drooping branches of the big elm which finally started her down that way for trees do have a language of their own—and that morning the rain-pattered leaves did seem to beckon to the little woman, and away she went.

The walk down there was over the wet, gravelly road, bordered by the rain-beaded grass. She was prepared for both, and when she found that the elm had fooled her and had really nothing to show her, she kept right on, thinking that it was better after all to be out there where things were growing than to be shut up in the store, trying to add long columns of figures when she didn't feel like it.

What a pretty picture the river made as it crept out of the overhanging alders into the green meadows, and then wound on to the old mill, where the hills came together to keep the ruin from going down the then turbulent stream! The busy days of the mill had long been over. The flume was washed away; the shingles were partly gone, and the gaunt ribs of the roof stood out against the green trees on the hillside behind it. The wheel which had done good service was there—some of it. The rim still described its circle, but the buckets were almost gone; and the drizzling rain dripped from the wheel and fell into the pool below.

"All it needs," she said to herself, as she looked at the pleasing picture, "is to have a troop of vigorous boys racing about it;" and even as she was saying it, a "whoop" from lusty lungs went bounding against the neighboring hillsides. One—three—where in the world did those five children, apparently all of an age, come from? Was there anybody living now in the old Woods house, a little farther down the road?

She would see later on, but now she must find out who these children were; and down she scrambled to the old ruin. A loosened stone announced her coming, and, as she stood at the entrance of the old mill, the children crowded forward to see who the intruder might be.

"Well, you younkets, a fine playground you have here. Are'n't you afraid of falling on these old, wet timbers?"

"O, we don't care if we do. 'Twon't hurt us."

"Where do you live?"

"Just down the road, on the old Woods place."

"I used to know the folks who lived there, but I don't know you. What's your name, boy?"

"My name's John Neely, and these are my brothers;" and the gaping

group stood wondering what was coming next.

"Well, I don't know that I have enough to go around, but you shall have what there is;" and Jane Cragin took from her pocket a package of sorted candies and passed them to John, the largest boy, expecting to see the others make a rush for the sweets; but they did nothing of the sort. With the air of a judge the boy sifted the candy into their waiting hands, keeping for himself the smallest part. Jane began to be interested.

"How old are you, John?"

"Twelve."

"Don't you go to school?"

"No, ma'am."

"Can you read?"

"Not very well. Mother teaches me a little when she has time, but that isn't often."

"Why don't you go to school?" and Jane's voice indicated that she was getting ready for a lecture.

The boy's face fell for a moment.

Then with an earnestness, not often seen at twelve, he lifted his sober eyes to Miss Cragin's face, and said:

"Mother is too poor to send any of us to school. We can't any of us read any too well, an' I'm the only one that can write. Mother says our clothes are not good enough for school. We have been living here about six months. Mother does all she can, an' the rest of us do what we can, but it's pretty hard sometimes. Tommy, don't bite your apron that way."

"Is your father alive?"

A rush of red in the boy's face was followed by a pallor that made Miss Cragin wish that she had not asked the question; but the boy, hesitating but a minute, went bravely on.

"No, ma'am; but a long time ago, he ran away and left us when Tom was a little baby. I was large enough to notice that mother cried for days and days, and when I tried to do all I could to help her, she stopped crying and said she guessed it was all for the best. I haven't seen her cry since. We have some hard times, but, unless we get too hungry, we don't care for that. It isn't going to last much longer. I'm twelve now and going on thirteen and, while I'm not large for my age, I can soon get something to do to earn a little money, and mother says a little sometimes goes a great ways. She earns almost enough, and when I go to work we can have all we want to eat, and that'll be a good deal. Don't you s'pose I'm large enough now to do something? Mother says not, but I think I am," and the boy straightened himself to show that he wasn't so small after all. "If I should come from the village and tell mother that I could earn \$3 a week, she'd be the gladdest mother in all the world. Do you live in the village; and don't you think I could?"

"I know you can. Get your cap and come right along with me this minute."

"I haven't any cap, so we can go right off. Shall we?"

They went at once, and the children started home on the run to tell what had become of John. It showered a little before they reached the store, but Jane's waterproof was equal to any little thing like that; and, by the time the long walk was ended, it was pretty plain that the home at the old Woods place was in need of everything that makes living desirable.

Business in the Milltown store, on Jane's arrival, became brisk. All hands went at it—and in such cases more than ever is it true that quick hands make

"A Business Man Is Judged by his Stationery".....

The printing of Office Stationery is an art which is continually approaching perfection in simplicity and artistic neatness.

The Tradesman Company.....

Makes a specialty of Business Men's Printing---Printing that gives tone and value to Office Stationery.

The Tradesman Company's facilities for first-class work and prompt execution of orders in any and all branches of the art are surpassed by none. Prices are in harmony with best results and quality of stock furnished.

Can the Tradesman Company Assist You.....

In making your Business Stationery what it should be?

Tradesman Company

Grand Rapids

light work—and the boxes and bundles and baskets which went into that delivery wagon were something extensive; and when Cyrus drove off with John, comfortably clad on the seat beside him, it was hard to tell which was the "gladdest"—John in his new suit, Huxley with his load of goods, or warm-hearted Jane Cragin, as she watched them drive away to the deserted, work-worn woman, who, for so many weary years had "earned almost enough" to keep the wolf from the door.

The next day Miss Cragin called at the Woods place. She was warmly welcomed, and when the lively conversation about the goods delivered were over, it was found that Miss Cragin had a scheme which she hoped, with Mrs. Neely's help, to carry out. There was a vacant house not far from the store corner, and it could be rented for almost nothing. She had thought of this because they needed a boy to run errands in the store. They wanted John, if she could spare him, and in that case he must be near. They would pay him \$3 a week; and Mrs. Neely, by being in the village, would find more work to do and so get along more easily than where she was. Would she be willing to take the cottage?"

A week later found a happy woman and five very happy children taking care of the little house and its neglected surroundings. The boy John soon made himself a necessity in the store, and a good many times afterwards Jane Cragin was heard to remark that that walk in the rain was the best walk she ever took; and Huxley, hearing her, replied, "Yes, and that load of goods we took over to the Woods place has paid for itself more than a hundred times."

Of course, the boys had to have their say about it; and one day, after Jim had finished a long-winded encomium, in which Miss Cragin appeared as a saint with the traditional ring of flame above her revered head, Sid remarked: "The fact is, Jim, they are mighty nice people, both of them, and Cy isn't a bit behind Jane, now, I tell you. I heard about him long before I came to Milltown, and that was one reason why I wanted to come here. I used to think when I was working on the farm, that a store was one of the best places for a man to make himself looked up to and respected; and the more I see these people and know them, the more I am convinced that that is the niche in life I want to fill. You can see yourself that Cy's the man of the village, and just see the influence he is going to have when the place gets bigger. Mother has always talked about my being a doctor, because grandfather was one. I don't take to it at all. I want to be a storekeeper; and, after I've got as good an education as the best college can give me, I'm coming right back to this store, or some other, if I can't get in here, and do for the place what Cy and Miss Cragin are doing now. The educated storekeeper is to be the man of to-morrow, and if I don't happen to be on hand when that time comes, I can do what I can to make my learning and my influence tell on the people and the town where I live. That is better, in my opinion, than all the doctoring and lawyering when there are too many of 'em already. Benton & —."

The other member of the future firm was not given, for a signal from the front store summoned them both to duty, and the castlebuilding came to a sudden end; but it may be well to say,

that if the ideas of the embryo storekeeper should generally be carried out, the benefits which this country would receive from a nation of college bred tradesmen with all that the training implies, business life in America would assume a dignity and an importance before unknown and would make these sterling qualities of citizenship felt in the market places of the world.

RICHARD MALCOLM STRONG.

Information Gathered in Experience.

"Pipe Hole" in the Iron Age.

This is the season of the year when people have brought their kitchen stove out into the summer shed and are experiencing difficulty in getting their cake done the right brown, and are making more or less trouble with the stove dealer on account of it. It is not strange that a stove that has been connected with an 8x8 or larger flue of two or three stories in height fails to operate satisfactorily when its chimney consists of some old pipe shoved up through the shed roof. Another feature that acts as a drawback is the high temperature of the air at this season which naturally does not press so hard to enter the fire as when the weather is cooler and there is a great difference in the temperature between the air coming out of the top of the chimney and the air out of the doors. Cheap experiments will prove expensive in securing satisfaction, and the best thing to do is to run up a 6-inch pipe at least, and oftentimes better a 7-inch pipe, to almost the same height as the chimney with which the stove has been previously connected.

It is a little out of season to talk about double heaters, but many a double heater has failed to prove satisfactory when the weather suddenly set in sharp and cold. Then all the doors in the house are kept closed, and each room may be said to be a sealed chamber. This interferes with the passage of air from the room in which the double heater is set to the room above, which ordinarily it heats, and as a result the upper room oftentimes is cold. Where such a result is experienced it can be readily remedied by placing another register in the floor of the upper room and connecting it with the face plate in the ceiling of the room in which the heater is set. This will make a circulation of air in the two rooms, and will enable the cold air in the upper floor to come into the lower room to take the place of the heated air which is discharged from the heater through the register up stairs.

The average dealer looks on the work of repairing stoves as profitable, particularly when he has careful men to do the work. Oftentimes it is necessary to put a grate or fire pot in a cooking or heating stove at the residence of the owner, and the man who comes in and makes a lot of dirt for the housekeeper need not expect her continued patronage. Some stove jobbers make it a point to take from the shop a lot of old newspapers, which they spread on the floor under and around the stove to catch any of the dirt that may fall out during the work of repairing. Then they make it a point to thoroughly clean the stove before they start in to work. This takes but a few minutes, and enables the work to be done with more comfort and less dirt in the house.

There has been received at the Navy Department a sample of steel three-quarters of an inch in thickness which had been pierced by a rifle bullet of a caliber less than that of the present army rifle, or about thirty. The sample is interesting in that it shows that the torpedo boats may be rendered useless by good shots from such rifles. The distance at which the steel sample was pierced was about 200 feet. A torpedo boat's armor, her boiler and explosives might easily be pierced at this distance, or before she could make her projectile dangerous to a ship. The bullet was of steel and pointed. It made a remarkably clean hole in the steel.

We have the agency for CURTICE BROS.' Celebrated Canned Fruits and Vegetables, among which we carry in stock:

Early Sweet Corn	Sftd Early June Peas
Ex. Fam. Tom. 3 lb.	Sw't Wrinkled Peas
Blue L'b'l Tom. 3 1/2 lb.	June Pickings (Fr'ch Style)
Succotash	Preserved Peaches
Lima Beans	P'd Bartlett Pears
Refugee St'gles B'ns	Preserved Quinces
Golden Wax Beans	Egg Plums
White Mar'fat Peas	

The packer's name is a guarantee of quality. Send us your order. The prices are right.

I. M. CLARK GROCERY CO.

Grand Rapids

Coffee

"QUAKER"
"TO-KO"

"STATE HOUSE BLEND"

Roasted and put up especially for us by Dwinell, Wright & Co., the famous Coffee Roasters

TRY THESE COFFEES



Worden Grocer Co.

GRAND RAPIDS

ABOUT SHOPLIFTERS.

Many May be Caught, but Few are Prosecuted.

From the New York Sunday News.

A person unfamiliar with the criminal statistics of this city would come to the conclusion from reading the newspapers that trials and convictions for shoplifting are very common; but the testimony of the official records proves that such is not the case by any means.

The annual report of the Board of Police Justices professes to give a classified statement of all cases of crime that come under review in the police courts. Unfortunately, however, for the person who is seeking to get at the list of shoplifters, their crime is not classified by its popular name.

In the legal vernacular there is no such thing as shoplifting. The offense so described comes under the head of "larceny," or one of its three subdivisions—grand larceny, petty larceny and larceny from the premises. Under which particular one is the grand conundrum.

The only way of obtaining the exact information, say for the last twelve months, is to overhaul the judges' minutes, which consist of a mass of manuscript big enough to fill a good-sized woodshed.

If you have the physical strength and courage to attempt a job of this magnitude you will find, after having dug down to the depths of five or six months, that the number of shoplifting cases is amazingly small compared with the number of other kinds of cases.

There are annually brought before the police justices of New York some 40,000 persons charged with crime. The convictions for larceny reported for 1893 were in the neighborhood of 1,500. One of the principal clerks in the record room of the Court of Special Sessions at the Tombs was asked what proportion the number of cases of shoplifting bore to this total. He smiled as he said:

"I know most people think that shoplifters are a numerous class, but that's where they're wrong. I don't suppose that the proportion is greater than one in fifty."

He hit it almost exactly right. The actual proportion was one in forty-five.

The question arises, therefore, do these figures correctly represent the real state of the case? There are some reasons for believing that they do not. There is a good deal more of that sort of crime than the records reveal. Here are some facts tending to show it:

A few days ago, the News reporter had a conversation with a detective stationed in a store on Broadway, between Union square and twenty-third street.

"How long have you been doing duty here?" he was asked.

"Since the 22d of last December," was the reply.

"Do you find much occasion for your services?"

"Plenty of it."

"Can you tell me how many cases of shoplifting you have detected in that interval?"

He took a little memorandum book from his pocket and, after glancing over two or three pages, answered:

"Up until last Monday I had arrested twenty-four of these thieves."

"Were they all taken to the station house?"

"Not all. Fifteen of them begged so hard or made such plausible excuses that my employers concluded to let them go."

"What became of the nine others?"

"Six were discharged on account of the firm's refusal to appear against them, and three are now awaiting their trial."

In other words, out of twenty-four caught in the act, only three are likely to suffer the legal consequences. The victims of their crime were too tender-hearted to prosecute them.

There is a Fourteenth street firm that keeps three detectives constantly on the watch. The reporter interviewed two of these and received from them accounts essentially similar to the above. Dur-

ing the last two months they have had over thirty cases.

"How many of them are likely to go to trial?" asked the reporter.

"Well," returned the detective, in a puzzled sort of way, "perhaps half a dozen."

It was evident from his tone and manner that he thought half a dozen a big average in thirty days. They were mostly women and young girls. They pleaded dire suffering for need of the necessities of life, or a first offense, and the members of the firm, in spite of the detectives' advice, inclined to the side of mercy.

At a dry goods store on Sixth avenue the reporter was told that out of eight persons detained under suspicion, or observed secreting articles, during five weeks past, only one had been held for trial.

"They beg so pitifully and make such promises of reform that the firm is reluctant to appear against them. I believe that in a majority of cases this clemency is bad policy. Two of the parties who thus got off I have seen here several times since, and although I did not catch them stealing they doubtless came prepared to steal if they got a chance."

This detective also gave the reporter an account of his discovery of an entirely new wrinkle in the shoplifting line.

A lady, say, has an account at two different establishments. At one of them on a certain day she purchases some lace, and at the other some velvet.

She has been shadowed for several weeks by a shoplifter, who ascertains that the articles purchased are charged to her account and sent home. A note is also taken of the particular clerks with whom she transacts her business.

On the day in question the "shadow" goes to the establishment at which the lady has bought the velvet and orders a quantity of lace in her name. The clerk notifies the cashier and the cashier sends word back that it is all right.

"My coupe is waiting outside," she says; "be kind enough to deliver the parcel to the coachman," and she moves off, apparently to do some shopping in another department. The delivery boy, meanwhile, deposits the parcel in the coupe, the thief comes out as soon as he is gone and directs the coachman to drive her to the store where the lady has purchased the lace.

Here the same process is gone through with. An order for velvet is entered upon the account of the customer, the merchandise is taken out to the coupe, and the double swindle is successfully consummated.

"The cleverness of this trick," said the detective, "is obvious. A wealthy lady who keeps a running account at two or three places, where she makes purchases daily, is not apt to charge her memory with particular dates, or to remember exactly at which store she purchased certain articles. At the end of six months or a year, when her account is sent in, the items for the lace and velvet fail to excite her suspicions, because she has a general recollection of having purchased both lace and velvet. Although the account may seem to her larger than it ought to have been the chances are ten to one that she will settle it without enquiry or objection."

In illustration of the absurd excuses which kind-hearted storekeepers are in the habit of accepting the detective related the following:

"A party of four persons came into the store one afternoon and wanted to look at some jewelry. There were two men and two women, all well-dressed and respectable-looking. One of them, a man of venerable appearance, with snow-white hair and moustache, seemed desirous of buying a ring for one of the women. He selected several from the tray and passed them to her.

"I was standing where I could distinctly observe his movements. When she passed the rings back to him I saw him press one of them against the palm of his hand with his third finger and return the others to the tray. By a skillful contraction of the muscles of the palm he managed to retain the stolen ring and was going out of the store with it, when I stopped him at the doorway."

"I asked him to step back to the office with me. He went without the least show of embarrassment. 'Be kind enough to show me what you have in your right hand,' I said. He extended his hand, quite as if he had nothing to be ashamed of, and there was the ring."

"His simulated surprise was as fine a bit of acting as I ever saw. It completely imposed upon the proprietor of the store. The man declared that he was wholly unconscious that he was carrying off the ring, and my employer accepted his declaration as a truthful one."

Under these circumstances it is not to be wondered at that convictions for shoplifting are so few in proportion to the whole number of convictions. Even in cases in which the criminal intention is evident from the false pocket and side slit in the female shoplifter's skirt, the charitable disposition of the storekeeper seems generally to be stronger than the desire to inflict punishment.

Assisting Manufacturers.

A leading manufacturer has written a letter to the Baltimore American in which he says: "I personally know of a number of factories here, established for a number of years, well managed and showing from 15 to 20 per cent. annual profit in times of prosperity, which would like to increase their business, but they are unable to do so because they have not relatives or friends to supply the capital or to secure favors from banks." The writer advocates the establishment of an industrial bank, which shall be represented in the corporations and which shall take stock. He believes the mutual arrangement could be worked with satisfaction and profit. In its comments the American says:

"It is undeniably the fact that our banks ought to be more liberal with the manufacturers, and yet their position is the legitimate one that they can take no risks in concerns in which they can exercise no power or supervision."

MEAN men say
MEAN things, but we
MEAN just what we say

We are headquarters for

LUMBERMEN'S SUPPLIES?

Our line of **Duck, Kersey, Mackinaw and Leather Coats, Mittens, Gloves, Lumbermen's Socks and Kersey Pants** is immense. Values that make a man's eyes "stick out." Send us your card and our Agents will call.

Voigt, Herpolsheimer & Co.

WHOLESALE DRY GOODS

GRAND RAPIDS

There are some Bargains offered on
our Postal Cards this week—

WE OFFER

Turkey Red Damask, 58 inch.....18
Turkey Red Crepe Damask effects
58 inch.....22½
Standard Medium Colored Garner
Prints.....4
Ohio Valley Cotton, 44 Brown.....3½
Good Dark, 30 inch Outing Flannel.....4½

Good Light, 30 inch Outing Flannel... 4
Careleigh Dress Gingham.....4½
30 inch Black Satine.....7½
16 inch All Linen Brown Cash.....4½
Prints—American Shirts.....3½
American Indigos.....4½
American B Indigos.....7½
American C Indigos.....6½

Send us your name for future postals.

P. Steketee & Sons

August 12

GRAND RAPIDS

Spring & Company

IMPORTERS and
WHOLESALE DEALERS IN

**DRESS GOODS, SHAWLS, CLOAKS,
NOTIONS, RIBBONS, HOSIERY, GLOVES
UNDERWEAR, WOOLENS, FLANNELS
BLANKETS, GINGHAMS, PRINTS and
DOMESTIC COTTONS**

We invite the attention of the Trade to our
Complete and Well Assorted Stock
at Lowest Market Prices.

SPRING & COMPANY, Grand Rapids

Clerks' Corner

The Necessity of Learning to Think.

Here is a story I caught on the fly a day or two ago: A woman ordered a piece of ice from the grocery. The boy who brought it was a German. He put it on the dumb waiter in the basement to be hoisted up. After pulling with all her strength she exclaimed, "Gracious! How heavy this ice is! The grocer has given me good weight." In due time she succeeded in getting the dumb waiter up, and found, to her astonishment, the boy seated on the ice. With what breath she had left she demanded, "What did you make me pull you up here for?" "Why," was the answer, "I thought the cake would be too heavy for you to lift, so I came up to help you off with it."

One good thing about such stories is that there is little, if any, truth in them; and this one will serve as a fair sample of its class. The point to be brought out is that the boy, by a little thinking, might have saved the woman a great deal of needless exertion and himself a scolding for his stupidity. In the course of twenty-four hours, if report tells the truth, there is a great deal of this stupidity lying around loose in a grocery store, and the store isn't always in the country. The other day a clerk was taking the eggs from a basket on one end, of the counter to a box on the other end, three in each hand, six at a trip. The proprietor watched him for awhile, and then, with a laugh, told him to take the basket to the box and so save time and lessen the risk of breaking the eggs. A clerk starts out with a delivery wagon and drives several times over the same route; and when asked why he doesn't take the sensible way, he answers in the old stereotyped form, "I didn't think." So the order is left in the wrong place, or an hour after it is needed, and when the irate housekeeper reports the carelessness, and the clerk is reproved for it, out comes another expression which the grocer is tired of hearing: "I can't think of everything!"

Right, my boy, you can't; and what a blessing it is that it is not expected of you. For that very reason, fix up things in that little corner of the world which you call your own. If a poor memory bothers you, make out a daily programme for it and insist that it shall be carried out. Get things where you can control them, instead of having them control you; and by the time that happens, everything you do will show that there has been thought behind it.

This I-don't-know business never pays. Occasionally it may be excusable, but, when it becomes chronic, it is simply stupidity—a mental condition wanted nowhere. This is the class which ride up the waiter and spend the morning carrying eggs, and seeing if they can touch the teeth of a whirling buzzsaw, and peppering their friends with shot from guns they didn't know were loaded. Think, boy, first, last and all the time; and the day's work, although tiresome, will be not only a pleasure, but a delight.

One of the first results of this thinking will be to know where things belong and to keep them there. It may cost you a little trouble, but there is no reason why the clerk in an ordinary store should not be able to find in the dark, if need be, what he wants. He can't do this without order, and he need not

expect to do it at once without effort, but, to make himself effective, he must keep track of things, he must keep himself in good order, and, most of all, if he expects to amount to anything, he must first learn to think.

UNCLE BOB.

Incompetent Analysts.

As an example, showing just how much the opinion of the ordinary "expert" analyst, employed by municipal and other public boards, is worth, we note a case tried in London the other day. A party was arrested for selling impure powdered ginger, the charge having been made on the analysis of a Mr. Estcourt, of Manchester, "borough (burro) would more nearly fit the case) analyst," who certified that the sample obtained by him contained 25 per cent. of exhausted ginger. On trial the defendants submitted analyses from Dr. Campbell Brown and Dr. Collingwood Williams, both well-known chemists of Liverpool, certifying that the sample (a portion of which had been retained and submitted to them) was pure, high-grade ginger, Dr. Brown adding that "no one who knows anything about ginger can contend that the samples are other than high-class ginger." The Somerset-house (government) analysts also testified that the sample consisted of genuine, unexhausted, ground ginger. Of course the case was dismissed, but not until the defendants had been put to great trouble and expense to "prove their character."

This is but a sample of what is occurring nearly all the time in England and elsewhere, where local boards have the power to arrest merchants and apothecaries on the dictum of self-styled "experts"—men possessed of a smattering of chemical knowledge, not enough to enable them to earn a decent living at private practice, and who therefore eagerly snap up public appointments, with their meagre emoluments, merely to keep from starving.

It is a well-known fact that the salaries attached to the office of public chemist, both in England and America, are too small to attract the attention of competent men, except in rare instances; and hence they are usually filled by mediocre and incompetent men. In those cases where the fees are determined by the amount of work done and number of cases made, or amount of fines assessed and collected, the temptation to find impurities, falsifications and adulterations is very great, much greater than can be resisted by the ordinarily impecunious expert, and this is especially the case where the accused are too poor or too timid to make a fight. The fine and costs are usually much less than the fee of the average attorney, to say nothing of court costs, etc., and so they settle, as the shortest way out of the difficulty.

We will add that this is the surest way to make rascals. A man who compounds with his conscience, and barter his reputation to save a small (or large) sum, is in a state of moral decline which fits him to become a sophisticator, a substituter, or any other petty violator of the law.

A prominent St. Louis hotel man wanted a divorce from his wife, with whom he has not lived for some time, but he wanted it in a quiet way. So he went to the village of Hillsboro, in Jefferson county, put up at a little hotel and announced himself as a resident of the place. After a short stay, he filed an application for a divorce in the county court. When the case came up the judge proceeded to question him as to his business, and having extorted the fact that he was the manager of a big hotel in St. Louis, the judge demanded, "Why don't you apply for a divorce in St. Louis, where you are known? The case is dismissed."

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FOR CITY AND COUNTRY HOMES

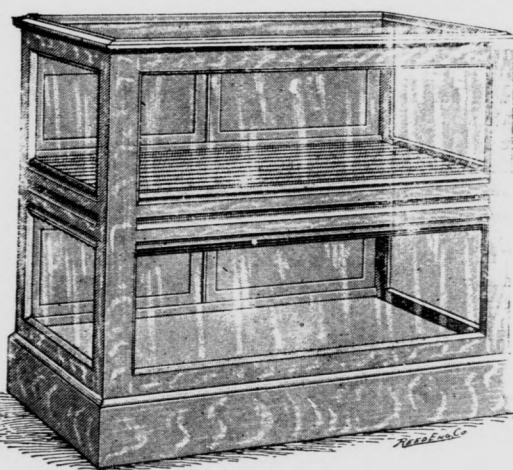
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Sell Furniture at Retail—

Bedroom Suites, Sideboards, Bookcases, Chairs, Tables, Chiffoniers, Couches and Lounges, Upholstered Parlor Furniture, Lace Curtains and Drapery Silks.

Correspondence and orders by mail solicited.

NELSON-MATTER FURN. CO., Grand Rapids



NEW CIGAR SHOWCASE.

Heyman
Company

WRITE FOR PRICES
ON ANY SHOWCASE
NEEDED

55, 57, 59, 61
Canal St.

GRAND RAPIDS

Buy Phillips'
Show = Cases

Silent Salesman
TRADE MARK

SHOW CASES, STORE FIXTURES, Etc.

J. PHILLIPS & CO., Detroit, Mich.

ESTABLISHED 1864.

J. T. MURPHY, Manufacturer

OFFICE AND STORE... FIXTURES, SPECIAL AND FURNITURE ORDER....

99 N. Ionia Street, Grand Rapids

TELEPHONE 73.



Grand Rapids
...Brush Co.

MANUFACTURERS OF

BRUSHES

Our Goods are sold by all Michigan Jobbing Houses.

GRAND RAPIDS, MICH.

THE ERA OF MECHANICAL EVOLUTION.

Written for the TRADESMAN.

There has never been a time in history when there was so rapid a growth of the mechanic arts as at the present. This is a statement which has been true and pertinent for a number of years past, for the present seems to be approaching a culmination from a beginning, still within the memory of those of middle age, when special attention began to be given to mechanical exactness—the time when instruments of real precision were first employed to guide and test the accuracy of the machinists' work. At about the same time the modern methods of machine making by the use of "gibs" and "templates," making it possible to have all similar parts in machines of the same kind interchangeable, came into practical use. These were the great evolutionary advances, making the modern machine possible.

But at no time has the rapidity of the forward movement been so great as at the present. The advance during the past few years is wonderful, almost beyond belief, and yet the immediate future promises developments far more wonderful.

It is interesting to inquire what are the causes of the peculiar activity of the immediate present. Perhaps no other single cause can compare with the bicycle. The unprecedented demand for these machines during the past few months, especially has made requirements of the manufacturing facilities of the country far in excess of any other machine or instrument. To meet this demand, required the use of machinery of great exactness, and the manufacture of such machinery has been largely stimulated. Factories have been established all over the country, in great numbers, and the facilities of those already in operation have been increased to the limit of possibility. Thus the bicycle manufacture constitutes a considerable factor in this evolution.

In another way, the bicycle is exerting a great influence on the future of mechanical possibilities. In the past, the most positive limitation to the use of machinery has been the lack of sufficient mechanical knowledge among the masses of the people to enable them to properly use and care for such machinery. The first requisite in the invention or designing of a machine was that it should not require skill to keep it in working order. This limitation has always been the great hindrance to the more general use of machinery. The effect of the use of the bicycle in the education of the great masses of the people in what is requisite for the proper care of machinery cannot fail to exert a tremendous influence in the immediate future in the use of machinery of all kinds. Every wheel put into the hands of a boy, man or woman is a schoolmaster in mechanical science, of no mean qualifications. The cost makes it an object of solicitude, and its delicacy requires a degree of care and skill in its preservation which cannot fail to be an effective object lesson that will qualify the pupil to properly care for and operate almost any ordinary piece of mechanism.

The consequence of this education cannot fail to be an enormous increase in the output of machinery of all kinds. The critical point in the success of the self-propelling carriage, for instance, of which we are just now learning so much, is the skill of the people into whose hands such carriages must be put. The

mechanical education just mentioned will go far to decide that point.

Wonderful as is the present mechanical developments, the future promises a development vastly more wonderful. A significant occurrence in this connection is that of the recent consolidation of the most extensive locomotive manufactory in this country—the Baldwin works, of Philadelphia, with the great electrical concern, the Westinghouse, of Pittsburgh. This consolidation promises a great advance in locomotive engineering and it is predicted that in a short time the speed of trains will be increased to 150 miles an hour. In other directions, the promises of mechanical development are almost or perhaps quite as wonderful. No one can predict the end. It will inevitably involve the harnessing of the forces of nature to the service of most of the physical wants of man.

W. N. F.

A Co-operative Scheme.

From the New York Shipping List.

An effort is being made to control the flint glass industry by the dissatisfied workers. They have mapped out a plan of co-operation and given it in charge of a committee to execute. It is claimed that all the members of the union and their families would number 35,000. It is proposed to get a free site for extensive factories sufficient to monopolize the flint glass industry, and to establish a community of workers similar to the Pullman idea. Instead of paying out \$500,000 to sustain a single strike, the union is to advance the necessary funds for organizing the socialist commonwealth, and tax every member regularly until the project is self-sustaining.

The co-operative scheme looks very well on paper, and the walking agitators would like to carry it out, but there is no probability of any competition being established from this source. There are too many discordant elements and too many ambitious officers who want to be dictators, for any united effort in a practical way to be a success. Regular manufacturers of flint glass are not disturbed over the new developments. They feel satisfied that quarrels would soon terminate the existence of a corporation founded on such a basis, and are inclined to believe that the suggestion is merely a strike for higher wages. If we are not mistaken, similar action has been taken in previous years.

A fine chance for an inventor is the manufacture of a simple machine which will run by steam, electricity, or clock-work, on the trip-hammer principle, cancel a stamp with each descent of the hammer, and enable a quick-fingered clerk, in an office of moderate size, dealing the letters one by one, to do in a total of two hours a day what now takes him six or eight. The third-class post offices, where the annual business is not less than \$1,000 and falls anywhere short of \$8,000, are 2,691 in number. The postmasters are allowed so much money, out of which they must pay the expenses of their offices, and it is an object to them, therefore, to get along with as little paid clerical help as possible. If, by the use of such a machine as has been suggested here, a third-class postmaster could turn all the cancellation and postmarking business over to one clerk and still have a good deal more of the latter's time than now to apply to other business, he would welcome the chance. The machine ought to be made to sell outright for \$200 or \$300, or rent for, say \$50 a year. With a small additional outlay for power, the postmaster would be in possession of a great money and labor-saver. The advantage to the maker of the machine in having the postmaster to deal with directly instead of the Government would be very great also.

The Crystal Valve Oil Can.....



THE BEST TO BUY!

THE BEST TO SELL!

THE BEST TO USE!

Over 100,000 Sold in 1894,

Automatic Valves--Non-Explosive

Ask your Jobber for them, or write

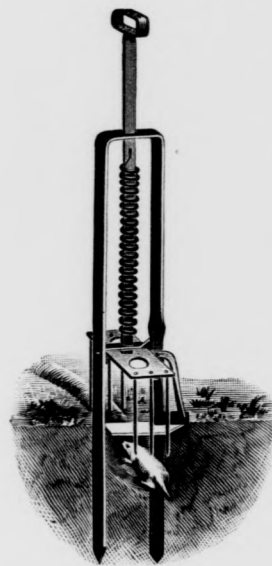
STAR MANUFACTURING CO.
CANTON, OHIO.

Moles

....THE....

REDDICK TRAP

BORN JAN. 1, 1895.



All the old Traps boiled down into a better one, at one-third the old price. A FIRST CLASS TRAP. No mole can pass under this trap and live!

FOR SALE BY

Foster, Stevens & Co.
Grand Rapids.

Association Matters

Grand Rapids Retail Grocers' Association

President, E. WHITE; Secretary, E. A. STOWE; Treasurer, J. GEO. LEHMAN.

Sugar Card Granulated.

5½ cents per pound. 4½ pounds for 25 cents
10 pounds for 50 cents. 20 pounds for \$1.

Jackson Retail Grocers' Association

President, BYRON C. HILL; Secretary, W. H. PORTER; Treasurer, J. F. HELMER.

Sugar Card Granulated.

5½ cents per pound. 9½ pounds for 50 cents
19 pounds for \$1.

Northern Mich. Retail Grocers' Association

President, J. F. TATMAN, Clare; Secretary, F. A. STOWE, Grand Rapids; Treasurer, FRANK SMITH, Leroy.

Owosso Business Men's Association.

President, A. D. WHIPPLE; Secretary, G. T. CAMPBELL; Treasurer, W. E. COLLINS.

Michigan Hardware Association.

President, F. S. CARLETON, Calumet; Vice President, HENRY C. WEBER, Detroit; Secretary-Treasurer, HENRY C. MINNIE, Euton Rapids.

Grand Rapids Fruit Growers' Association.

President, R. D. GRAHAM; Secretary, M. W. RONAN; Treasurer, H. O. BRAMAN.

Fourth Annual Excursion of the Jackson Grocers.

Jackson, Aug. 10.—The fourth annual excursion and picnic of the Jackson Grocers, under the auspices of the Jackson Retail Grocers' Association, was held at the usual time, the second Thursday in August. In order to satisfy the public, and find a pleasant and inviting location, the committees spent a great deal of time in visiting different resorts, and, after careful deliberation, decided that Diamond Lake, on the Air Line Division of the Michigan Central Railway, was the proper place. The distance (nearly 90 miles) seemed like a very long ride, and was thought by some to be too far, but on the assurance of the railway company that it would take the trains through in two and a half hours or less, it was decided to accept the location, and the terms offered by the railway company.

The excursion train was run in three sections of eleven cars each. The first section started at 6:20 a. m., the others following at intervals of twenty minutes. The run was made in fully as good time as agreed, and 2,000 people—the largest number ever taken on one excursion from the city—were landed at Forest Hall Station before 10 a. m.

Too much cannot be said in praise of the manner in which the company handled the great crowd. Traveling Passenger Agent Hall, Assistant Superintendent Fisher, Mr. Mercer, of the Ticket Department, and Mr. Mosier, ticket agent at Jackson, accompanied the different sections, and looked carefully after every detail regarding the running of the trains, while Conductors Hickman, McKain and Mulligan took excellent care of the merry people in their charge. The monstrous mogul engines which made such excellent time were handled by Engineers Black, Johnson and Weeks.

Diamond Lake is one of the prettiest bodies of water in Michigan, having a shore line of about twelve miles, nearly all of which is solid ground. There is quite a large island in the center of the Lake, well covered with magnificent forest trees, and also has a very pleasant resort located thereon. There are several camping parties located in cosy places.

The excursionists all left the cars at Forest Hall Station and, after a short walk to the grounds, where they quickly disposed of their lunch baskets and other articles which they did not wish to be burdened with, were soon scattered over the grounds of the various resorts, and on the Lake. The three steamers, the sail boats, and all the row boats were kept busy all day.

The grounds were well supplied with booths, where were to be had eatables for the hungry, drinkables (soft only) for the thirsty, with fruit and ice cream in abundance for those that wished. Meals were furnished at the various ho-

tels, for those that had not provided themselves with provender before starting.

The usual program of sports and events, which have heretofore been a feature of our excursions, was dispensed with on this occasion, and, in its stead, two games of base ball were arranged, the first between the wholesale grocers and their employees, and the retail grocers and their employees. The second game was between the Jackson Athletic Club, and the Concord base ball team. Two elegant trophies had been purchased for the competition, the trophies to be played for each year until one of the clubs shall have won it three times, it then to be the property of the winners.

The first game was called at 11 a. m. and was hotly contested for four long hours in the scorching rays of a midday sun, on a very rough and horribly dusty stubble field which had been burned over. The wholesalers thought it best to give their adversaries the game the first year, fearing that should the wholesalers be defeated on this occasion, the retailers would have to keep the trophy, because they would have no competitors on future excursions and it would look like a put-up job, where the retail grocers made a present to their club. The wholesalers do not see the result of the game the same as the retailers do, but there is nothing strange in that.

The second game was for blood and a second trophy. It was called at 3 p. m. The Concord club had been having their own way with clubs from neighboring towns, and thought they were invulnerable, but the Jackson boys laid them out by a score of 20 to 10.

After the ball game the excursionists began gathering their belongings, eating the remnants of their lunch, and wending their way toward the station, a tired but happy crowd.

The trains began leaving the resort at 6:15, the sections about twenty minutes apart, the same as in the morning, and the great crowd that celebrated the fourth outing of the Jackson grocers were all landed in the city by 9 o'clock in the evening. The usual good fortune that has attended the Jackson grocers on previous occasions staid by us again this year, as there was not a single casualty of any kind reported during the day. The benefits acquired by the grocers, and, in fact, by all the people, are so far reaching, and so numerous, that it seems to be as necessary for the Jackson grocers to have "their day" each year as it is to try to do business in the interval.

This, the fourth annual of the Association, has added much to the friendly feeling that has been brought into trade through the organization. Five years ago the grocers looked at each other as if they were enemies and apparently acted on the assumption that every other grocer was not fit to associate with. Today the grocers, both in and out of the Association, all work in harmony and do business with each other like members of one large family.

Let us keep up the good work until every tradesman will look upon his fellow tradesman as a good and loyal brother!

W. H. PORTER, Sec'y.

Ninth Annual Picnic of the Grand Rapids Grocers.

The ninth annual picnic and excursion conducted under the auspices of the Grand Rapids Retail Grocers' Association was held at Ottawa Beach last Thursday, and was the most enjoyable affair of the entire series. Two special trains and one regular train were run in each direction, handling the crowd in an admirable manner. On arriving at the Beach the crowd scattered to the various resorts around Black Lake, coming together again at 2 o'clock to participate in a daylight ride on Lake Michigan, which was by all means the most enjoyable feature of the occasion. A match game of base ball was played in the forenoon between the retail gro-

cers and retail clerks of Grand Rapids, resulting in the victory of the latter by a score of 7 to 0. An exhibition of the crew of the life-saving station at 5 p. m. completed the official program, and during the evening the grocers and their guests returned to their homes, well pleased with the day's enjoyment and unanimously voting the grocers' picnic the most pleasant event of the season.

Annual Meeting of the Grand Rapids Retail Grocers' Association.

At the annual meeting of the Grand Rapids Retail Grocers' Association, held at the office of the Michigan Tradesman on Tuesday evening, Aug. 6, President White presided.

Annual reports of officers being in order, Secretary Stowe presented his annual report, as follows:

Our total receipts from dues during the past year have been \$90.78, which I have turned over to the Treasurer in the sums and on the dates stated below, and for which I hold his receipts:

Sept. 4	.....	\$11 83
Nov. 21	.....	20 50
April 19	.....	8 50
July 18	.....	33 15
Aug. 6	.....	16 80

During the year I have drawn eleven orders on the Treasurer in settlement of bills approved by the Executive Committee, as follows:

Order No. 46—B. P. O. Elks	.....	\$ 20 00
47—Radcliff & Holt	.....	14 00
48—Tradesman Company	.....	15 60
49—E. A. Stowe	.....	50 00
50—B. P. O. Elks	.....	4 66
51—E. A. Stowe	.....	50 00
52—Tradesman Company	.....	30 53
53—Frank T. Lawrence	.....	5 00
54—E. A. Owen	.....	3 00
55—E. A. Cloonan	.....	2 00
56—Tradesman Company	.....	15 10

Total \$209 89

The report was accepted and adopted. Treasurer Lehman presented his annual report, as follows:

RECEIPTS.

Balance on hand	.....	\$105 19
Rec'd from Sec'y Sept. 4	.....	11 83
Nov. 21	.....	20 50
April 19	.....	8 50
July 18	.....	33 15
Aug. 6	.....	16 80

Total receipts \$195 97

DISBURSEMENTS.

Paid Al. Rasch picnic prizes	.....	\$ 2 50
Paid Order No. 46	.....	20 00
47	.....	14 00
48	.....	15 60
49	.....	50 00
50	.....	4 66
51	.....	50 00
52	.....	30 53
53	.....	5 00
54	.....	3 00
55	.....	2 00

Total disbursements \$194 29

RECAPITULATION.

Total receipts	.....	\$195 97
Total disbursements	.....	194 29

Balance on hand 1 68

Two orders issued by the Secretary on the approval of the Executive Committee have not yet been presented for payment—one for \$3 in favor of E. A. Owen, and another for \$15.10 in favor of the Tradesman Company.

In addition to above balance, I have in my hands a certificate of deposit for \$200, on which there is now \$8 interest due.

The report was accepted and adopted. The Picnic Committee made a final report regarding arrangements consummated for the ninth annual picnic, which was accepted and adopted.

A vote of thanks was tendered the H. J. Heinz Co. for contributing 1,000 badges for the picnic and the Secretary was instructed to inform the donor of the action of the Association.

A vote of thanks was also tendered E. A. Stowe for waiving any claim for compensation as Secretary since Jan. 1, 1895; also for furnishing room and elevator service for the meetings of the Association.

In view of the fact that the employment of a salaried Secretary is under consideration by the Association, Mr. Lehman moved that the annual election of officers be deferred until Aug. 20, in order that the members may ascertain how large a fund the organization will receive from the picnic receipts, so that they may act understandingly in the matter. The motion was adopted and the meeting adjourned.

Carey & Marquette have opened a grocery store at Ionia. The Lemon & Wheeler Co. furnished the stock.

OF COURSE YOU HANDLE

LION COFFEE

For Sale by All Jobbers.

SEE PRICE LIST ELSEWHERE.

EVERY PACKAGE 16 OZ. NET

WITHOUT GLAZING.

Perfectly Pure Coffee.



WOOLSON SPICE CO.

TOLEDO, OHIO, and KANSAS CITY, MO.

JESS Plug Tobacco JESS

Why is there such a sale on this brand?
1st—Because it is made of the choicest of leaf.
2nd—Because it is wrapped with the choicest of wrappers.
3rd—Because it is eased to suit the taste of the large majority of chewers.
4th—Because it is sold at a price within the reach of all.

Jess Fine Cut Tobacco

Our success with the plug has shown us that we can sell a tobacco under a private brand if the goods are right, so we have introduced a fine cut also, which we trust will be given the same reception the plug has.

Musselman Grocer Co.,

JESS Grand Rapids, Mich. JESS

Drugs==Chemicals

STATE BOARD OF PHARMACY.

One Year—Geo. GUNDUM, Ionia
Two Years—C. A. BURGEE, Charlevoix
Three Years—S. E. PARKILL, Owosso
Four Years—F. W. R. PERRY, Detroit
Five Years—A. C. SCHUMACHER, Ann Arbor

President, C. A. BURGEE, Charlevoix
Secretary, F. W. R. PERRY, Detroit
Treasurer, GEO. GUNDUM, Ionia
Coming Meetings—Houghton, August—
Lansing, November 5.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, GEO. J. WARD, St. Clair.
Vice Presidents, S. P. WHITMARSH, Palmyra;
G. C. PHILLIPS, Ann Arbor.
Secretary, B. SCHROEDER, Grand Rapids.
Treasurer, WM. DUPONT, Detroit.
Executive Committee—F. J. WITZBURG, Grand Rapids; F. D. STEVENS, Detroit; H. G. COLMAN, Kalamazoo; E. T. WEBB JACKSON, D. M. RUSSELL, Grand Rapids.

GRAND RAPIDS PHARMACEUTICAL SOCIETY.

President, JOHN E. PECK
Secretary, B. SCHROEDER

REPRESENTATIVE RETAILERS.

Julius Schuster, of Desenberg & Schuster, Kalamazoo.

That "comparisons are odious" is shown nowhere more conclusively—and, possibly, more painfully—than in bringing together educational results. Great stress is laid upon the time and money and labor expended upon the common schools of the United States. There are courses of study, elective and non-elective, covering long periods of years, and, when all is completed, the boy intended for business dodges this grade here and cuts "across lots" there, and, before he can read and spell, with a handwriting that an expert cannot read, he goes into business long before he is ready for it and finds fault with a system which "doesn't teach nothin'."

These things are done differently in the old world—in Germany for example—where the subject of this sketch was born, in Westphalia, April 27, 1842. By the time the child is ready for school, it is decided what his course shall be, and the training, without interruption, is carried patiently to the end, and the boy goes from the school to his life work prepared. He can read; he can spell; he can cast accounts; he has at his finger ends a handwriting which is read at a glance, and, with these for a foundation, such things are added as he can make good use of, and they are taught until he has a facile use of them.

It was this thorough training in the schools of the Fatherland which Mr. Schuster took with him to the wholesale house of Sternberg & Son, grocers at Bielefeld, Prussia, where he served an apprenticeship of four years before coming to America.

So trained and so tested, he left Germany in 1865 and went to Kalamazoo. There he became book-keeper for B. Desenberg & Co., a position he held for five years—a fact which tells its own efficient story of good service. Wishing, then, to see something of the southern portion of the country, he closed his books and for a twelve-month was a citizen of Alabama. Ready, then, to go on with his work, he came back to Kalamazoo and was associated with a Mr. Nathanson under the firm name of Nathanson & Schuster, until the death of that gentleman in 1871, when he formed a copartnership with Myer Desenberg, under the style of Desenberg & Schuster, and embarked in the grocery business, which is still conducted under

the same style, and is generally conceded to be one of the most successful in the State.

Mr. Schuster is also President of the Electric Lighting Company of Kalamazoo, and is identified, actively and financially, with several other manufacturing and mercantile institutions.

From a successful business career, which his thorough training from the first made possible, it is a pleasure to turn to Mr. Schuster's record as a citizen. Here learning, as it always does, makes its influence felt; and the citizens of Kalamazoo were not backward in recognizing it. They needed an Alderman in 1892, and chose him. They needed him in 1894 for two years. What place he holds in the opinion of the city government may be gleaned from the fact that he heads the list in the chairmanship of standing committees, that of Finance, a position second to none in importance, and one which calls for sound judgment and a clear knowledge of the principles of municipal business and their practical application.

Commercial success, and a place high in public regard, are strong indications of social distinction and a happy home. Here, after all, is where the real man appears; for here, best of all, are to be seen the results of what training and prosperity can do to make the home "the dearest spot on earth." Mr. Schuster has nothing to say of this side of his life; but those who have stepped over the threshold of 510 South Burdick street, are ready to speak of the kindly courtesy and the warm-hearted hospitality which delighted them, and to wish that others, whom similar fortune has favored, might dispense as generously and as gracefully the good things with which their culture and their well-directed industry have surrounded them.

The Growing Trade of Japan.

The commercial importance of Japan, now that she is becoming to be more widely recognized than before, is likely to become overestimated in some quarters, while in others the tendency will be to underrate it. The statistics of Japanese trade, however, furnish a surprising record of advance, and one which will not easily be discounted even among the most prosperous nations. From 1884 to 1892 her output of textiles increased from \$5,000,000 to \$35,000,000, of sevenfold in six years. The exports of Japanese products seven years ago amounted to about \$55,000,000, but in 1892 this had increased to \$75,000,000, or 40 per cent. The activity in silk manufacture has been sharply felt for some time by European manufacturers. These facts are interesting in themselves, and they are especially valuable as a basis on which to form a definite conception of Japanese commercial probabilities.

In taking a train on the Pennsylvania Railroad from Wilmington to Washington recently, Engineer George Fredericks, with engine No. 92, made the run from Loudon Park to the Navy Yard, a distance of thirty-five and a half miles, in thirty-three and a half minutes. The five and one-tenth miles between Landover and Anacosta was covered in three minutes, a rate equal to 102 miles per hour. This, it is said, beats the record for rapid railroad travel for that distance with a train. Engine No. 92 is a new one, recently sent from the Altoona shops.

PECK'S HEADACHE..... POWDERS
Pay the Best Profit. Order from your jobber

William Reid

26-28 Louis St.

JOBBER OF
**Paints, Oils, Brushes,
Varnishes, Etc.**

PLATE and WINDOW GLASS.

GRAND RAPIDS, MICH.

Ghent's Headache Wafers

Permanent Cure for NEURALGIA

Handled by all Jobbers. Prepared by
C. N. GHENT & CO., Pharmacists
BAY CITY, MICH.



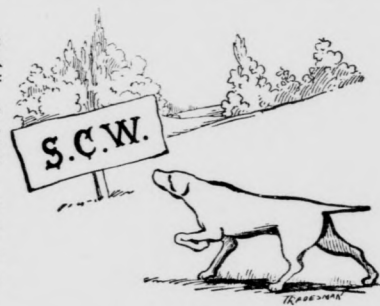
USE JENNINGS' FLAVORING EXTRACTS

SEE QUOTATIONS.

Will you allow us to give you

A POINTER

The S. C. W. is the only nickle Cigar, Sold by all Jobbers traveling from Grand Rapids and by Snyder & Straub, Jobbers of Confectionery, Muskegon. We do not claim this Cigar to be better than any 10 cent Cigar made, but we do claim it to be as good as any 5 cent Cigar that is sold for a nickle.



Mr. Thomas

THE BEST FIVE CENT CIGAR

IN THE COUNTRY.

ED. W. RUHE, MAKER,
CHICAGO.

F. E. BUSHMAN, Agt., 523 John St., KALAMAZOO



MAGIC OINTMENT!

—AND—

"ANTI-FLY" GREASE

A sure protection against Cattle Fly. A valuable Antiseptic Ointment for stock of all kinds. Can be used for Sores or Bruises. Makes an excellent Hoof Ointment.

Manufactured by

Scofield, Shurmer & Teagle, GRAND RAPIDS MICH.

Send for Pamphlet of Testimonials, etc.

WHOLESALE PRICE CURRENT.

Advanced—Oil Anise Oil Cinnamon, Bichrom Potash, Oil Peppermint. Declined—Linseed Oil.

Acidum					
Aceticum	\$ 80¢	10			
Benzoinum, German	65¢	75			
Boricac.	6¢	15			
Carbonic.	22¢	32			
Citricum	41¢	44			
Hydrochlor.	36¢	12			
Nitrosum	106¢	12			
Oxalicum	1¢	12			
Phosphorium, dil.	6¢	2			
Salicylicum.	55¢	65			
Sulphuricum	13¢	6			
Tannicum	1 40¢	1 60			
Tartaricum.	33¢	35			
Ammonia					
Aqua, 16 deg.	4¢	6			
Aqua, 20 deg.	6¢	8			
Carbonas.	12¢	14			
Chloridum	12¢	14			
Aniline					
Black.	2 00	2 25			
Brown	80¢	1 0			
Red	45¢	50			
Yellow	2 50¢	3 00			
Bacca.					
Cubebae.	20¢	25			
Juniperus.	8¢	10			
Xanthoxylum	25¢	30			
Balsamum					
Copaiba.	45¢	50			
Peru.	6¢	2 00			
Terabin, Canada	45¢	50			
Tolutan.	50¢	5			
Cortex					
Abies, Canadian	18	24			
Cassia	18	24			
Cinchona Flava.	18	24			
Euonymus atropurp	30	30			
Myrica Genifera, po.	24	30			
Prunus Virgin.	12	12			
Quillaia, gr'd.	10	15			
Sassafras.	12	12			
Ulmus, po. 15, gr'd	15	15			
Extractum					
Glycerhiza Glabra.	24¢	25			
Glycerhiza, po.	33¢	35			
Hæmatox, 15 lb box.	11¢	12			
Hæmatox, 1s	13¢	14			
Hæmatox, 1/2s	14¢	15			
Hæmatox, 1/4s	16¢	17			
Ferru					
Carbonate Precip.	15	20			
Citrate and Quinia.	3 50	4 00			
Citrate Soluble.	80	85			
Ferrocyanidum Sol.	50	55			
Solut. Chloride	15	20			
Sulphate, com'l.	2	3			
Sulphate, com'l. by	50	55			
bbl. per cwt.	50	55			
Sulphate, pure	7	10			
Flora					
Arnica	12¢	14			
Anthemis	18¢	25			
Matricaria	18¢	25			
Folia					
Barosma.	14¢	30			
Cassia Acutifol, Tin-	18¢	25			
nevelly	25¢	30			
Cassia Acutifol, Aiz.	42¢	20			
Salvia officinalis, 1/2s	8¢	10			
Ura Ursi.	8¢	10			
Gummi					
Acacia, 1st picked	6¢	60			
Acacia, 2d picked	6¢	40			
Acacia, 3d picked	6¢	30			
Acacia, sifted sorts.	6¢	20			
Acacia, po.	60¢	80			
Aloe, Barb. po. 20/28	14¢	18			
Aloe, Cape, po. 15	6¢	12			
Aloe, Socotri, po. 60	5¢	5			
Ammoniac	55¢	60			
Assafoetida, po. 15	30¢	35			
Benzoinum	50¢	55			
Catechu, 1s.	6¢	13			
Catechu, 1/2s.	6¢	14			
Catechu, 1/4s.	6¢	16			
Camphore	58¢	60			
Euphorbium, po. 35	6¢	10			
Galbanum	6¢	10			
Gamboge po.	65¢	70			
Guaiaecum, po. 35	6¢	10			
Kino, po. 20/28	6¢	10			
Mastic	6¢	10			
Myrrh, po. 45	6¢	10			
Opil, po. \$3.00/3 20	85¢	1 00			
Shellac	4¢	60			
Shellac, bleached	40¢	45			
Tragacanth	50¢	55			
Herba					
Absinthium, oz. pkg	25	30			
Eupatorium, oz. pkg	20	25			
Lobelia, oz. pkg	20	25			
Majorum, oz. pkg	28	35			
Mentha Pip. oz. pkg	23	28			
Mentha Vir. oz. pkg	25	30			
Rue, oz. pkg	39	45			
Tanacetum, oz. pkg	22	28			
Thymus, V. oz. pkg	35	40			
Magnesia.					
Calcined, Pat.	55¢	60			
Carbonate, Pat.	20¢	22			
Carbonate, K. & M.	20¢	25			
Carbonate, Jennings	35¢	36			
Oleum					
Absinthium	2 50¢	3 00			
Amygdala, Dule.	30¢	50			
Amygdala, Amara	8 00¢	8 25			
Anisi.	2 10¢	2 20			
Aurant Cortex.	1 80¢	2 00			
Bergamit	3 00¢	3 20			
Capituli	70¢	75			
Caryophylli	75¢	80			
Cedar.	35¢	65			
Chenopadii.	6¢	1 00			
Cinnamoni.	1 70¢	1 80			
Citronella	45¢	50			
Conium Mac.	35¢	65			
Copaiba	80¢	90			
Cubeba	1 50¢	1 60			
Exechthitos	1 20¢	1 30			
Erigeron	1 20¢	1 30			
Gaultheria	1 50¢	1 60			
Geranium, ounce	6¢	75			
Gossypii, Sem. gal.	60¢	70			
Hedeoma	1 25¢	1 40			
Juniperia	1 50¢	2 00			
Lavendula	9¢	2 00			
Linonis	1 20¢	1 30			
Mentha Piper	2 50¢	3 00			
Mentha Verid.	1 80¢	2 00			
Morhuac, gal.	1 75¢	1 85			
Myrica, ounce	6¢	50			
Olive	90¢	3 00			
Picis Liquida	10¢	12			
Picis Liquida, gal.	6¢	35			
Ricina	88¢	96			
Rosmarini.	6¢	1 00			
Rosa, ounce.	6 50¢	8 50			
Succini	40¢	45			
Sabina	90¢	1 00			
Santal	2 50¢	3 00			
Sassafras	50¢	55			
Sinapis, ess. ounce.	6¢	65			
Tigili	6¢	1 00			
Thyme	40¢	50			
Thyme, opt.	6¢	1 60			
Theobromas	15¢	20			
Potassium					
Bi-Barb.	15¢	18			
Bichromate	13¢	15			
Bromide.	45¢	48			
Carb.	12¢	15			
Chlorate, po. 17/19	16¢	18			
Cyanide	50¢	55			
Iodide	2 00¢	3 00			
Potassa, Bitart. pure	24¢	26			
Potassa, Bitart. com	6¢	15			
Potass Nitras, opt.	8¢	10			
Potass Nitras.	7¢	9			
Prussiate	25¢	28			
Sulphate po	15¢	18			
Radix					
Aconitum	20¢	25			
Althea	22¢	25			
Anchusa	12¢	15			
Arum p.	6¢	25			
Calamus	20¢	40			
Gentiana, po. 12	8¢	10			
Glycerhiza, pv. 15	10¢	18			
Hydrastis Canad.	6¢	30			
Hydrastis Can. po.	6¢	35			
Hellebore, Alba, po.	15¢	20			
Insula, po.	15¢	20			
Ireos, po.	1 30¢	1 40			
Iris plox, po. 35/38	35¢	40			
Jalapa, pr.	40¢	45			
Maranta, 1/2s	6¢	35			
Podophyllum, po.	15¢	18			
Rhei	75¢	1 00			
Rhei, cut.	6¢	1 75			
Rhei, pv.	75¢	1 35			
Spigelia	35¢	38			
Sanguinaria, po. 25	6¢	20			
Serpentaria	50¢	55			
Senega	55¢	60			
Similax, officinalis II	6¢	40			
Smilax, M.	6¢	25			
S. ille	10¢	12			
Symplocarpus, Feti-	6¢	35			
dus, po.	6¢	25			
Valeriana, Eng. po. 30	6¢	25			
Valeriana, German.	15¢	20			
Zingiber a.	18¢	20			
Zingiber j.	18¢	20			
Semen					
Anisum, po. 20	6¢	15			
Apium (gravelons)	14¢	16			
Bird, 1s.	4¢	6			
Cardui, po. 18	10¢	12			
Cardamon	1 00¢	1 25			
Carum	12¢	14			
Coriandrum	5¢	5			
Cannabis Sativa	75¢	1 00			
Cynoditum	10¢	12			
Cyperopodium	80¢	2 00			
Dipterix odorata	6¢	15			
Foeniculum	6¢	15			
Fenugreek, po.	3¢	4			
Lini	3¢	4			
Lini, gr'd. bbl. 3/4	3¢	4			
Lobelia	35¢	40			
Pharlaris Canarian	4¢	5			
Rapa	1 20¢	5			
Sinapis Albu.	7¢	8			
Sinapis Nigra	11¢	12			
Spiritus					
Frumentum, W. D. Co.	2 00¢	2 50			
Frumentum, D. F. R.	2 00¢	2 25			
Frumentum	1 25¢	1 50			
Juniperis Co. O. T.	1 65¢	2 00			
Juniperis Co.	1 25¢	3 50			
Saccharum N. E.	1 00¢	2 10			
Spt. Vini Galli	1 75¢	6 50			
Vini Oporto	1 25¢	2 00			
Vini Alba	1 25¢	2 00			
Sponges					
Florida sheeps' wool	2 50¢	2 75			
Nassau sheeps' wool	6¢	2 00			
Velvet extra sheeps'	6¢	1 10			
wool, carriage	6¢	85			
Extra yellow sheeps'	6¢	65			
wool, carriage	6¢	75			
Grass sheeps' wool.	6¢	65			
Hard, for slate	6¢	75			
Yellow Reef, for	6¢	1 40			
slate use.	6¢	1 40			
Syrups					
Acacia	6¢	50			
Aurant Cortex.	6¢	50			
Zingiber.	6¢	50			
Ipecac	6¢	50			
Ferri Iod.	6¢	50			
Rhei Arom.	6¢	50			
Smilax Officialis.	50¢	60			
Senega	6¢	50			
Scilla	6¢	50			
Sellae Co.	6¢	50			
Sellae Co.	6¢	50			
Tolutan	6¢	50			
Prunus virg.	6¢	50			
Tinctures					
Aconitum Napellis R	60				
Aconitum Napellis F	60				
Aloes and Myrrh.	60				
Arnica	60				
Assafoetida	50				
Asoppe Belladonna	60				
Azuriti C. rtx.	60				
Benzoin	60				
Benzoin Co.	60				
Barosma	60				
Cantharides	60				
Capsicum	60				
Cardamon	60				
Cardamon Co.	60				
Castor	60				
Catechu	60				
Cinchona	60				
Columba	60				
Cubeba	60				

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 5 50 Frazer's.....75 9 00 Mica.....60 8 00 Paragon.....35 6 00 BAKING POWDER. Acme. 1/4 lb cans 3 doz.....45 1/2 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Arctic. 1/4 lb cans 6 doz case.....55 1/2 lb cans 4 doz case.....1 10 1 lb cans 2 doz case.....2 00 1 lb case 1 doz case.....9 00 Red Star. 1/4 lb cans.....40 1/2 lb cans.....75 1 lb cans.....1 40 Van Anrooy's Pure. 1/4 lb cans 6 doz case.....85 1/2 lb cans 4 doz case.....1 65 1 lb cans 2 doz case.....3 25 Teller's. 1/4 lb cans doz.....45 1/2 lb cans doz.....85 1 lb cans doz.....1 50 Our Leader. 1/4 lb cans.....45 1/2 lb cans.....75 1 lb cans.....1 50 BATH BRICK. 2 dozen in case.....70 American.....70 English.....80 BLUING. Arctic 4 oz ovals.....Gross 3 60 Arctic 8 oz ovals.....6 75 Arctic pints round.....9 00 Arctic No. 2 sifting box.....2 75 Arctic No. 3 sifting box.....4 00 Arctic No. 5 sifting box.....8 00 Arctic 1 oz ball.....4 50 Mexican liquid 1 oz.....3 60 Mex can liquid 8 oz.....6 50 BROOKS. No. 1 Carpet.....2 20 No. 2 Carpet.....2 00 No. 3 Carpet.....1 75 No. 4 Carpet.....1 60 Parlor Gem.....2 50 Common Whisk.....85 Fancy Whisk.....1 00 Warehouse.....2 50 CANDLES. Hotel 40 lb boxes.....10 Star 40 lb boxes.....9 Paraffine.....10 CANNED GOODS. As the pack of 1885 will not begin to arrive in any quantity until about Sept. 1, we have concluded to defer the publication of full list under this head until our issue of Sept. 4. CATSUP. Blue Label Brand. Half pint 25 bottles.....2 75 Pint 25 bottles.....4 50 Quart 1 doz bottles.....3 50 Triumph Brand. Half pint per doz.....1 35 Pint 25 bottles.....4 50 Quart per doz.....3 75 CEMENT. Major's, per gross..... 1/2 oz size.....12 00 1 oz size.....18 00 Liq. Glue, 1 z 9 60 Leather Cement. 1 oz size.....12 00 2 oz size.....18 00 Rubber Cement. 2 oz size.....2 00 CHEESE. Amboy.....@ 9 1/2 Acme.....@ 10 Jersey.....@ 9 1/2 Lenawee.....@ 9 1/2 Riverside.....@ 9 1/2 Gold Medal.....@ 7 Skim.....@ 11 Brick.....@ 10 Edam.....@ 10 Leiden.....@ 20 Limburger.....@ 15 Pineapple.....@ 24 Roquefort.....@ 35 Sap Sago.....@ 18 Schweitzer, imported.....@ 24 Schweitzer, domestic.....@ 14	Chicory. Bulk.....5 Red.....7 CHOCOLATE. Baker's. German Sweet.....23 Premium.....37 Breakfast Cocoa.....45 CLOTHES LINES. Cotton, 40 ft. per doz.....95 Cotton, 50 ft. per doz.....1 15 Cotton, 60 ft. per doz.....1 35 Cotton, 70 ft. per doz.....1 55 Cotton, 80 ft. per doz.....1 95 Jute, 60 ft. per doz.....80 Jute, 72 ft. per doz.....95 CLOTHES PINS. 5 gross boxes.....40 COFFEE. Green. Rio. Fair.....18 Prime.....19 Golden.....21 Peaberry.....23 Santos. Fair.....19 Good.....20 Prime.....22 Peaberry.....23 Mexican and Guatamala. Fair.....21 Good.....22 Fancy.....24 Maracaibo. Prime.....23 Milled.....24 Java. Inter r.....25 Private Growth.....25 Mandehling.....25 Mocha. Arabian.....28 Roasted. To ascertain cost of roasted coffee, add 1/2c per lb. for roasting and 15 per cent. for shrinkage. Package. Arbuckle.....21 80 Jersey.....21 80 Lion Coffee <i>Fine Assortment of Summer Games now in the packages.</i> <i>10 Ounces Net</i> Cases 100 lbs. 21 8-10 <i>" 60 "</i> Cabinets 120 lbs. Same Price <i>90¢ Extra for Cabinets.</i> McLaughlin's XXXX. 21 80 Extract. Valley City 1/2 gross.....75 Felix 1/2 gross.....1 15 Hummel's foil 1/2 gross.....85 Hummel's tin 1/2 gross.....1 43 KOFFA-AID 100 packages in case..... 60 packages in case..... COCOA SHELLS. 20 lb bags.....2 1/2 Less quantity.....3 Pound packages.....4 CREAM TARTAR. Strictly pure.....30 Teller's Absolute.....30 Grocers'.....15@25 CONDENSED MILK. 4 doz. in case.....  N. Y. Condensed Milk Co.'s brands. Gail Borden Eagle.....7 40 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 35 Dime.....3 35	 Peerless evaporated cream 5 75 COUPON BOOKS. "Tradesman." \$ 1 books, per 100.....2 00 \$ 2 books, per 100.....2 50 \$ 3 books, per 100.....3 00 \$ 5 books, per 100.....3 50 \$ 10 books, per 100.....4 00 \$ 20 books, per 100.....5 00 "Superior." \$ 1 books, per 100.....2 50 \$ 2 books, per 100.....3 00 \$ 3 books, per 100.....3 50 \$ 5 books, per 100.....4 00 \$ 10 books, per 100.....5 00 "Universal." \$ 1 books, per 100.....3 00 \$ 2 books, per 100.....3 50 \$ 3 books, per 100.....4 00 \$ 5 books, per 100.....5 00 \$ 10 books, per 100.....6 00 \$ 20 books, per 100.....7 00 Above prices on coupon books are subject to the following quantity discounts: 200 books or over.....5 per cent 500 books or over.....10 per cent 1000 books or over.....20 per cent Coupon Pass Books. Can be made to represent any denomination from \$10 down. 50 books.....1 00 100 books.....2 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50 Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS. DOMESTIC. Apples. Sundried.....6 1/4 Evaporated 50 lb boxes.....7 1/4 California Goods. Apricots.....8 1/2 Blackberries.....8 1/4 Nectarines.....8 1/4 Peaches.....8 1/4 Pears.....6 1/4 Pitted Cherries.....6 1/2 Prunelles.....6 1/2 Raspberries.....6 1/2 Raisins. Loose Muscatels. 2 Crown.....3 1/2 3 Crown.....4 4 Crown.....5 FOREIGN. Patras bbls.....@2 1/2 Vostizias 50 lb cases.....@2 1/2 Schult's Cleaned. 25 lb boxes.....@5 1/4 50 lb boxes.....@5 1/2 1 lb packages.....@6 Peel. Citron Leghorn 25 lb bx.....13 Lemon Leghorn 25 lb bx.....11 Orange Leghorn 25 lb bx.....12 Prunes. 25 lb boxes.....4 1/2 California 100-120.....5 1/4 California 90-100.....5 1/4 California 80-90.....6 California 70-80.....6 1/2 California 60-70.....7 1/4 1/4 cent less in bags	Raisins. Ondura 20 lb boxes.....@5 1/4 Sultan 20 lb boxes.....@6 1/4 Valencia 30 lb boxes..... FARINACEOUS GOODS. Farina. Bulk.....3 Grits. Walsh-DeRoo Co.'s.....2 00 Hominy. Barrels.....3 25 Flake, 50 lb. drums.....1 50 Lima Beans. Dried.....6 1/2 Maccaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Empire.....3 1/4 Chester.....2 1/2 Peas. Green, bu.....1 15 Split, per lb.....2 1/4 Rolled Oats. Schumacher, bbl.....4 20 Schumacher, 1/2 bbl.....2 25 Monarch, bbl.....3 60 Monarch, 1/2 bbl.....1 90 Quaker, cases.....3 20 Oven Baked.....3 25 Lakeside.....2 25 Sago. German.....4 East India.....3 1/2 Wheat. Cracked, bulk.....3 24 2 lb packages.....2 40 FISH. Cod. Georges cured.....@ 5 Georges genuine.....@ 5 1/2 Georges selected.....@ 6 Strips or bricks.....6 @ 9 Halibut. Smoked.....11 @ 12 Herring. Holland white hoops keg.....80 Holland white hoops bbl..... Norwegian.....2 55 Round 100 lbs.....1 30 Round 40 lbs.....13 00 Sealed.....13 00 Packerel. No. 1 100 lbs.....11 50 No. 1 40 lbs.....4 90 No. 1 10 lbs.....1 30 No. 2 100 lbs.....4 00 No. 2 40 lbs.....4 00 No. 2 10 lbs.....1 08 Family 90 lbs..... Family 10 lbs..... Sardines. Russian kegs.....55 Trout. No. 1 100 lbs.....4 25 No. 1 40 lbs.....1 95 No. 1 10 lbs.....59 No. 1 8 lbs.....48 Whitefish. No. 1 No. 2 Fam..... 100 lbs.....7 00 6 00 2 50 40 lbs.....3 10 2 70 1 30 10 lb.....85 75 40 8 lbs.....71 63 35 FLAVORING EXTRACTS. Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. 2 oz.....doz 75 4 oz.....1 50 Regular Vanilla. 2 oz.....doz 75 4 oz.....1 50 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50 Jennings. Lemon Vanilla 2 oz regular panel.....75 1 20 4 oz regular panel.....1 50 2 00 6 oz regular panel.....2 00 3 00 No. 3 taper.....1 35 2 00 No. 4 taper.....1 50 2 50	HERBS. Sage.....15 Hops.....15 GUNPOWDER. Rifle-Dupont's. Kegs.....3 25 Half Kegs.....1 90 Quarter Kegs.....1 10 1 lb cans.....30 1/2 lb cans.....18 Choke Bore-Dupont's. Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 1 lb cans.....34 Eagle Duck-Dupont's. Kegs.....11 00 Half Kegs.....5 75 Quarter Kegs.....3 00 1 lb cans.....60 INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 JELLY. 15 lb pails.....36 17 lb pails.....42 30 lb pails.....70 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT.  Mince meat, 3 doz in case.....2 75 Pie Prep, 3 doz in case.....2 75 MATCHES. Columbia Match Co.'s brands Columbia Parlor.....1 25 XXX Sulphur.....1 00 Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 MOLASSES. Blackstrap. Sugar house.....10@12 Cuba Baking. Ordinary.....12@14 Porto Rico. Prime.....20 Fancy.....30 New Orleans. Fair.....18 Good.....22 Extra good.....24 Fancy.....30 Half-barrels 3c extra. OIL CANS. Crystal valve, per doz.....4 00 Crystal valve, per gross.....36 00 PICKLES. Medium. Barrels, 1,200 count.....4 25 Half bbls, 600 count.....2 65 Small. Barrels, 2,400 count.....5 25 Half bbls, 1,200 count.....3 15 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....1 20 POTASH. 48 cans in case..... Babbitt's.....4 00 Penna Salt Co.'s.....3 00 RICE. Domestic. Carolina head.....5 1/2 Carolina No. 1.....5 Carolina No. 2.....4 1/2 Broken.....3 1/2 Imported. Japan, No. 1.....4 1/2 Japan, No. 2.....4 1/2 Java, No. 1.....5 1/2 Java, No. 2.....4 1/2 Patna.....4 SAL SODA. Granulated, bbls.....1 10 Granulated, 100 lb cases.....1 50 Lump, bbls.....1 Lump, 145 lb kegs.....1 10	SEEDS. Anise.....13 Canary, Smyrna.....6 Caraway.....10 Cardamon, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/2 Mustard, white.....6 1/2 Poppy.....8 Rape.....4 Cuttle Bone.....20 SYRUPS. Corn. Barrels.....18 Half bbls.....20 Pure Cane. Fair.....16 Good.....20 Choice.....25 SPICES. Whole Sifted. Allspice.....9 1/2 Cassia, China in mats.....9 1/2 Cassia, Batavia in bund.....15 Cassia, Saigon in rolls.....32 Cloves, Amboyna.....22 Cloves, Zanzibar.....11 1/2 Mace, Batavia.....70 Nutmegs, fancy.....65 Nutmegs, No. 1.....60 Nutmegs, No. 2.....55 Pepper, Singapore, black.....10 Pepper, Singapore, white.....20 Pepper, shot.....16 Pure Ground in Bulk. Allspice.....15 Calabria.....15 Cassia, Batavia and Saigon.....25 Cassia, Saigon.....35 Cloves, Amboyna.....22 Cloves, Zanzibar.....18 Ginger, African.....16 Ginger, Cochin.....20 Ginger, Jamaica.....22 Mace, Batavia.....65 Mustard, Eng. and Trieste.....25 Mustard, Trieste.....25 Nutmegs, No. 2.....75 Pepper, Singapore, black.....16 Pepper, Singapore, white.....24 Pepper, Cayenne.....20 Sage.....20 "Absolute" in Packages. Allspice.....1 1/8 1 1/8 Cloves.....84 1 55 Cinnamon.....84 1 55 Cloves.....84 1 55 Ginger, Jamaica.....84 1 55 Ginger, African.....84 1 55 Mustard.....84 1 55 Pepper.....84 1 55 Sage.....84 STARCH. Kingsford's Corn. 20 1-lb packages.....6 1/4 40 1-lb packages.....6 1/4 Kingsford's Silver Gloss. 40 1-lb packages.....6 1/4 6-lb boxes.....7 1/4 Common Corn. 20-lb boxes.....5 1/2 40-lb boxes.....5 1/2 Common Gloss. 1-lb packages.....5 3-lb packages.....5 6-lb packages.....5 1/2 40 and 50 lb boxes.....3 1/2 Barrels.....3 1/2 SODA. Boxes.....5 1/2 Kegs, English.....4 1/2 SALT. Diamond Crystal. Cases, 24 3-lb boxes.....1 00 Barrels, 320 lbs.....2 50 Barrels, 115 2 1/2 lb bags.....4 00 Barrels, 60 5 lb bags.....3 75 Barrels, 30 10 lb bags.....3 50 Butter, 56 lb bags.....65 Butter, 20 14 lb bags.....3 50 Butter, 280 lb bbls.....2 50 Butter, 224 lb bbls.....2 25 Common Grades. 100 3 lb sacks.....2 00 60 5-lb sacks.....1 85 28 11-lb sacks.....1 70 Warsaw. 56-lb dairy in drill bags.....30 28-lb dairy in drill bags.....15 Ashton. 56-lb dairy in linen sacks.....60 Higgins. 56-lb dairy in linen sacks.....60 Solar Rock. 56-lb sacks.....22 Common Fine. Saginaw.....75 Manistee.....75 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43
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SALERATUS.

Packed 60 lbs. in box.	
Church's	3 30
Deland's	3 15
Dwight's	3 30
Taylor's	3 00

TOBACCOS.

Cigars.

Edw. W. Ruhe's brands.	
Signal Five	35 00
R. R. R.	35 00
Mr. Thomas	35 00
G. J. Johnson's brand	



S. C. W.	35 00
B. J. Reynolds' brand.	
Hornet's Nest	35 00
Private brands.	
Quintette	35 00
New Brick	35 00

SOAP.

Laundry.

Allen B. Wisley's brands.	
Old Country 80 1-lb.	3 20
Good Cheer 60 1-lb.	3 90
White Borax 100 1-lb.	3 65

Proctor & Gamble.	
Concord	3 45
Ivory, 10 oz.	6 75
Ivory, 6 oz.	4 00
Lenox	3 65
Mottled German	3 15
Town Talk	3 25

Dingman brands.	
Single box	3 45
5 box lots, delivered	3 85
10 box lots, delivered	3 75

Jas. S. Kirk & Co.'s brands.	
American Family, wrp'd.	3 33
American Family, plain	3 27

N. K. Fairbank & Co.'s brands.	
Santa Claus	3 90
Brown, 60 bars	2 10
Brown, 80 bars	3 10

Lautz Bros. & Co.'s brands.	
Aene	3 65
Cotton Oil	6 00
Marselles	4 00
Master	4 00

Thompson & Chute brands.	
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Silver	3 65
Mono	3 30
Savon Improved	2 50
Sunflower	2 80
Golden	3 25
Economical	2 25

Henry Passolt's brand.	
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Atlas, 5 box lots, del.	3 60
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Scouring.

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

Gowans & Sons' Brands.

Crow	3 30
German Family	2 15
Ameri-an Grocer 100s.	3 60
Ameri-an Grocer 60s.	3 05
N. G.	3 30
Mystic White	3 80
Lotus	4 00
Oak Leaf	3 55
Old Style	2 55
Happy Day	3 10

STOVE POLISH.

Nickeline 1/4 gross.	1 00
Nickeline 1/2 gross.	2 00
Nickeline 1 gross.	4 00

SUGAR.

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

Domino	5 31
Cut Leaf	5 31
Cubes	4 94
Powdered	5 00
XXXX Powdered	5 18
Granulated in bbls.	4 62
Granulated in bags	4 62
Fine Granulated	4 62
Extra Fine Granulated	4 94
Mould A	4 75
Diamond Confee. A	4 62
Confee. Standard A	4 50

No. 1	4 37
No. 2	4 37
No. 3	4 37
No. 4	4 37
No. 5	4 31
No. 6	4 25
No. 7	4 18
No. 8	4 12
No. 9	4 06
No. 10	4 00
No. 11	3 94
No. 12	3 87
No. 13	3 75
No. 14	3 56

TABLE SAUCES.

Lea & Perrin's, large	4 75
Lea & Perrin's, small	2 75
Halford, large	3 75
Halford, small	2 25
Salad Dressing, large	1 55
Salad Dressing, small	2 65

WASHING POWDER.

100 packages in case	3 25
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WICKING.

No. 0, per gross	25
No. 1, per gross	30
No. 2, per gross	40
No. 3, per gross	75

CRACKERS.

The N. Y. Biscuit Co. quotes as follows:

Butter.

Seymour XXX	5 1/2
Seymour XXX, 3 lb. carton	6
Family XXX	5 1/2
Family XXX, 3 lb. carton	6
Salted XXX	5 1/2
Salted XXX, 3 lb. carton	6

Soda.

Soda XXX	5 1/2
Soda XXX, 3 lb. carton	6
Soda, City	7
Crystal Wafer	10 1/2
Long Island Wafers	11
L. I. Wafers, 1 lb. carton	12

Oyster.

Square Oyster, XXX	6
Sq. Oys. XXX, 1 lb. carton	7
Farina Oyster, XXX	6

SWEET GOODS—Boxes.

Animals	10 1/2
Bent's Cold Water	12
Belle Rose	8
Cocoonut Taffy	8
Coffee Cakes	8
Frosted Honey	11
Graham Crackers	8
Ginger Snaps, XXX round	6 1/2
Ginger Snaps, XXX city	6 1/2
Gin. Snps. XXX home made	6 1/2
Gin. Snps. XXX scalloped	6 1/2
Ginger Vanilla	8
Imperial	8
Jumbles, Honey	11
Molasses Cakes	8
Marshmallow	15
Marshmallow Creams	16
Pretzels, hand made	8 1/2
Pretzettes, Little German	6 1/2
Sugar Cake	12
Sultanas	12
Sears' Lunch	7 1/2
Vanilla Square	8
Vanilla Wafers	14

CANDIES.

The Putnam Candy Co. quotes as follows:

Stick Candy.

Standard	6 @ 7
Standard II. H.	6 @ 7
Standard Twist	6 @ 7
Cut Leaf	7 @ 8

Mixed Candy.

Competition	5 @ 5 1/2
Standard	5 1/2 @ 6 1/2
Leader	6 @ 7
Royal	6 1/2 @ 7 1/2
Conserves	6 1/2 @ 7 1/2
Broken	6 1/2 @ 7 1/2
Kindergarten	7 1/2 @ 8 1/2
French Cream	9 @ 9
Valley Cream	12 1/2 @ 12 1/2

Fancy—in Bulk.

Lozenges, plain	8 1/2 @ 8 1/2
Lozenges, printed	9 1/2 @ 9 1/2
Choc. Drops	11 @ 12
Choc. Monumentals	12 @ 12
Gum Drops	5 @ 5
Moss Drops	7 1/2 @ 7 1/2
Sour Drops	8 @ 8
Imperial	9 @ 9

Fancy—in 5 lb. Boxes.

Lemon Drops	Per Box 50
Sour Drops	50
Peppermint Drops	60
Chocolate Drops	65
H. M. Choc. Drops	75
Gum Drops	50
Licorice Drops	1 00
A. B. Licorice Drops	60
Lozenges, plain	60
Lozenges, printed	65
Imperial	60
Mottos	70

Cream Bar	6 @ 5
Molasses Bar	6 @ 50
Hand Made Creams	80 @ 90
Plain Creams	60 @ 80
Decorated Creams	6 @ 90
String Rock	6 @ 90
Burnt Almonds	1 25 @ 90
Wintergreen Berries	6 @ 90

Caramels.

No. 1 wrapped, 2 lb. boxes	6 @ 34
No. 1 wrapped, 3 lb. boxes	6 @ 51
No. 2 wrap, ed, 2 lb. boxes	6 @ 28

FRUITS.

Medt Sweets, 150s. 3 25	@
175s. 30s.	3 50 @
Ros. and sorrentos	160 @
Imperial	4 00 @
100s in Flats	4 50 @

Lemons.

Extra Choice 360	
New Verdillies	4 50 @
Extra Choice 300	
New Verdillies	4 50 @
Fancy 300 New Verdillies	5 00 @
Fancy 360 November cut	5 00 @
Extra Fancy 360	6 00 @
Extra Fancy 300	6 00 @

Bananas.

A definite price is hard to name, as it varies according to size of bunch and quality of fruit.

Small bunches	1 00 @ 1 25
Medium bunches	1 25 @ 1 50
Large bunches	1 75 @ 2 00

Foreign Dried Fruits.

Figs, Fancy Layers	10 to 16 lbs.	@ 15
Figs, Choice Layers	10 to 16 lbs.	@ 13
Figs, Naturals in bags		@ 6 1/2
Dates, Fards in 10 lb boxes		@ 7
Dates, Fards in 60 lb cases		@ 5
Dates, Persians, G. Ms. in cases		@ 4 1/2
Dates, Sais 60 lb cases		@ 3 1/2

NUTS.

Almonds, Tarragona	@ 15
Almonds, Ivaca	@ 12
Almonds, California, soft shelled	@ 12
Brazils new	@ 7 1/2
Walnuts, Grenob. e.	@ 10
Walnuts, French	@ 11
Walnuts, Calif No. 1	@ 12
Walnuts, soft shelled Calif	@ 13
Table Nuts, fancy	@ 9 1/2
Table Nuts, choice	@ 9
Pecans, Texas H. P.	@ 12
Chestnuts	@ 8
Hickory Nuts per bu.	@ 10
Walnuts, 16 lb average	@ 13 65
Cocoonuts, full sacks	@ 14
Butternuts per bu.	@ 6
Black Walnuts per bu	@ 6

Peanuts.

Fancy, H. P., Game	@
Fancy, H. P., Game Roasted	@ 7 1/2
Fancy, H. P., Association	@ 5 1/2
Fancy, H. P., Association Roasted	@ 7 1/2
Choice, H. P., Extras	@ 4 1/2
Choice, H. P., Extras, Roasted	@ 6 1/2

Fish and Oysters

Whitefish	@ 8
Trout	@ 7 1/2
Black Bass	@ 13
Halibut	13 @ 15
Ciscoes or Herring	@ 6
Bluefish	@ 12 1/2
Live Lobster, per lb	@ 16
Boiled Lobster	@ 18
Cod	@ 12
Haddeek	@ 8
No. 1 Pickerel	@ 9
Pike	@ 8
Smoked White	@ 7
Red Snappers	@ 15
Col River Salmon	@ 20
Mackerel	18 @ 25
Shrimps, per gal.	1 00 @ 1 25

Shell Goods.

Oysters, per 100	1 25 @ 1 50
Clams, per 100	75 @ 1 00

Oysters—in Cans.

F. J. Dettenthaler's Brands.	
Fairhaven Counts	40 @
F. J. D. Selects	35 @

Grains and Feedstuffs

Old	68
New	68

Wheat.

Old	68
New	68

Flour in Sacks.

Patents	4 50
Second Patent	4 00
Straight	3 80
Clear	3 60
Graham	3 60
Buckwheat	4 50
Rye	3 60

Subject to usual cash discount.

Flour in bbls, 35c per bbl, additional.	
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Meal.

Boiled	2 25
Granulated	2 50

Hay.

No. 1 Timothy, ton lots	18 00
No. 1 Timothy ton lots new	15 00

Oats.

Car lots	28
Less than car lots	30

Feed and Millstuffs.

St. Car Feed, screw ed	20 00
St. Car Feed, unscrewed	19 50
No. 1 Corn and Oats	19 00
No. 2 Special	18 50
Unbolted Corn Meal	18 50
Winter Wheat Bran	15 50
Winter Wheat Middlings	17 50
Screenings	14 00

Corn.

Car lots	43
Less than car lots	47

Hides and Pelts.

Perkins & Hess pay as follows:

Green	6 1/2 @ 7 1/2
Part cured	6 @ 8
Full Cured	8 1/2 @ 9 1/2
Dry	9 1/2 @ 11
Kips, green	6 1/2 @ 7 1/2
Kips, cured	8 1/2 @ 9 1/2
Calfskins, green	8 1/2 @ 10
Calfskins, cured	10 1/2 @ 12
Deaconskins	2 @ 3

Pelts.

Shearlings	5 @ 20
Lambs	10 @ 30
Old Wool	40 @ 75

Wool.

Washed	10 @ 18
Unwashed	5 @ 13

Miscellaneous.

Tallow	3 @ 4
Grease Butter	1 @ 2
Switches	1 1/2 @ 2
Ginseng	2 00 @ 2 25

PROVISIONS.

The Grand Rapids Packing and Provision Co. quotes as follows:

Barreled Pork.

Mess	10 50
Back	12 25
Clear back	12 50
Short cut	11 00
Pig	13 00
Bean	50
Family	50

Dry Salt Meats.

Bellies	7
Briskets	6 1/2
Extra shorts	6 1/2

Smoked Meats.

Hams, 12 lb average	10 1/4
Hams, 4 lb average	10 1/4
Hams, 16 lb average	10 1/4
Hams, 20 lb average	9 1/4
Ham dried beef	11
Shoulders (N. Y. cut)	7 1/4
Bacon, clear	8 1/2
California hams	7 1/2
Boneless hams	9
Cooked ham	11 1/2

Lards.

Compound, tierces	5
Family, tierces	5 1/4
Grange	7
Kettle (our own)	7 1/2
Cottolene	6 1/4
Cotosuet	6
50 lb Tins	advance 1 1/4
20 lb Pails	advance 1 1/2
10 lb Pails	advance 2 1/4
5 lb Pails	advance 3 1/8
3 lb Pails	advance 1

Sausages.

Bologna	5
Liver	7 1/2
Frankfort	7 1/

Shoes and Leather

GOOD SALESMEN.

Some Peculiarities by which They May be Known.

Allen Fisher in Boot and Shoe Recorder.

The art of selling goods (for it is an art) is made up of the following conditions: Above all, a thorough knowledge of the goods to be sold, gained only by a long experience and closest attention to details. Next, the faculty of impressing a customer with the idea that you know your business, and are telling him the truth.—this without making yourself obnoxious or over important; then, that innate politeness that is born only in the gentleman.

It has often been said that "anybody can sell a customer something he wants, but it takes a salesman to sell him something he doesn't want," and that's true. Of course, if everybody in trade kept everything that anybody wanted, and everybody sold everything at the same price as his neighbor, it would matter very little whether the salesman was an artist or a machine. But in these days of close competition and numerous styles and tastes, the possibility of any merchant keeping everything that is called for is precluded.

Under such conditions the true salesman shines. Not that I would have him by his superior knowledge of his goods or by his suavity of manner deceive a customer or browbeat him into buying something he doesn't want, but by the foregoing qualities to turn his tastes or inclination in the direction of the stock you have on hand. Convince him that it would be to his interest to buy what you show him, rather than what he had in mind when he came in.

For instance, a man comes in and asks for a good calf shoe with an extra heavy bottom. Well, you find you haven't got it in as good a grade as he wants, but you have got an elegant cork sole, and just about in the desired grade. But he doesn't want a cork, never wore one. Somebody told him that cork business was all a fake, no cork about it.

Now, Mr. Salesman, get in your work. If you know how that shoe is made tell him all about it. That you know it is cork (if you do). That there is no reason for any reputable factory to counterfeit it, that cork is as cheap as any other filling that could be substituted. That from the very nature of it cork is more impervious to dampness than a leather sole. That it acts as a cushion to the foot, thus making a more comfortable shoe. If all this and the many other selling points be brought to his attention in a polite and proper manner, ten to one, if he is a reasonable individual, you will land him, and the price of your cork sole shoe that he didn't want will tinkle in the boss's till that night. And if you sold him a good shoe he will be better satisfied than with what he came in for, and you'll sell him his next pair and the next, as long as you treat him properly.

Now, that's salesmanship. You haven't deceived him, you didn't bulldoze him, but you sold him something he didn't want, simply because you didn't have what he asked for, and you had genius enough to turn his taste in another direction. You could have got rid of your customer easier by simply telling him that you didn't have what he wanted. But that isn't what you draw your \$20 every Saturday night for.

How many of you know of clerks, who, when a customer comes in, states her desire, clerk gets it; tries it on; perfect fit. He thinks his sale is made, for it's just what she asked for. Customer admires it; thinks it's a good shoe, so much prettier than any she has seen in the city. But "Guess I won't take them." Now, Mr. Clerk, keep your temper. True, the aggravation has been terrible. You are justified in being mad—even in swearing a little—but not till after your tormentor is gone. Then go out in the coal house and say what you please.

Now I ask again, how many of you

know clerks who, under such circumstances, would smile and look pleasant and ask her to call again? But you ought to do all that—even though she is exasperating, she buys shoes sometimes. But if you get hot under the collar and make her mad, you can depend upon it she won't buy any of you, and most likely not in the store where you are employed.

The strong-minded old maid school marm, who has an idea how a shoe should be made, and doesn't allow any "young upstart to tell her what kind of shoes she ought to wear," may make you mad, and she may not buy any shoes of you this time, but when she goes the rounds and finds her advanced ideas of footwear have not yet been materialized, she will most likely remember the salesman who was polite to her and didn't try to make her believe she didn't know much about shoes, and come back and let you fit her out in the common, every-day shoes, that her less intellectual sisters wear.

Then there come the fond parents of their first "tootsy wootsy." Baby must have shoes—something soft as silk, and pretty as a dream, but it must not even touch the little pink toes. You pull the infants' stock over from end to end, and finally sell a pair for four bits—you make nine cents profit. But you are supposed to look just as pleasant as though you had sold an eight dollar pair in about five minutes, which represents a profit of \$3.

But papa and mamma will want some shoes by and by, and little "tootsy" will be a big rough boy some day, and then you can get your revenge.

And now there is another phase: I've known plenty of clerks who were fully competent to show up the goods in good shape, and all of that, but who couldn't close up the bargain to save their lives. It seems to be a knack that some clerks lack entirely. I know two clerks in the same store. One can take a certain customer one time, sell him, satisfy him, get him out of the way in five minutes; the other knows all about shoes—is equally as agreeable, but he can't focus the sale at all. The moment the customer finds the slightest objection, instead of answering the supposed fault by a simple argument, he will go and pull down another shoe, and so on, until the ledge is full, the customer's patience absolutely exhausted, and in many cases he gets up and walks out.

A customer should be shown plenty of stuff, so as to impress him with the fact that your stock is complete, but not enough to muddle him all up till he doesn't know what he wants. Then, when he is pleased, or you think he is, bring the thing to a focus, right there. Remember your time is being paid for, and it ought to be of some value, and don't allow yourself to spend the morning in his company, no matter how agreeable it may be.

Then, as to appearance—It's not necessary for a clerk to be a dude—in fact, he shouldn't be. He should be neat, trim, and especially keep his feet well dressed, if he is selling shoes.

He should cultivate as large an acquaintance as is practical without neglecting his business, for that is really a portion of his stock in trade, and one of the heaviest arguments he can bring to bear when he wants to make a change in his acquaintance with a good class of trade.

This seems to me to cover the most important portion of the ground. In addition, be careful, be painstaking, be a worker with a big W, be honest, be respectable, read the trade papers, and for such a clerk there is an absolute certainty that some day he will be a proprietor and be teaching others how to sell goods at retail.

Trade between the Puget Sound region and Central and South America has developed very largely in the last year or so, and several new lines of steamships have been put on between the two. Another new line, to run between Tacoma, Wash., Panama, and South American ports, has just been established, and will commence sailing this month.

Candee Rubbers



Dealers, Please Take Notice = = =

Prices advance 50 per cent. Oct. 1. Until that time our prices on Candees, 20 per cent. discount. Federals and Jerseys, 20 and 12 per cent. discount. Imperials, 20, 12 and 12 per cent. discount. A delay in placing orders will cost you money.

We have a full line of Felt Boots. We also carry the finest line of Lumbermen's Socks in Michigan.

STUDLEY & BARCLAY.

NO. 4 MONROE ST. Grand Rapids, Mich.

Agents for the

BOSTON RUBBER SHOE CO.'S GOODS



LINDEN NEEDLE TOE

RINDGE, KALMBACH & CO.

12, 14 and 16 Pearl Street

Manufacturers and Jobbers of

Boots and Shoes

We make the best line of Medium Priced Goods in the market. You can improve your trade by handling our goods.

Owing to the Great Advance in Leather,

Boots and Shoes are necessarily much advanced in price.

REEDER BROS. SHOE CO.



Have a great many things purchased before the advance that they are still selling at old prices, and balance of the line at not one-half of the advance of the cost to manufacture the goods to-day. It will pay you to examine our line of samples when our representative calls on you.

Reeder Bros. Shoe Co.

5 and 7 North 10th St., Grand Rapids.

HEROLD = BERTSCH SHOE CO.

Manufacturers and Wholesale Dealers in

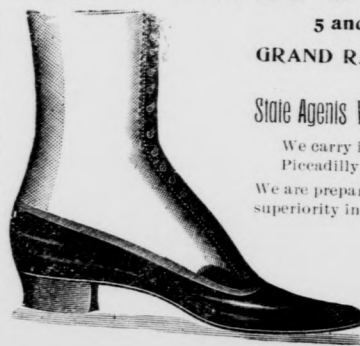
BOOTS, SHOES & RUBBERS

5 and 7 Pearl Street

GRAND RAPIDS, MICHIGAN

State Agents WALES-GOODYEAR RUBBERS

We carry in stock Regular, Opera, Piccadilly and Needle Toes. We are prepared to furnish a Rubber of superiority in quality, style and fit.



Peculiarities of the Shoemakers of Gotham's Various Colonies.

From the New York Sun.

Between factory-made shoes and machine repairing "while you wait," the old-fashioned, self-employed shoemaker has a hard struggle for existence. Even the shoe stores have gone into cobbling and you see in their windows such notices as "Of course we mend shoes." This means still another competitive enemy to the cobbler. Nevertheless, shoes are still cobbled all over town in every language known to this community and the cobbler is worth a glance or two, if only because he seems doomed.

The French quarters, old and new, abound in cobblers, and on the whole the French self-employed shoemakers are perhaps the best situated of any. They are skilled men, often making a specialty of fine shoes and the French style of shoemaking differs sufficiently from other styles to keep the French shoemaker's customers true to him despite competition. There are an unusually large number of shoemakers in the new French quarter and they take pains to make modest proclamation of their specialty. The Secretary of Agriculture, while he still lived in Nebraska and wore long boots, had them made by a self-employed shoemaker down on the edge of the old French quarter and sent out to him by post. As the Secretary is a man to hold to his old friends, doubtless since his promotion from a practical to a theoretical farmer he still employs the same.

There are a host of Italian shoemakers in each of the several Italian quarters. Some of them are about the crudest mechanics of their craft, still clinging to the antiquated art of pegging, and putting the largest and roughest patches on anything that comes their way. Since the advent of very cheap factory shoes, by the way, patched boot-gear is much less common than it once was. Every country-bred person recalls the clever devices of the old-fashioned country cobbler in the days of patched boots. There was not only the half-soling and heeling of these days, but soling, tipping, side patching, footing and even foxing, this last a wholesale device for covering a hopelessly damaged boot with two-thirds of a new upper. The Italian cobblers come nearer than any others to imitating the fruitful devices of their old-time rural fellow-craftsmen. The Italian colony is thrifty above any other part of this community and its members do not commit the extravagance of throwing away cheap factory-made shoes when they begin to leak. They carry them to a cobbler of their own race and he cobbles at a miraculously cheap price that makes one understand why he keeps shop in a doorway and shares his bedroom with half a dozen of his countrymen.

German cobblers swarm all over the large and densely populated area occupied by their countrymen. The German cobbler is often a fancier of plants or canary birds, and his unwashed windows are usually backed with an array of live greenery. One sees now and then in the German quarter a shop with three or four workmen, an unusual evidence of prosperity. But the Teutonic foot is often of a sort to demand special treatment at the hands of the shoemaker and to drive to despair the dealer in ready-made goods. Close upon the German quarter, toward the south, is the Jewish quarter, with many cheap cobblers occupying miserable holes, and able to obtain little but patching to do. True to the instinct of the race, the Hebrew cobbler often joins to his mechanical trade a mercantile business in second-hand goods. There must be hundreds of men and women that always buy shoes at second-hand. Lower Sixth avenue and Carmine street are thick with Jewish dealers in second-hand shoes. They commonly occupy a deep basement, which is really a cellar, and the stairway to the shop is completely lined with the merchant's stock in trade, a motley array such as could hardly be duplicated in the largest shoe house in town. Below stairs are yet other boots, shoes, slippers and rubbers, and in one

corner is a shoemaker's bench where the worst of the stock is put in repair and where customers may have cobbling done. The proprietor will mend, make or trade. If you have but one foot he will provide it with a boot, and if your shoes do not fit he will take them in trade and give you a pair to your liking.

One finds far down town a few self-employed shoemakers that still command custom because of some peculiarity in their work. Merchants, brokers and all sorts of well-to-do folk accustomed to pay high for their shoes go to such men because they are conveniently situated.

Cobblers lend a helping hand to one another in the present struggle with a crushing competition, and a few still make good wages. A Jewish immigrant, who came penniless to this city not many years ago, was taken in by a cobbling fellow countryman. He learned the trade and in six or seven years was the proprietor of two flourishing shoe stores. Sometimes a cobbler makes room in his shop for a craftsman of related trade, the upper sewer, for example, whose business it is to own a sewing machine and make uppers for the high-priced custom shoemakers. One finds now and then a skilled shoemaker in a high and squalid apartment of a tenement. Having lost his place of regular employment, and being too poor to hire a ground floor shop, he hopelessly seeks to earn a living from what work his neighbors can send him. Such a man with a small specialty, as making shoes for the lame or for children, may gradually make a place for himself, but the ordinary worker finds his trade in such circumstances a vain struggle.

Three steel canal boats of a new design are being loaded at Lorain, Ohio, with steel rails, for use on street railways in New York. Two more boats will be loaded with export flour, and the five vessels will start for New York next Tuesday, going via Lake Erie to Buffalo, and thence down the Erie Canal in tow of a propeller which has been especially built for the purpose. The canal boats, which have been built with a view to making them seaworthy on the lakes, are 270 tons each, 98 feet over all, 17½ feet wide, and 10 feet depth of hold. Two more propellers and thirteen canal boats are being constructed and will soon be ready for service. The experiment of sending these vessels direct to New York without a reshipment of cargoes at any point is being watched with much interest in marine and railroad circles, and it is freely predicted that the venture will ultimately result in a revolution of the east and west bound freight traffic. The experiment of sending shipments to New York without reassignment will undoubtedly next be tried from Chicago.

A steamer running on rails is a curious sight to be seen near Copenhagen. Two lakes are separated by a narrow strip of land on which rails are laid running into the water on either side. The steamer, which is 44 feet long and carries 70 passengers, is guided to the rails by piles like a ferry slip. It has wheels on either side which fit the rails and is driven full speed up one side of the incline and down the other into the water on the other side.

Oregon people are raising a strong protest against the continuance of the horse-canning industry in that State. They claim that it will injure the reputation of the State and of other canning industries. They don't want people to say or think "dead horse!" when they see the brand "Oregon" on canned meats. The horse cannery has started business, but little is known of its business yet.

P. Steketee & Sons offer all American prints at old prices, regardless of present advance in prices.

Write us for special prices on oil cans and wash boilers just to get acquainted. William Brummeler & Sons, Grand Rapids.

Blank Books Tablets Stationery

EATON, LYON
& CO.

20 and 22 Monroe St.
Grand Rapids

Wooden Shoes

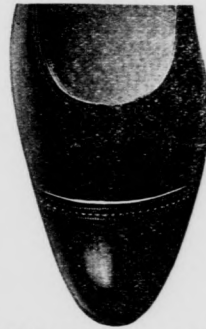
Pembroke Wooden Shoe Co.

803 Mich. Trust Building, GRAND RAPIDS



Goodyear = Glove = Rubbers

Are the Best.



Hirth, Krause
& Co.

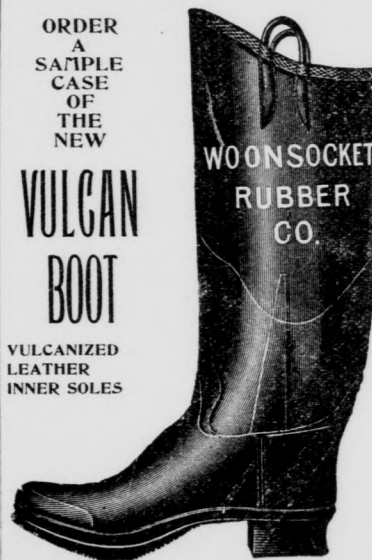
We Carry a Large Stock.

GRAND RAPIDS, MICH.

ORDER
A
SAMPLE
CASE
OF
THE
NEW

VULCAN
BOOT

VULCANIZED
LEATHER
INNER SOLES



WHOLESALE

Rubber Footwear
EXCLUSIVELY

C. L. WEAVER & CO.

161-163 Jefferson Ave.
DETROIT

WOONSOCKET Specialties packed
in bulk list 5 cents
a pair less.

RHODE ISLAND shoes made with
light BUFF lin'g

WIDE, MEDIUM, NARROW and
PICCADILLY TOES

Excel in FIT, STYLE, QUALITY
and FINISH

Valuable
Books on
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Mailed FREE to
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Attorney,
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The Bradstreet Mercantile Agency

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Proprietors.

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Offices in the principal cities of the United States,
Canada and the European continent, Australia,
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GRAND RAPIDS OFFICE—
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HENRY ROYCE, Supt.

A GENUINE NOVELTY.

MISSSES' AND CHILDRENS' SCHOOL
OVERS. SEND FOR SAMPLE . . .

Wales-Goodyears, G. R. MAYHEW,
Connecticut.
GRAND RAPIDS, MICH.

The TRADESMAN'S Advertising Columns Prove Its Value as
a Trade-Bringer.

GOTHAM GOSSIP.

News from the Metropolis---Index of the Market.

Special Correspondence.

New York, August 10—As the season grows near autumn, trade generally improves, and this week we have observed a much better feeling in the grocery trade, although at no time have the jobbers felt discouraged. There is a good steady volume of trade and the chances are that from now on this will be the constant report. Prices all along the line are firmly adhered to and, if concessions are made at all, they are kept very still.

Coffee maintains its former firm position, and, although some are predicting a descent, the fact remains that some large transactions are taking place in the aggregate, and dealers do not wait for the "coming downward" movement. The market is pretty well sold up, and the quotation of 16½c is firmly adhered to for No. 7 Rio. There are afloat 514,131 bags, against 412,061 bags last year. Mild sorts are also well held and, in sympathy with Brazils, are keeping up the record for full figures. Fancy Java coffee is worth from 28½ to 31c.

Teas are selling in an everyday manner and there is nothing new to chronicle, either as to movement or prices. There is a feeling that the market is a little firmer, but nothing is known of advanced quotations.

Raw sugar has been attracting considerable attention. Every indication is for higher quotations, and that very soon. No very large transactions have been recorded. Refined sugars have sold well and some excellent orders have been received from out of town dealers. The trouble which wholesalers in Chicago have so happily settled will have a good effect on the Western trade.

Molasses are firm and those who are in the market are taking such stock as they need without any grumbling. Holders express a great deal of confidence.

Syrups are in about the usual demand. Prices are firmly held, however, and no indications of weakness are apparent.

The rice market remains firm and holders are inclined strictly to adhere to quotations. No sign of weakness is apparent, notwithstanding the fact that we are about on the eve of the greatest rice harvest we have ever had.

Spices are steady. The movement is of ordinary character and former quotations prevail. Some quite large transactions in China cassia have been reported.

Canned goods are moving moderately. The outlook for tomatoes in the Eastern part of New Jersey and in Delaware and Maryland is said to be mighty precarious. E. C. Hazard, of Shrewsbury, N. J., one of the most successful growers of tomatoes in the country, says he was able to find but seven tomatoes on two rows, each 1,000 feet long and similar reports are heard from other parties. The tomato is gay and festive, however, and when it is perfectly evident that there are no tomatoes whatever the fruit begins to get in its work; and although we hear discouraging reports now, the chances are that we will have plenty of No. 3 cans. Standards are worth from 67½ to 70c. Very low prices prevail for peaches. Baltimore packers are busy on white stock. Apples are selling for future delivery at \$2, delivered in his city.

Lemons and oranges are moving much more freely than last week and prices show some advance, which at the moment is very firmly adhered to. California oranges are worth from \$2 to 2.75 per box.

Dried fruits and nuts are steady. The demand is not rushing, but for the time of year is, perhaps, all that could be expected.

Butter is in fair request for the best qualities, which sell at 20 to 20½c. Upon the whole the market can be called firm.

Cheese is in light demand. Receipts are moderate, however, and within a few days, if they grow no larger, we

may reasonably expect a better rate prevailing. Best State cheese is worth 8½ to 8¾c for small size.

Retail trade is good and dealers are cheerful.

Monthly Report from Secretary Owen.

Grand Rapids, Aug. 10—Twenty-two additions to our membership were made during July—nineteen active and three honorary—as follows:

ACTIVE.

T. E. Powell, Chicago.
C. R. Prior, Marshall.
W. H. Culver, Grand Rapids.
Wm. H. Maxwell, Peoria, Ill.
D. L. Strong, Flint.
A. B. Daggett, Warsaw, N. Y.
Alonzo Filro, Portland.
E. C. Tubbs, Grand Rapids.
G. Fred Bickel, Grand Rapids.
Wm. H. Bowers, Milwaukee, Wis.
Wm. H. Hamilton, Saginaw.
Emiel Kermpp, Fremont.
T. L. Wiggins, Jr., Detroit.
W. W. Fordham, Elmira.
J. E. Schroyer, Owosso.
F. D. Franklin, Corning, N. Y.
C. G. Harris, Lansing.
John H. McKelvey, Grand Rapids.
Calvin C. Wynn, Detroit.

HONORARY.

H. F. Miner, Lake Odessa.
H. D. McDuff, Allegan.
W. R. Bilpings, Holland.

I shall shortly issue a second appeal to those of our members who are in arrears, couched in the following language:

Knowing your loyalty to our Association, and feeling that it has been an oversight in you in not paying the last assessment, I send you this second notice. I enclose a health certificate which the constitution provides must be signed by all delinquent prior to reinstatement, which please sign and return with your remittance. We have had an unusual number of deaths this year, twelve of our members having laid down their grips and gone to that land from which no traveler returns. So far, everything is paid. We have one more death claim, which will be ordered paid at our next Board meeting and we have the money to pay it. Could you see the letters of thanks which come from the wives of our deceased brothers, I feel that you would never let another assessment go by or begrudge the small amount you have paid in for their relief. None of us can tell who will be the next; and the feeling of relief you will have to know that you have left those loved ones in a position in which they will not have to be turned out penniless on the cold world will more than repay you for the few dollars it has cost you. Now, brothers, let us have a quick response to this appeal.

GEO. F. OWEN, Sec'y.

J. Clark & Co. have embarked in the grocery business at Kalamazoo. The Worden Grocer Co. furnished the stock.

Are You Looking
....for Business?

FOR SALE

The Mich. Iron Works Plant

GRAND RAPIDS, MICH.

Buildings, Machinery, Foundry and Boiler Shop, with Tools, Patterns and good will of the business. Located right in center of the city, on the bank of the river and near the railroad. Now in operation and doing a fair business.

Size of ground, 160 x 170 ft. Machine Shop, one story, 60 x 65 ft. Foundry, 60 x 60 ft., two cupolas. Boiler and Pattern Shop, two stories, 50 x 100 ft. Blacksmith Shop, in rear, 50 x 60 ft., two forges. Engine Room, 33 x 20 ft. Engine and Boiler of 75 horse power capacity. Vacant ground for storage, 60 x 160 ft.

Will be sold cheap and on easy terms, to close an estate, WM. T. POWERS & SON, Grand Rapids, Mich.

By WM. T. POWERS, Survivor

Millers! Attention!

We have for sale a number of NEW PURIFIERS, FLOUR DRESSERS and SCALPERS. All Standard Machines at much less than the cost of manufacture; also two sets STEVEN'S ROLLS, DOUBLE, 6x12, smooth. One PERPENDICULAR BEEKER BRUSH MACHINE. Address

SPOONER & HALL,
Grand Rapids, Mich.

Room 34, Powers' Opera House Bldg.

For Bargains in Real Estate,
in any part of the State,
write to.....

G. W. Ames

106 Phoenix Block
BAY CITY, MICHIGAN



WANTS COLUMN.

BUSINESS CHANCES.

FOR SALE—OR WILL TRADE FOR PROPERLY located near the corner of Hall and Madison avenue, a stock of general merchandise, consisting of groceries, dry goods, boots and shoes, flour, feed, etc. Good reasons for selling. For particulars call or address on the premises, 205 Central avenue, Grand Rapids. 819

FOR SALE—DRUG, PAINT AND GROCERY stock. Nearest drug competition, eight miles. Cash sales, \$100 per week. Rent \$6 per month. Address Cash, care Michigan Tradesman. 817

A BIG CHANCE FOR SOMEONE—JEWELRY stock, tools and fixtures, to the amount of \$1,300, can be bought for \$550, with first class location. Address No. 813, care Michigan Tradesman. 813

FOR SALE—HALF INTEREST IN A WELL-established drug store located in best town in Upper Peninsula mining district. Stock also includes stationery, blank books and wall paper. Cash sales, \$8,000 per year. Will sell half interest for \$1,500 cash and permit purchaser to pay for balance of interest out of profits of business. Purchaser must be able to take full charge of business, as present owner must remove to warmer climate on account of ill health. Address No. 820, care Michigan Tradesman. 820

WANTED—TO EXCHANGE DESIRABLE residence property or vacant lots located in Benton Harbor, Mich., for stock of groceries or general stock. Address Box 1296, Benton Harbor, Mich. 815

FOR SALE OR EXCHANGE—A FINE MILL property, 40 horse water power; would make a good fish hatchery; excellent spring creek; well located on railroad; store building, 20 x 90; hay scales; side track; agricultural ware house; saw mill and planing mill; two small houses; one nice large residence; all well rented except mills run by owner; excellent potato and wood market; plenty of hardwood saw timber nearby. Exchange for farm or city property. Address W. H. N., care Michigan Tradesman. 811

WANTED—PARTNER TO TAKE HALF interest in my 75 bbl. steam roller mill and elevator, situated on railroad; miller preferred; good wheat country. Full description, price, terms and inquiries given promptly by addressing H.C. Herkimer, Maybee, Monroe county, Mich. 711

FOR SALE OR EXCHANGE—9 ACRE FRUIT and stock farm ten miles from city, for stock of merchandise. Address L. & C., 667 Madison avenue, Grand Rapids. 807

FOR SALE—DRUG STOCK AND FIXTURES; corner location; stock in good condition and business paying. Good reasons for selling. Address Dr. Nelson Abbott, Kalamazoo, Mich. 776

MISCELLANEOUS.

WE BUY ALL KINDS SCRAP IRON, METAL, rags, shirt and overall cuttings and rubber. Write for prices, Wm. Brummeller & Sons, 260 S. Ionia St., Grand Rapids. Phone 640. 804

FOR SALE CHEAP—COMPLETE SET TINNER'S tools. Address P. W. Holland, Chapin, Mich. 784

WANTED—BUTTER, EGGS, POULTRY, potatoes, onions, apples, cabbages, etc. Correspondence solicited. Watkins & Axe, 81-86 South Division street, Grand Rapids. 673

WANTED—EVERY DRUGGIST JUST COMMENCING business, and every one already started, to use our system of poison labels. What has cost you \$15 you can now get for \$4. Fourteen labels do the work of 113. Trade with us, Grand Rapids. 813

Ruhe's Real Rippe R
Reigns Royally..... R

AS THE VERY BEST

5 CENT CIGAR

ED. W. RUHE, MAKER, CHICAGO.

F. E. BUSHMAN, Agent,
523 John St., KALAMAZOO

Chocolates.....

and Bon Bons

An endless variety of the toothsome dainties to be found at the manufacturers.

A. E. BROOKS & CO.

5 and 7 S. Ionia St., GRAND RAPIDS

Absolute

...The Acknowledged Leader...

SOLD ONLY BY

Tea!

TELFER SPICE CO.,

GRAND RAPIDS, Mich.



SUNSET

will never find you over the washtub if you use

OAK-LEAF SOAP.

It makes the clothes clean and white, without the back-breaking process. It will save your strength, save your money, save your clothes. Try it next wash-day. Sold by all grocers.

OLNEY & JUDSON GROCER CO.,
Wholesale Agents, Grand Rapids, Mich.

The Poor Merchant



Because he is haunted with visions of unpaid book accounts which could have been avoided by the use of the

Coupon Book System

which is now in use by progressive merchants everywhere.

Briefly stated, the coupon system is preferable to the pass book method because it (1) saves the time consumed in recording the sales on the pass book and transferring same to blotter, day-book and ledger; (2) prevents the disputing of accounts; (3) puts the obligation in the form of a note, which is prima facie evidence of indebtedness; (4) enables the merchant to collect interest on overdue notes, which he is unable to do with ledger accounts; (5) holds the customer down to the limit of credit established by the merchant, as it is almost impossible to do with the pass book.

Are not the advantages above enumerated sufficient to warrant a trial of the coupon system? If so, order from the largest manufacturers of coupons in the country and address your letters to

Tradesman Company
Grand Rapids

Fifteen Dollars for Four Dollars



**You Want It!
You Have To Have It!
The Law Says You Shall
Have It.....**

2,800 labels all in convenient form for immediate use, as illustrated below, with instructions for using. No label case necessary. They never curl. They never get mixed up.



There are 113 poisonous drugs sold, which must be labeled as such, with the proper antidote attached. Any label house will charge you 14 cents for 250 labels, the smallest amount sold. Cheap enough, at a glance, but did you ever figure it out—113 kinds at 14 cents—\$15.82. With our system you get the same results with less detail for less than one-third the money.

Sent prepaid to any address, when cash accompanies order, for \$4.

Tradesman Company
Grand Rapids

CONSUMERS WANT IT.

DON'T FAIL

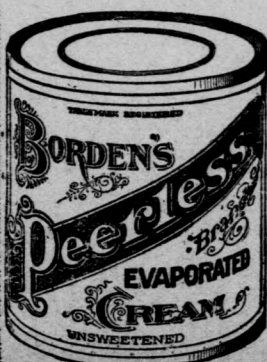
TO ORDER AT ONCE FROM YOUR JOBBER A QUANTITY OF

**Borden's
Peerless Brand
Evaporated Cream,**

A PURE, WHOLESOME, THOROUGHLY STERILIZED UNSWEETENED CONDENSED MILK, ON WHICH YOU CAN MAKE A GOOD PROFIT.

Prepared and guaranteed by the NEW YORK CONDENSED MILK CO., New York.

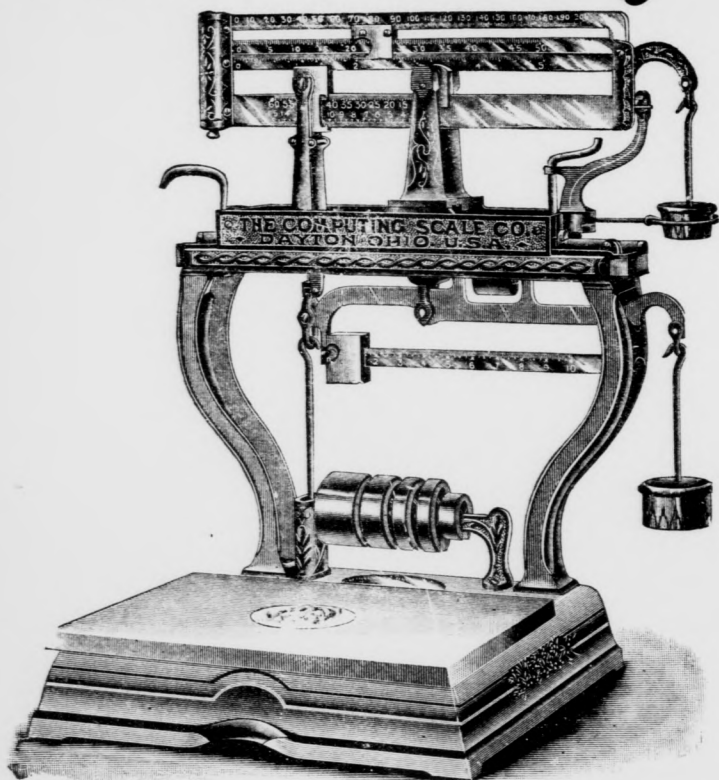
SOLD BY ALL THE LEADING WHOLESALE GROCERS.



Guaranteed Absolutely Pure.

FOR QUOTATIONS SEE PRICE COLUMNS.

The Money=Saving Scale



Investigate the Dayton Computing Scale. For further particulars call or write

PAYS FOR ITSELF

Every two months and makes you 600 per cent. on the investment. It prevents all errors in weighing and

STOPS THE LEAKS

in your business these hard times. You can not afford to be without one.

YOU NEED IT!

SEE WHAT USERS SAY.

BOSTON STORE.
118-124 State St., and 77-79 Madison St.,
CASH MERCHANDISE.
Chicago, Dec. 31, 1894.

The Computing Scale Co., Dayton, Ohio:
GENTLEMEN: We have had your scale in use since November 24, 1894, in our butter, cheese and meat department. We find them to do exactly what you claim. Our clerks can wait on more customers and assure them accuracy in every respect. We can recommend them as the most economical scale in use for meat markets and groceries.
Yours truly,
BOSTON STORE.

J. W. WHITELEY & SON,
Dry Goods, Clothing, Groceries, etc.
Bonaparte, Iowa, April 22, 1895.

Dayton Computing Scale Co., Dayton, O.:
GENTLEMEN: In reference to yours of recent date regarding the Computing Scales which you sent us, permit us to state that they have exceeded our expectations, giving us the utmost satisfaction. We consider it one of our greatest conveniences in our store, and knowing it, as we now do and from the experience we have had from its usage in the store, we would not dispense with it for ten times its value. Any ordinary clerk, with common school education, can expedite business equal to two or three clerks, and we prize it as one of our foremost fixtures in our store. We consider and feel that ours has paid for itself in two months.
Yours truly,
J. W. WHITELEY & SON.

THE COMPUTING SCALE CO., Dayton, Ohio.

Another Drop!

GLASS and CROCKERY

Assorted Package of New Crystal Glassware.

We can save you enough on every package of Glassware to more than pay the freight.



NO 15030 ASSORTED PACKAGE—A very attractive pattern, smoothly finished. Rosette design. Frosted and figured all over. The edges are scalloped and the whole make-up is bright and captivating. "Our Biggest Bargain" consists of the following:

1/2 dz. 4 pc. sets @ \$2.25	\$1.50	1/2 dz. 8 in. ov. Dsh	75	38	1-6dz. 7 in. op. Bw	\$2.00	\$3.
1/2 dz. 1/2 gl. Jugs.	2.00	1/2 dz. Mo. cans, P.J.J.	1.20	4	1-6dz. 8 in. op. Bw	3.00	50
2 dz. Tumblers.	40	1/2 dz. Pickles	40	20	1-6dz. 2 1/2 in. casters	1.80	90
1/2 dz. C. & C. sets.	90	1/2 dz. 9 in. Salvers	2.00	45	2 dz. Salt & Pep	37	74
1/2 dz. 8 in. Napps.	1.00	1-6dz. 10 in. Salvers	3.00	50			
3 dz. 4 in. Napps.	20	1/2 dz. Bread Plates	95	48			
2 dz. 4 in. Compts	30	1-6dz. 7 in. ev. Bowls	2.75	46			
1/2 dz. Honies & cov.	1.35	1-6dz. 8 in. ev. Bowls	3.75	63			
Pack ge.	\$1.25						
					Total.		\$12.16
					Less 10 p.ct.		1.21
							\$10.95

Write for our New Illustrated Catalogue, 118

Assorted Package Glassware.

NO. 1895 ASSORTED FOUR PIECE SETS.



Butter, Spooner, Creamer, Sugar. We have especially arranged this package to give our customers a good variety of small quantities of the best selling 4-piece sets on the market, at the same time saving you 10 per cent. Contents of package as follows:

1/2 doz. No. 94 4 piece Sets.....	\$2.25	\$ 56	6-1 doz. No. 49D 4 piece Sets.....	\$6.00	\$1.00
1/4 doz. No. 15909 4 piece Sets.....	2.25	56			
1-6doz. No. 39D 4 piece Sets.....	4.00	67			\$3.62
1-6doz. No. Alexis 4 piece Sets.....	5.00	83	Less 10 per cent.....		36
					\$3.26

Barrel, 35 cents.



"Mikado" Decorated Toilet Sets.

For a cheap Toilet Set "Mikado" cannot be excelled. Asstd. Dec. in 3 desirable cols., Pink, Pencil, Brown, in artistically arranged groups of flowers and foliage. Good quality.

Per Set of 10 pieces.....\$1.75
Per Set of 12 pieces.....3.00



H. LEONARD & SONS, GRAND RAPIDS MICH.