

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

\$1 PER YEAR

Volume XII.

GRAND RAPIDS, WEDNESDAY, AUGUST 21, 1895.

Number 622

"Signal Five"

A FINE HAVANA FILLER CIGAR FOR 5 CENTS.

ED. W. RUHE, Maker, Chicago.

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

CHRISTENSON BAKING CO. MANUFACTURER OF
Crackers
AND FULL LINE OF
Sweet Goods

252 and 254 CANAL ST., GRAND RAPIDS

Griswold House RE-MODELED
NEWLY FURNISHED
FRED POSTAL
Proprietor
..... BEST \$2.00 A DAY HOUSE IN THE CITY
Corner Grand River Avenue and Griswold St., DETROIT, MICH.

M. R. ALDEN

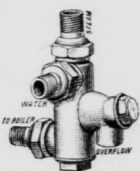
M. R. ALDEN & CO.

E. E. ALDEN

STRICTLY FRESH EGGS,
Choice Creamery and Dairy Butter **Wholesale Produce**
A SPECIALTY

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

93 and 95 South Division Street, GRAND RAPIDS, MICH.



—THE—
PENBERTHY
SPECIALTIES.

FOR THE BOILER AND ENGINE. ARE THE ENGINEERS' FAVORITES.
65,000 PENBERTHY AUTOMATIC INJECTORS in use, giving perfect satisfaction
under all conditions. Our Jet Pumps, Water Gages and Oil Cups are Unequalled
SEND FOR CATALOGUE. **PENBERTHY INJECTOR CO. DETROIT, MICH.**
BRANCH FACTORY AT WINDSOR, ONT.

LEMON & WHEELER CO.

Wholesale
.....Grocers.....

GRAND RAPIDS

Chas. A. Morrill & Co.

Importers and

—Jobbers of

TEAS

21 Lake St., CHICAGO, ILL.

Take This Address

If you need Peaches, Pears, Plums, Apples, in fact, anything in the line of Fruits and Produce, correspond with us. We are a mail order fruit and produce house and can save you money. See quotations on Produce Page.

HENRY J. VINKEMULDER,

GRAND RAPIDS,
MICH.

William Reid

JOBBER OF

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

PLATE and WINDOW GLASS.

26-28 Louis St.

GRAND RAPIDS, MICH.

**Chocolates....
and Bon Bons**

In large or small package —
quarters, halves, pounds or
five pound boxes.

Just the thing for Summer
Resorts and fine trade gener-
ally.

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

A. E. BROOKS & CO.

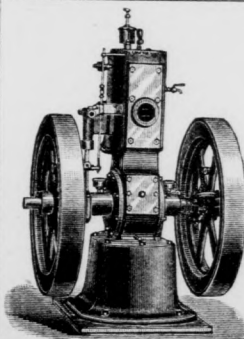
5 and 7 S. Ionia St., GRAND RAPIDS



**BUSINESS WHEELS
LIGHT ROADSTERS
LADIES' WHEELS**

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

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



NO BOILER
ENGINEER
FIRE

Economical, Noiseless
Absolutely Safe!

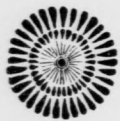
The Sintz Gas Engine

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

Sintz Gas Engine Co., 242-244-246 Canal St., G'd Rapids

Manufacturers of Marine Engines and Launches.
Send for Catalogue.

GOOD FLOUR Increases YOUR TRADE.



The uniform excellence and established reputation of our brands of flour and cereal specialties makes them quick sellers, satisfies and pleases your customers, and holds trade for you.

Prices low.
Low freight rates.
Quick shipments. Write us.

The Walsh-De Roo Milling Co.
HOLLAND, MICH.



Mr. Thomas

THE BEST FIVE CENT CIGAR

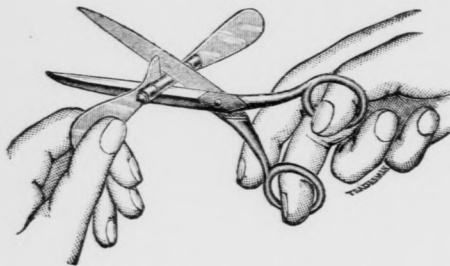
IN THE COUNTRY.

ED. W. RUHE, MAKER,
CHICAGO.

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

— CORBIN'S —

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

SELLS AT SIGHT

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.

FOR SALE AT WHOLESALE BY

I. M. CLARK GROCERY CO.
MUSSELMAN GROCER CO.
LEMON & WHEELER CO.
BALL-BARNHART-PUTMAN CO.

HAZELTINE & PERKINS DRUG CO.
A. E. BROOKS & CO.
PUTNAM CANDY CO.
WURZBURG JEWELRY CO.

OR BY THE MANUFACTURER,

W. T. LAMOREAUX,
GRAND RAPIDS, MICH.



Grand Rapids
....Brush Co.

MANUFACTURERS OF

BRUSHES

Our Goods are sold by all Michigan Jobbing Houses.

GRAND RAPIDS, MICH.

J. T. MURPHY, Manufacturer

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

99 N. Ionia Street, Grand Rapids

TELEPHONE 738.

Buy Phillips' *Silent Salesman*
Show = Cases TRADE MARK

SHOW CASES, STORE FIXTURES, Etc.

J. PHILLIPS & CO., Detroit, Mich.

ESTABLISHED 1864.

....A GOOD THING....

To insist upon when placing an order for

LEMONS

Is that they shall be repacked and sound.

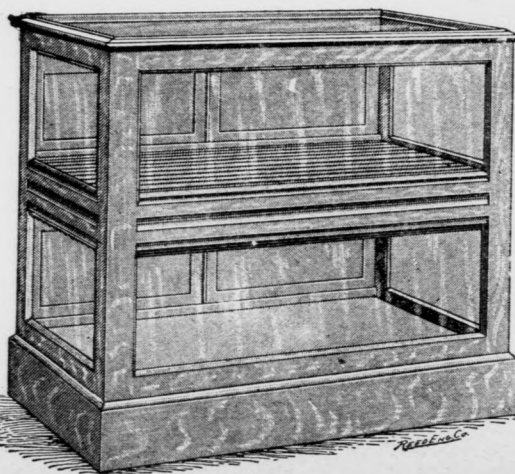
Of course, that costs a little more, but
....IT PAYS....

THE PUTNAM CANDY CO., Grand Rapids

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.



Heyman
Company

WRITE FOR PRICES
ON ANY SHOWCASE
NEEDED.

55, 57, 59, 61
Canal St.

GRAND RAPIDS

NEW CIGAR SHOW CASE.

MICHIGAN TRADESMAN

Volume XII.

GRAND RAPIDS, WEDNESDAY, AUGUST 21, 1895.

Number 622

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.

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.

LEWIS H. WITHEY, President.
ANTON G. HODENPYL, Secretary.

Michigan Fire and Marine INSURANCE CO.

Organized 1881 Detroit, Mich.

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, 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.

GROCERS IN CONFERENCE.

Second Convention of the Northern Michigan Association.

The second annual convention of the Northern Michigan Retail Grocers' Association convened at the city hall, Reed City, on Tuesday morning, Aug. 13, President Tatman in the chair.

On motion, E. A. Stowe, N. Bicknell and H. R. Niergarth were appointed a Committee on Programme, and, after an informal discussion on a variety of topics, the meeting adjourned until afternoon.

AFTERNOON SESSION.

On convening in the afternoon, A. Rosenberg, President of the village, welcomed the grocers to Reed City in the following words:

Your meeting here calls forth the reflection that the trend of the times is towards organization and co-operation in all directions. I believe it a good and wholesome tendency. It is largely a result of widespread, cheap and rapid communication between individuals, communities and countries. Its effect is to draw men closer together, to create a common feeling, like sympathies; to cement the fellowship and brotherhood of man.

Deeming the object and purpose of your meeting a commendable one, I, as their temporary representative, and in behalf of the citizens of Reed City, welcome you most heartily to our little town, hoping that you may be successful in finding ways to head off the false bottom fiend, short weights and measures, dead-beats and trade parasites of all descriptions.

President Tatman called on N. Bicknell to respond to the address of welcome. He stated that the grocers were glad to go to Reed City, as he had reason to know from past experience that the people of the town were warm-hearted and ideal entertainers.

President Tatman then delivered his annual address. He compared conventions to schools, inasmuch as they educated merchants as to the right methods of doing business, just as the schools educated children in the stern realities of life. He cited instances showing that business methods are constantly changing and that the grocer must be progressive to be successful. The Association has accomplished one important reform during its brief existence, and there is every reason to believe that other reforms will be accomplished and other abuses abolished as time goes on. He cited the new laws needed to properly protect the merchant and referred to the desirability of repealing a number of old laws which tend to perpetuate dead-beatism and deception. The cash system, also, appealed forcibly to his consideration. He expressed the hope that the discussions would be full and exhaustive, and that the proceedings would be characterized by the spirit of charity and good-nature—a wish which was fully realized.

Secretary Stowe then presented his annual report, as follows:

In presenting my annual report as Secretary of the Northern Michigan Retail Grocers' Association, I assume that the first thing you will want to ascertain is our financial condition. Our receipts for dues during the past year have been

\$39, all of which has been turned over to the Treasurer, and for which I hold his receipts.

Our expenses since our organization in June, 1894, have been \$41.25, which includes \$10 in postage stamps.

As the dues for the second fiscal year are now due and payable, and as there are a sufficient number of constitutions and application blanks to last us during the coming fiscal year, I think you will agree with me in the statement that we are in an excellent financial condition.

I confess myself somewhat disappointed that the growth of the Association has not been greater. I confidently expected when we met at Clare that our Mount Pleasant meeting would be attended by a couple of hundred grocers, but when I realized the fearful drouth and threatening fires which were prevailing in all parts of Northern Michigan during the time of the convention, I was not surprised that the attendance was not greater, as many grocers who would have surely attended the meeting under ordinary circumstances were detained at home to protect life and property.

It is a matter of congratulation that one abuse which brought the organization into existence was abolished soon after the Association was organized. I refer, of course, to the rule charging for cartage and boxing. Although this is a question which has more than one side, and the members of the Association are somewhat divided on the subject, I think I am safe in stating that all were glad when so annoying a rule was abolished and the practice of charging cartage was abandoned.

At our Mount Pleasant meeting resolutions were adopted, calling upon our members to use their influence to secure an amendment to the present exemption law. I am aware that considerable effort was made in this direction, but experience gleaned at several sessions of the Legislature has convinced me that the only way by which this reform can be secured is by means of concerted action among the business men, not simply of one section of the State, but of the entire State, for a law which has been on the statute books for nearly half a century and has grown time-worn and venerable with age is a difficult thing to repeal. I trust that before the close of this convention some plan will be adopted which will secure for the business men of Michigan some immunity from the deluge of dead-beatism which this unjust law stimulates.

I hope, also, that effective measures will be adopted for increasing the numerical strength and influence of this organization. I candidly believe that it can be made the means of bringing about needed reforms, abolishing time-worn abuses through the medium of concerted action and by co-operation with the wholesale trade and with organizations of retail dealers in other lines. Within the past two months the hardware dealers of the State have started the nucleus of a strong organization, since which time the wholesale hardware dealers have come out with an announcement abrogating charges for cartage which have been in vogue for a great many years. I am not prepared to say that this departure on the part of the jobbing trade is due entirely to the organization of the retail hardware dealers, but it certainly looks as though the movement had something to do with the change of policy on the part of the wholesale trade.

I do not wish to be understood as advocating antagonizing the wholesale trade, as I am one of those who believe that retail dealers can usually accomplish all they desire by agitation, co-operation and compromise measures.

There may be times when it may be desirable to take a firm stand, but experience has taught me that intelligence is usually met with intelligence and that a disposition to ask for only that which is fair and just is almost universally met with prompt recognition at the hands of the class addressed.

In conclusion, permit me to thank you for the honor you have bestowed upon me in permitting me to act as your Secretary during the past year. While I regret that there has not been more work to do, I assure you that I have endeavored to perform the meager duties devolving upon me as understandingly and promptly as possible, and I trust that my successor will meet the same kindly co-operation and hearty response which you have given me on any and every occasion.

Treasurer Smith presented his annual report as follows:

I beg leave to report that I have received from the hands of the Secretary the sum of \$39, for which I have given proper receipts.

I have paid one order on the Treasurer for \$20.75, leaving a balance in my hands of \$18.25.

The report took the same course as the Secretary's report.

H. W. Hawkins then read a paper on the subject, "Is it Possible to Improve the Present Exemption Law?" as follows:

The question asked in the subject under consideration involves a knowledge of the provisions of the present law on this subject; so, before attempting to answer the question, I will give a brief digest of the law as it stands on the statute book:

REAL ESTATE.

1. Homestead, whether it be a village lot with the buildings thereon or forty acres of land, not exceeding in value \$1,500.

CHATTEL PROPERTY.

1. All spinning wheels, weaving looms, stoves put up and kept for use in any dwelling house.

2. A seat, pew or slip occupied in any house of public worship.

3. All cemeteries, tombs and rights of burial while in use as repositories of the dead.

4. All arms and accoutrements required by law to be kept by any person. All wearing apparel of every person and family.

5. Library and school books of every individual or family, not exceeding in value \$250.

6. To each householder ten sheep with their fleeces and the yarn as cloth manufactured from same; two cows; five swine; provisions and fuel for the comfortable subsistence of such household or family for six months.

7. To each householder all household goods, furniture, utensils not exceeding in value \$250.

8. The tools, implements, materials, stock, apparatus, team, vehicle, horses, harness or other things to enable a person to carry on his profession or trade and not exceeding in value \$250.

9. A sufficient quantity of hay, grain, feed and roots, whether growing or otherwise, for properly keeping for six months the animals herein enumerated.

There is also exempt from the process of garnishment the wages of any laborer not exceeding in amount \$25.

It is a well-known fact that by far the larger part of the business of this country is done on credit. The manufacturer sells his products, to a large extent, to the jobber on credit; the jobber sells the retail merchant largely on credit; the retail merchant also sells

the consumer largely on credit—hence we have a chain of credits. The manufacturer, in most instances, can readily enforce payment on the jobber; the jobber can nearly always enforce payment on the retail merchant; but the retailer can scarcely ever enforce payment on the part of the consumer, for the reason that an unjust exemption law stands in the way. Hence we see that the retail merchant is the least protected of the three classes of traders I have named. The retailer needs some ready money with which to meet some pressing claim from his jobber. He knows he must meet the obligation. His credit is at stake; his property is at stake; his honor is at stake—his all is at stake. He consults his ledger to see where he can secure the available means to satisfy his creditor, and finds, greatly to his dissatisfaction, that scarcely one out of ten persons against whom he has claims are collectible. Although there are many hundreds of dollars in accounts due him in excess of the amount necessary to meet his own obligations, yet he must suffer the humiliation of allowing his credit to become impaired because of the indifference which the consumer manifests, as regards the account standing against him.

How can the present exemption law be improved? By cutting down the valuation to \$1,000 on homesteads exempt from execution; by taking off all exemptions on chattels, with the exception of household utensils and wearing apparel; by allowing no exemption from process of garnishment to the wage earner. Let the labor of his own hands stand as security for his credit.

When the exemption law on our statute books is amended so that the retail merchant shall have better protection, we shall see, (1), that the dead-beat will have to give up his business or move to some more congenial clime; (2), that the thoroughly honest man will not be obliged to suffer for the guilty, as heretofore, but will find ready means of assistance when better protection is afforded; (3), that the whole business of the country will be reduced more nearly to a cash basis, thereby being mutually beneficial to debtor and creditor.

When the exemption law is so amended as to cease placing a premium on dishonesty by holding out inducements for honest men to become dishonest, and compelling dishonest men to become honest, as regards their obligations to their fellowmen, then shall we see that the thoroughly upright man will receive just treatment at the hands of his fellowmen and the dead-beat will not flourish as the green bay tree.

Mr. Wisler stated that the worst dead-beats, as a rule, were up on legal tactics; that they were worse than a thief, because a man can be on the lookout for a thief.

Mr. Stowe then explained the efforts which had been made in the past dozen years to secure a change in the law, without result as yet.

Mr. Bicknell moved that the matter be laid on the table for further discussion later, which was adopted.

Jess. Wisler, of Mancelona, then read the following paper on the subject, "Is it Desirable to Substitute Weights for Measures in the Handling of Produce?"

It is well for the Northern Michigan Grocers' Association to take up this question and thoroughly discuss it, so that the people of Northern Michigan may have no doubts as to how we stand upon the question.

I am well aware how slow we are to do away with every thing that has long been the established custom and are ready to say, "The old way is the best;" how we dread to make an innovation upon the traditions of our fathers and how slow we are to change the laws, customs and manners of the past when experience has taught us there should be a change; but I believe it to be the duty of every dealer—I will put it broader, the duty of every true citi-

zen—to point out the errors of those who have lived before us and be ready to suggest improvements and a better way, where experience has taught us there is a better way.

Our fathers builded the best they knew and we ascribe all honor and praise to them for the advanced steps they took in the cause of human liberty and the rights of the people; yet we, their children, standing near the one hundred and twentieth milepost, know full well that the advancement of civilization, art, science into the high state of development which goes to make up this busy, hustling, onward-moving people of seventy millions have outgrown many of the theories, thoughts and ideas of our fathers; and, true to the best interests of all the people, each department of business, the earnest, honest men of each calling have ever been willing to take a step in the advance and the masses have only been too willing to follow on. Such being the case, why shall not we, the retail grocers, keep abreast with the other business interests of the land and "keep up with the procession" in all that goes to advance the best interests of the people with whom we are brought in contact?

I hold it to be the duty of those who have a matter of as much importance as the subject under discussion, to take the lead and hold themselves in readiness to give a reason for their action.

"Is it desirable to substitute weights for measures in the handling of produce?" I answer, most emphatically, "yes." The announcement of the subject at once suggests the thought that we, as retail grocers, deal directly with the producer and the consumer. The producer is the farmer, the man who produces by his labor the produce that we buy and sell to the consumer. Experience has taught us there is no harder worked people in the land than the class who produce the necessities of life and no class that should be more fairly dealt with. "Equal and exact justice to all" should be our motto.

There are too many ways in measurements by which the seller and the buyer can be wronged for me to attempt to point out in the time allotted me, but that the present system of measurement is open to the wickedness and selfishness of men needs no argument.

"The size of the bushel"—the peach basket, the berry basket, the grape basket and, in fact, all measurements are looked upon with mistrust by the buyer. The puns and jokes which have been hurled at the retail dealer over the smallness of the measurement has many times caused us to regret that there ever was such a thing as a basket, box or measure made. I know our fathers introduced and put into law what they believed to be a good system of weights and measures, but we have learned by sad experience that, through or by the shrewdness of some sharp, shrewd Yankee, measures have fallen short of the system adopted by law and the consumer has had to pay for too much "shortness" or for too much "hollow in the bottom" of the box or basket.

What would I suggest? I answer: I would have the Legislature change the law so that all produce should be bought and sold by weight, the light articles by the pound and the heavier ones by the hundred weight. I would attach a penalty that whoever should be convicted of giving light weight should pay a heavy fine, be he farmer or grocer. And no man should be allowed to sell until he had his scales tested by the proper officer of the city, village or township, whose duty it should be to see to it that none but true scales were being used in or under his jurisdiction. I know we have a law now for weights and measures upon our statute books, but it is a dead letter. No attention is paid to it, hence the smallness of measurement and the fault finding, grumbling, and gibing at and with the dealer. We have to take all the blame. The retail grocer has to take all the cussing for the shortness and smallness of the bushel or basket, when, in fact, but few of us, if any, have anything to do with the manufacturing of the article. Let the law make it the duty of

the oldest justice of the peace of the township, the marshal of the village, and police justice of the city to have a true and tried system of weights tested and recorded, open to the inspection of all, with a good round penalty and a vigorous enforcement of the law, and the retail grocers would do much to rid themselves of the stigma that now attaches to them and for which they are not responsible for small measurements. The producer and consumer have a right to look to us, the retail grocers, for a remedy in the long delayed matter.

I am glad it has come before this honorable body for discussion. I have the honor of representing the northern portion of the Lower Peninsula of Michigan, and I am glad to state that no better, more true, earnest, energetic, go-ahead people live in Michigan or in any other State in this honored land than the producer, the dealer and consumer of the portion of the State which I represent. Believing, as I know they do, in "Equal and exact justice," I repeat what I said before most emphatically, "It is desirable to substitute weights for measures in the handling of produce."

As the paper by J. W. Densmore, of Reed City, on the subject, "How long must we endure the disgrace of handling fruits shipped in bastard baskets?" was somewhat similar in character to Mr. Wisler's, it was decided to have it read at the same time and discuss the two together. Mr. Densmore's paper was as follows:

When I received Mr. Stowe's letter, requesting me to present a paper on illegitimate fruit baskets at this convention, I felt unequal to the task, especially on account of the short time in which I had to prepare it and, also, on account of my inexperience in preparing such papers. I felt, however, that there were others in the same predicament and that if they all shirked their duty, it would make a pretty dull convention. I, therefore, wrote Mr. Stowe, accepting the assignment.

The question, "How long must we endure the disgrace of handling fruit in bastard baskets?" is a subject fraught with vital interest to the merchant who handles them. If it is some "skinflint" or irresponsible person who handles them, it makes but little difference; but, to the majority of grocers, who consider their reputation of more consequence than their money, it is extremely annoying, and at the same time hazardous to their business. To illustrate: A customer comes in and buys a bushel of peaches. When he gets them home and measures them, he finds he has received about three pecks. You can imagine the reflections which will pass through that man's mind, and, if he has not too great a distance to go, he will promptly cart them back. If at too great a distance to return them, you will hear from him at the first opportunity in words about to this effect: "Mr. Grocer, how many peaches did you sell me the other day in that basket? The grocer will answer that it was supposed to be a bushel. "Supposed! Is that the way you do business? Are you doing a supposing trade? Are you selling three pecks for a bushel? Are you selling three-fourths of a pound of tea for a pound? Are you giving short weight and measures generally? If so, the sooner I change my trading place the better." And, gentlemen, that is a mild phase of the matter. The disgrace runs all the way down the line from bushels to quarts.

It is almost impossible to get an honest basket; and, to go still further, there is almost as much fraud practiced in the manufacture of barrels as in baskets. Nine, ten and eleven peck barrels are the rule, and the grocer, when purchasing fruits and vegetables, is compelled to protect himself by having an ironbound contract, in black and white, specifying the amount each package is to contain or he is sure to be swindled. To go still further, we can trace the filthy tracks of fraud in the politician who poses as a philanthropist until he gets into office, where, at the

first opportunity, he sells his birthright for a mess of pottage. Even the ministers of the gospel, who should be upright and square—models for their churches and congregations—will often stoop to the most contemptible frauds. The Almighty Dollar—the everlasting thirst for greed—is at the bottom of all this. It is one of the primary causes of our social troubles. It is making the rich richer and the poor poorer. It is building up a superstructure of fraud which will not stand the censure and indignation of an honest and discriminating public. These giant frauds are the growth of recent years. They have crept upon us like a thief in the night. It is within the reach of everyone's memory in the room to remember the good old days when it was the exception and not the rule to run across frauds like these.

Gentlemen, are we to submit to this humiliating disgrace and swindle? Are we to be robbed of our good reputation and money? Are we to let the profession of merchant go down to posterity with such a rank odium attached to it as this? I think not. I think we are on the threshold of a mighty reform, both socially, politically and financially, and in this particular reform we need not be behind. In my opinion, we have only to come out like men and show up this fraud in its true light. Let us have a thorough investigation of the matter. Let every grocer understand the false position in which he places himself when he handles these baskets. Let these packers and manufacturers understand that we, as retailers, will not handle their bastard packages; and, last, but not least, if they persist in packing fruit in bastard baskets, we will have recourse to the strong arm of the law.

President Tatman expressed himself as very much pleased with the contents and conclusions of both papers. He stated that he had frequently bought peaches at \$1.50 a bushel and placed the selling price at \$2, but that after he had sold three pecks out of the bushel, he found he had no peaches left. Until this abuse can be remedied, the grocer will lose money right along.

H. W. Hawkins stated that he had been struck with the same club and that, in his opinion, the Association should put itself on record as opposed to all sorts of deception in weights and measures.

Mr. Beebe stated that, in his opinion, the abuses grew out of the desire of the grower to withhold enough fruit to pay for the package.

Mr. Fleischhauer stated that the way out of the difficulty would be to sell everything in the lines of fruits and vegetables by weight, instead of by measure.

Mr. Stowe related the progress made by the "honest farmer" in getting the basket manufacturers to reduce the size of the standard measures, year after year, and moved that the matter be referred to a Committee on Resolutions, composed of Messrs. Densmore, Wisler and Beebe, to summarize the ideas of the Association on this subject. Adopted.

N. Bicknell then addressed the Association on the subject of the desirability of establishing uniform prices on produce by means of local boards of trade. He recited a number of amusing incidents met by the merchant in buying produce and set forth the reasons why local boards of trade would be advantageous all around. In his opinion, however, a better plan would be to establish a warehouse in each town, with cold storage connection, where butter, eggs, beans, hay—everything the farmer has for sale—could be purchased by a manager, who would represent the merchants of the town on a stock company basis. This would do away with the

rivalry which now exists between merchants in the purchase of poor butter for the sake of securing trade. He related a circumstance of a lady who came into his store with two rolls of butter which were so inferior that they would have to be relegated to the grease tub. He declined to purchase the butter, although he knew that he would lose her trade unless he did so. She went away very indignant, but came back a little later, stating that another merchant had purchased the butter for his own use, and that he wished her to bring in the same amount every week for his own table.

Mr. Wisler stated that such a plan would not work in Mancelona, for the reason that the merchants of that town have nerve enough to pay more than the market price for produce, when they know that the market is on an upward tendency. He stated that Mancelona was passing through a transition from timber to agriculture, and that until the new order of things became established, it would be undesirable to make any change in the present methods of buying produce. He realized from past experience that the hardest thing a merchant has to do is to tell a woman that her butter is not good.

N. H. Beebe then led the discussion on the advisability of adopting the Blue Letter collection system. He stated that when the system was introduced in Big Rapids the merchants all pledged themselves to stick by each other, and that if they had done so, it would have been very much better for them all. Those who violated their agreement may have gained a little temporary advantage, but they "got it" later on. It is an excellent system, without a doubt, and if the merchants would stick to their text they would have the dead-beats on the hip every time. Mr. Beebe stated that he began selling for cash September 1, 1894, and that he had been remarkably well pleased with the change.

Mr. Niergarth stated that he had conducted his business on the cash plan since October, 1893, and that while he did not carry it out absolutely, he was so well pleased with the results that, if we were to start in business again, he would sell for cash only.

Mr. Wisler demurred to the cash plan, on the ground that it curtails sales, and that he would rather sell \$10,000 more goods a year, even if he did lose \$200 or \$300, as he would still be money ahead.

Mr. Densmore stated that in the fourteen years in which he had been in trade in Reed City, he had held his book accounts down to \$1,800; he found it necessary to charge off \$200 to \$300 each year for bad debts, but he found that he could always collect \$50 or \$100 of this amount the next year by scheming and watching his debtors. He thought the merchant should use common sense in shoving out goods, and that if he did so, there would be very little fault found with the credit system. The meeting then adjourned until evening.

EVENING SESSION.

At the opening of the evening session, W. D. Hopkinson, of Paris, started the ball rolling by a few remarks on the subject of "Store pay vs. cash for produce." He found it beneficial to pay cash for produce, but made a difference of 1 cent a dozen for eggs and 2 cents a pound on butter between cash and trade.

George F. Cook, of Grove, objected to paying cash for produce, because in

many cases the money would go directly to merchants in competing towns.

J. V. Crandall, of Sand Lake, stated that his experience had been that it was not desirable to pay cash for produce in the country, for the reason that the farmers got in the habit of saving up their money and going to the cities to do their trading.

J. H. Schilling, of Clare, stated that, in his experience, two-thirds of the money paid for butter and eggs was invariably left in the store before the seller went out.

Mr. Tatman then introduced the subject of wholesale grocers selling goods to hotels. He spoke of the retail dealers making business for the hotels by attracting the traveling men, who support the hotels, and that, in his opinion, the landlord should buy his goods in his home town.

Mr. Densmore stated that he had been annoyed by this abuse for thirteen years, citing a case where a Milwaukee vinegar house sold him five barrels of vinegar and then sold the hotel man one barrel at a less price than the agent had charged him for five barrels. In his experience not one-tenth of the goods used by hotels were purchased in the home town.

Mr. Bicknell stated that when he found a wholesale house selling hotels he would drop the house immediately, and in such case the traveling salesman would cease visiting the town, as there would not be enough in the hotelkeeper's trade to warrant his stopping off.

Mr. Wisler cited an instance where a Grand Rapids jobber had sold a Mancelona hotelkeeper ten pounds of Bull Durham at 46 cents a pound, when the regular price to the retail trade was 50 cents.

Mr. Tatman offered the following resolution covering this point, which was unanimously adopted:

Resolved—That the President designate a member in each town in which the Association has members whose duty it shall be to report to the Secretary the name or names of any jobbing house or flouring mill selling goods to hotels or boarding houses (cigars excepted); that the Secretary immediately communicate with the offending house, protesting against such practice; and in the event of the house refusing to pledge itself to desist from the practice, that the facts be promptly communicated to every member of the Association.

An interesting discussion followed on the subject of package brands and the giving of exclusive agencies, which brought out the interesting fact that in many cases flour mills and manufacturers of package goods had played double with the retail trade.

The meeting then adjourned to the dining room of the Hotel King, where a sumptuous banquet awaited the guests, participated in by about fifty business men and their wives, in addition to the guests of the evening. After the menu has been disposed of W. H. Hawkins was announced as toastmaster and prefaced the responses with a few happy remarks, after which he called upon several gentlemen to respond to pertinent toasts as follows:

Our Association—J. F. Tatman, Clare.

The Traveling Man—J. N. Bradford, Grand Rapids.

Future of the Potato—Jess Wisler, Mancelona.

Mixed Pickles—N. H. Beebe, Big Rapids.

The Off Horse—J. V. Crandall, Sand Lake.

The Ladies—N. Bicknell, Clare.

Early Days at Reed City—E. A. Stowe.

Our Village—C. A. Withey.

WEDNESDAY MORNING SESSION

At the opening of the morning session, nineteen applications for membership were read and accepted, after which a telegram was read from the Worden Grocer Co., regretting its inability to be represented on the occasion.

President Tatman then called for further discussion on the subject of the Blue Letter collection system.

Mr. Niergarth pronounced the system a "grand, good one" and greatly regretted that it was not now in use in Reed City.

H. W. Hawkins stated that he never saw a system so effectual as the Blue Letter method, as it stirred the dead-beats from center to circumference. Many people will pay from policy's sake only, and the co-operative system is the best thing known and the only efficient way to shut off bad pay customers.

Mr. Stowe moved that the matter of adopting or rejecting the Blue Letter system be left to a Committee composed of Messrs. Tatman, Niergarth and Beebe, to report at the February meeting.

The Committee on Resolutions then presented the following report, which was adopted:

Resolved—That the members of this Association will do all in their power to discountenance the use of short weights and measures;

Resolved—That when buying fruits and vegetables we will insist on getting a standard bushel and sixteen ounces to the pound;

Resolved—That we earnestly commend the intent of the invalid statute enacted by the last Legislature through the efforts of Representative Hoyt, as we are of the opinion that the taxing of country peddlers should be taken out of the hands of the State and placed in the hands of the township, where it properly belongs. Under the present system not one peddler in a hundred takes out the prescribed license, which is a manifest injustice to legitimate trade;

Resolved—That we urge the grocers of every town in Northern Michigan to use concerted action in securing adequate protection from village peddlers in the shape of efficient ordinances prescribing license fees which shall be made large enough to be regulative, but not so large as to be prohibitive;

Resolved—That the thanks of this Association are due the grocers of Reed City for their cordial greetings and splendid entertainment on the occasion of our second annual convention; to the Hotel King for reduced hotel rates; to the village fathers for the use of the city hall; to the local committee of arrangements for their painstaking attention to details.

The selection of the next place of meeting being then in order, Mr. Beebe invited the Association to meet at Big Rapids. Mr. Densmore spoke for Reed City, Mr. Bicknell for Clare and Wm. Hoag for Cadillac.

Mr. Niergarth moved that the next convention be held at Big Rapids the second Tuesday in February, which was adopted.

Mr. Bicknell moved a Committee on Membership—one from each point of the compass—be appointed by the President, retaining one-half of the annual dues obtained for their services. Adopted.

Election of officers being then in order, President Tatman nominated Mr. Wisler for President. Mr. Williams nominated Mr. Densmore. Both gentlemen positively declined the honor, when the election resulted as follows:

President—J. F. Tatman, Clare.

Vice President—J. W. Densmore, Reed City.

Secretary—E. A. Stowe, Grand Rapids.

Treasurer—Jess Wisler, Mancelona.

Executive Committee—N. H. Beebe, Big Rapids; Wm. Hoag, Cadillac; Frank Smith, Leroy; T. Bergy, Mt. Pleasant; C. Yost, Ithaca.

Mr. Wisler moved that membership certificates be printed for distribution among the members, which was adopted.

There being no further business, the meeting adjourned.

NAMES OF THE MEMBERS.

At the close of the Reed City meeting the membership list included fifty-five grocers and grocery firms, as follows:

Clare—J. F. Tatman, Becknell & Co., C. S. Chase, G. W. Halstead, Mason & Boyd, A. Van Brunt, A. S. Rhoades, J. H. Schilling, J. L. Welch, Cadillac—Robert Johnson, Snider & Hoag.

Hersey—John Finkbeiner, Frank Proctor, C. M. Bisbee.

Paris—W. D. Hopkinson, J. L. Davenport & Co., Bisbee Bros., John L. Reed.

Manton—J. H. Williams, O. Brink, Mancelona—Jess Wisler.

Coleman—M. O. McFarland.

Shepherd—F. M. Taylor, H. D. Bent, Leroy—Frank Smith, Gustafson & Olsen.

Reed City—C. T. Kerry, H. R. Niergarth, John Marin, J. W. Densmore, H. W. Hawkins, Wm. H. Hawkins, Kirk Bros. & Co., Martin Miller.

Big Rapids—N. H. Beebe, J. H. Megargle, W. E. Haney, Chas. B. Lovejoy, J. L. Barker.

Ithaca—S. E. Parish, Lewis & Yost, Ludwig & Isman, A. S. Barber & Co., E. D. Hamilton.

Mt. Pleasant—Frank A. Sweeney, Kane Bros., T. Bergy, R. D. Balmer, W. C. Vowles, Hamilton & Co., A. N. Ward.

North Star—J. H. Pettit & Co.

Gladwin—J. M. Shaffer.

Dushville—G. O. Adams.

Grove—Geo. F. Cook.

MICHAEL KOLB & SON,

Wholesale

Clothing Manufacturers,
ROCHESTER, N.Y.

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.

A. HIMES

Wholesale Shipper

Lime
Cement
Sewer Pipe
Etc.

COAL

1 CANAL ST., GRAND RAPIDS.

THOMAS E. WYKES

COAL

Wood
Lime
Sewer
Pipe
Flour
Feed Etc.

Correspondence Solicited.

45 South Division St. GRAND RAPIDS

The Trade is cordially invited to write us for summer prices on

COAL

S. P. BENNETT FUEL AND ICE CO.
GRAND RAPIDS, MICH.

Engravings
BUILDINGS
FURNITURE
PORTRAITS
MACHINERY
PATENTED ARTICLES
STATIONERY
ANYTHING FOR ANY PURPOSE
TRADESMAN COMPANY,
GRAND RAPIDS, MICH.

Around the State.

Movements of Merchants.

Sturgis—Frank Nathan has sold his clothing stock to John Tripp.

Lucas—G. W. Taylor succeeds Taylor Bros. in the grocery business.

Charlotte—Wm. Jordan succeeds Turner & Jordan in the grocery business.

Charlotte—Mitchell & McCarger succeeded Hulst & Mitchell in the meat business.

Lake Ann—Potter & Anderson succeeded Virgil & Farmer in the meat business.

Schoolcraft—Gilmore & Harrison succeeded A. R. Gilmore in the grocery business.

Erie—Cornelius S. Drouillard is succeeded by C. C. LaPointe in general trade.

Lake Odessa—Wright & Friend have sold their grocery stock to Geo. M. Fowler.

Battle Creek—Frank G. Sherwin succeeds Sherwin & Ball in the grocery business.

Grayling—Isaac Rosenthal is succeeded by Jos. Rosenthal in the dry goods business.

Petoskey—J. Welling succeeds B. Perl & Co. in the men's furnishing goods business.

Cassopolis—G. C. Underhill & Co. succeeded Underhill & Bonine in the grocery business.

Homer—Edwin C. Doolittle succeeds Doolittle, Anderson & Co. in the grocery business.

Blissfield—The Phillips Hardware Co., Limited, is succeeded by the Phillips Co., Limited.

Lake Odessa—Gardner Wight succeeds Samuel Bair in the agricultural implement business.

Detroit—Chas. Addison & Bro., grocers, have dissolved, Fred Addison continuing the business.

Games Station—W. B. Cozard succeeds F. W. Blodgett in the hardware and lumber business.

Battle Creek—Louis Strauss has removed his clothing and men's furnishing goods stock to Detroit.

Stanton—Lamb & Peterson, agricultural implement dealers, have dissolved, Hans Peterson succeeding.

Kalamazoo—H. B. Fisher has purchased the tailoring and furnishing goods business of H. F. Wenier.

Grand Ledge—Geo. A. Youngs, grocer, has admitted a partner and the style of the firm is now Youngs & Abbey.

Muskegon—S. A. Soderberg has sold his shoe stock to A. P. Conner & Co., who have consolidated the stock with their own.

Chadwick—E. T. Bolster has admitted his son to partnership in his grocery business. The firm will hereafter be known as E. T. Bolster & Son.

Marine City—Markle & Thatcher, furniture and undertakers, have dissolved. The business will be continued by Norman J. Markle in his own name.

Hastings—Phin Smith has purchased the boot and shoe stock of H. E. Paddock, at Grand Ledge, and is now engaged in removing it to this place.

Ionia—Jos. H. Canfield has purchased the interest of Wm. F. Scammell in the old-established grocery and meat business of Scammell & Canfield and will continue the business under the style of the Canfield Grocery Co. Mr. Scammell will embark in the purchase and sale of live stock.

East Jordan—Geo. L. Sherman has sold a half interest in his meat market to C. H. Gifford, of Grand Rapids. The new firm will be known as Sherman & Gifford.

Jennings—Ground has been broken for a new store building, 30x70 in size, for Mitchell Brothers. A general stock of merchandise will be carried, A. C. McNitt acting as manager.

Ionia—John W. Baldie has sold his interest in the produce, wood and coal business of W. C. Page & Co. to his partners, R. Lee Page and John Scott, who will continue it under the same name.

Watervliet—R. E. Wigent, who was engaged in general trade here for several years, recently died as the result of a stroke of apoplexy. He was in bathing in Paw Paw Lake at the time the attack came on him, but was dragged to the shore by a passing companion.

Grant—J. F. A. Raider has begun the erection of a two-story solid brick building, 24x50 feet in size, which he will occupy with a drug stock as soon as completed, which will probably be about October 15. His son, Lynn, will have personal charge of the business.

Owosso—E. L. Devereaux and A. F. Loomis have formed a copartnership under the style of Devereaux & Loomis, and will embark in the grocery business about Sept. 20, taking possession of the H. W. Parker store building, now occupied by the Hookway & Son grocery stock.

Manufacturing Matters.

Muskegon—Bennett Bros., lumber dealers, have merged their business into a stock company under the style of Bennett Bros. Lumber Co.

Cheboygan—Geo. Quay has sold his interest in the shingle mill business of D. Quay & Sons to his partners, who will continue the business under the same style.

Manistee—Eastern buyers are coming back for hemlock. One concern has just placed an order for water shipment that will take a little over 1,000,000 feet and will take more as soon as a good assortment offers. The demand for hemlock lath is falling off, consumers using pine lath now that they are so cheap.

Saginaw—Col. A. T. Bliss is cutting a quarter of a million feet a day at his own sawmill at Carrollton, and the Central Lumber Company's mill at Zilwaukee, of which he is the principal stockholder. He has sold a number of million feet this season to go to Chicago.

Bay City—Hargrave & Son are running their sawmill with a night and day crew, the daily output being 125,000 feet. The band and gang are operated days and the band nights. The mill is cutting Canada logs, and 2,000,000 feet of lumber on the dock is sold for immediate shipment. The firm expresses satisfaction over the prospects for a good fall business.

Bay City—Things are looking brighter all along the lumber line. There is a better demand for lumber, although it is chiefly for good stock which is most wanted. The sale of 500,000 box cut to order to a Saginaw firm is reported at \$10. It is said that some box has sold as low as \$9. There is very little Norway being cut owing to the low condition of the market. There is some lumber being shipped by water and there ought to be more at \$1 freight to Ohio and \$1.25 to Buffalo and Tonawanda.

Detroit—The senseless strike of cigarmakers, which has now been in operation for a couple of months, has produced one effect which was hardly

looked for, the equipment of a cigar factory with women and women alone. John H. McLean, of the Detroit Cigar Co., is responsible for the scheme, and says that it is going to prove a great success. The idea is taken from several shops which have been running with women employes for some time, notably a large factory at Mansfield, Ohio. Mr. McLean thinks the employment of making cigars will become more attractive to the girls who seek employment than work in a factory or laboratory, especially when it is considered that a girl cigarmaker, or rather "lady cigarmaker," as Mr. McLean terms them, can earn from two to four times as much money in a week as she can in a factory or laboratory. The strike was virtually a move to crowd the women out of the business, but, as reforms seldom go backward, it is bringing out the very thing the men struck to prevent. Mr. McLean announces that he so well satisfied with the results that none of his male cigarmakers could get back in the shop on any terms. If other manufacturers should take the same views of the matter as the one pioneer in the movement does, it is safe to say that there would be little use of union cigarmakers staying in the city at all, as the increasing demand for Detroit cigars since the strike clearly demonstrates that the union label is no advantage to a manufacturer, but, instead, is a disadvantage, as it compels him to pay high wages to an inferior class of workmen.

A Boycotting Letter and Its Result—Incongruity of Unionism.

A certain Grand Rapids jobbing house recently received a circular from the headquarters of the striking cigarmakers at Detroit, warning it not to purchase any cigars made in Detroit, on the ground that the cigars now turned out by the large factories there are produced by non-union female labor. The house in question immediately ordered 5,000 cigars of a well-known Detroit brand, volunteering the statement that it felt perfectly safe to place woman-made goods in the hands of its customers, as it would be impossible to find a more filthy or a more repulsive class of workmen than the average union cigarmaker, who is notorious for the amount of whisky he can consume and the baths he never takes.

Nothing could be more ridiculous than the outcry against woman labor in cigar factories, especially when indulged in by men who seldom draw a sober breath and whose personal appearance betoken their unfamiliarity with every manifestation of cleanliness. As a matter of fact, women make as competent workmen in cigar factories as men and they have one decided advantage over most union men—they are, as a class, clean in their habits and they keep sober. They depend on holding their positions by the character of their workmanship, rather than by reason of their connection with an oath-bound, boycotting and blackmailing organization.

The strike in the Detroit factories is at an end, so far as the employers are concerned. The workmen who permitted themselves to be made fools of by venal and unscrupulous leaders are now eating the bread of bitterness and have the alternative of quitting the union or seeking employment elsewhere, which is not an easy matter to do, as the market for that class of labor is badly overstocked. The strike was one of the most senseless ever indulged in, there

being no grievance as to hours or wages, hinging simply on the demand that none but union men be employed—a demand which no honorable employer can concede, as it deprives him of every attribute of independence and makes him a slave to a tyranny ten times more irksome than that sought to be established by the slaveholders of the South.

* * *

The country dealer remote from large centers of population—where the saloon and the union thrive in mutual helpfulness—is sometimes at a loss to understand how any organization can influence a man to throw up a job he has had for many years and with which he is entirely satisfied simply to humor the caprice of a walking delegate whose wages go on whether his dupe works or not. The cause for this deplorable lack of independence on the part of the workman is his fear of personal violence in case the mandate of the agitator is not obeyed. The moment a union man fails to obey the commands of his superior officer he is blacklisted, boycotted, assaulted—murdered, if need be—in the name of union labor. Judges and prosecuting and police officers whose duty it is to apprehend, prosecute and punish violations of the law wink at the murderous assaults committed in the name of unionism and even the Governor is unable to dispatch troops to quell a riot until overt acts have been committed, albeit the existence of angry and ungovernable mobs are at once a menace to the public peace and a sure indication of impending disturbance and crime. Remove the fear of personal violence from the minds of the rank and file of union workmen and the pernicious influence of trades unionism will cease.

An Abuse which Should be Abolished.

Reed City, Aug. 10—I wish to call your attention to an abuse which grocers have to contend with: It is in regard to railway agents and employes shipping in fruits and vegetables, supplying themselves and neighbors with these goods at first cost, less the freight. It seems they have the privilege of shipping goods for themselves without any freight charges. The amount of fruit shipped here in that way cuts quite a figure. I think if the railway officials at headquarters were made acquainted with this abuse, they would curtail some of these privileges. These people take advantage of this privilege and make quite a little money out of it during the fruit season. It is not a "fair shake," as these people get good salaries and should be made to keep their noses out of the retail trade.

JOHN W. DENSMORE.

There has been a considerable speculation and some concern as to the effect of the opening of the new Hennepin or Chicago drainage canal on the level of the Lakes and the consequences to the harbors. In an interview General O. M. Poe, chief of the Government Commission for the investigation of the question, gives the assurance that the lowering will be slight and that it will require years to reach the new level. He says the change may be three inches or it may be eight. As the natural variation greatly exceeds these amounts it will be seen that there is no reason for concern. Any change on that account could be prevented, if desirable, by the building of a wing dam in the St. Clair river equal to the sectional area of the Canal. This would need to lessen the outflow only about one-twelfth to prevent any variation.

Improve the opportunity on Gillies' & Co.'s special N. Y. tea offer. It is a new Japan cheap. J. P. Visner, Agent.

Grand Rapids Gossip

J. C. Miller & Co. succeeded G. W. Miller & Son in the grocery business at 480 Lake avenue.

Calvin H. Catlin, formerly clerk for M. K. Collins, has opened a grocery store at 20 Plainfield avenue.

F. J. Parker & Co. succeed F. J. Lamb & Co. in the produce and commission business at 33 Ottawa street.

Abraham Kok and Adrian Hoffins have embarked in the flour and feed business at 19 West Fulton street under the firm name of Kok & Hoffins.

H. M. Geiger has gone to New York to assist in opening an Eastern office of the Champion Cash Register Co., which will be in charge of Blount & Otto.

F. Herman Ziegler, formerly of Lowell, succeeds E. F. Herendeen in the meat business at 420 West Bridge street. Mr. Herendeen has removed to Rochester, N. Y.

Thos. E. Wykes has sold a half interest in his coal, wood, lime, cement and grain business to John W. Baldie, of Ionia, who has removed to the city and will take an active part in the management of the business. The new firm will be known as Thos. E. Wykes & Co.

A light-weight local commission house is exciting considerable comment among the retail trade in towns remote from Grand Rapids by consigning peaches without any intimation that the fruit will be acceptable. Of course, the returns in such cases are quite apt to be disappointing, whereupon the commission merchant indites insulting letters to those dealers who fail to report satisfactory returns. As a result of such unbusiness-like dealings, ill feeling is created and crimination and recrimination ensue.

Judge Burlingame has decided, in the case of Jacob Norman, that peddlers of fruits and vegetables must hereafter either pay the prescribed license fee without kicking or appeal to the Supreme Court. The defendant's attorney, S. Wesselius, argued that the case should be quashed, on the ground that the charge was made under a repealed ordinance and that the charter provision was in restraint of trade, inconsistent, unreasonable and oppressive and the license fee larger than the charter authorized. The motion to quash was denied and, in view of a recent ruling of the Supreme Court, the case will probably not be appealed.

The Grocery Market.

Bananas—The wholesale dealers and commission men are ordering them forward very sparingly, owing to the limited demand from out-of-town dealers. This has caused the importers to reduce prices considerably, in order to stimulate the demand. It is more than probable, however, that for the next six weeks, or until peaches are out of the way, there is not much hope of what can be called a satisfactory demand being encouraged. A few regular fruit dealers still order regularly, but grocers and other dealers who handle these goods periodically are very chary of them. Prices are in favor of the dealer who orders.

Oranges—It is remarkable how the California crop hangs on. They can still be had at prices much more favorable to the retailer than the Rodi fruit, although it will be but a short time be-

fore the latter variety will be all that can be had. Prices are still low, owing, in part, to the small demand.

Lemons—Importers and brokers have been talking higher prices for the past month, but their predictions did not seem to be verified by facts until within the last ten days. A great many dealers had a fair amount of stock on hand up to August 1, and it was almost impossible to induce an order until they were practically out. This state of things seems to have occurred all at once and, as a consequence, orders were plentiful with the brokers last week and as the supply is somewhat limited—considerably so, for this season of the year—prices were advanced sharply, much to the gratification of the importers. At the sales Saturday common to choice stock brought \$1.50@5 and fancy Verdilli, either size, from \$5.75@6.37½. There are a few wholesale dealers who still have a fair supply, which they will be able to work off at remunerative prices, although quotations made this week are much below the auction selling price. There is no probability of a decline during the next two weeks and retailers may possibly escape an advance by ordering at the present prices.

Figs—There is a fairly good demand for a fancy grade of stock, but as all of it has been placed in storage for safety during the hot weather, it presents a candied appearance when opened up, the cause of which does not seem to be clear to a majority of the retailers. It will be safer to order this class of goods in small quantities, as, like all other goods which have been in cold storage any length of time, they will deteriorate rapidly after being exposed to a warmer temperature.

Dates—All the stock is kept in cold storage, the same as figs, and is subject to the same appearance and keeping qualities when taken out. They sell slowly at present, but the approach of the county fairs will stimulate the demand and dealers will probably close out present holdings during the next month. Prices are low.

Cheese—The market is weaker and a trifle lower.

The Drug Market.

Acids—Benzoic is somewhat steadier, owing to rumors that the new seller, who was recently soliciting orders for future delivery at comparatively low prices, has met with obstacles which will delay the realizing of expectations for an indefinite period. Salicylic shows no improvement.

Alcohol—Continued dullness is noted in the market for grain, and there is no apparent improvement in the general condition of affairs, notwithstanding favorable developments in the reorganization of the old combination of distillers.

Caffeine—Remains nominally steady, but there is not much inquiry and the market is inactive.

Cod Liver Oil—A number of holders have withdrawn from the market, owing to stronger advices from abroad, and indications point to high prices, when the active consuming season sets in.

Cream Tartar—Continues to move fairly in moderate quantities for consumption, with values ruling firm.

Cubeb Berries—Remain quiet with values unchanged and nominally steady.

Essential Oils—The market for peppermint is somewhat unsettled and irregular, with reports conflicting. Cassia is jobbing freely and holders are firm in their views. There is no change in other descriptions.

Flowers—American saffron is selling in small parcels only to the consuming trade, the condition of the market being practically as noted in previous issues. Other descriptions are without noteworthy feature.

Leaves—There is an absence of new features in any description, and aside from continued activity in short buchus and senna, the market has a quiet appearance.

Opium—The Smyrna market is unchanged and quiet and here a fair demand is reported. The available spot stock is light, but in view of the large current crop the general impression is that future prices are more likely to favor buyers than sellers.

Roots—No important movement is reported in any of the various leading descriptions and the changes in prices are slight and of no especial significance.

Seeds—All varieties of canary show a fractionally lower range of values, mainly owing to an easier feeling in European markets, but aside from a fair movement in Smyrna there is little to note in the way of business. Dutch caraway to arrive has been fairly active with considerable sales of new crop reported. There is no quotable change in values of mustard.

The Grain Market.

To say the wheat market was dull and uninteresting would be speaking of it mildly. There is simply nothing doing; no one seems to be interested in it. The lower the visible goes the lower prices go. The visible showed another decrease of 954,000 bushels, against an increase of 1,580,000 bushels the corresponding week last year. The visible to-day amounts to 36,875,000 bushels, against 63,901,000 last year, or 25,446,000 bushels less than last year. The whole amounts to this: while all factors point toward higher markets the real fact is, prices are lower. While the exports are remarkably low the receipts are still smaller as is shown by the visible and the present amount in sight is less than it had been since 1891. Prices are about 20c per bushel higher to-day than they were the same date last year. We will not prophesy this week, as our predictions have been wrong so far. Spring wheat has commenced to move but not very freely and what comes in is very deficient in quality. Out of 133 cars received in Chicago only ten graded No. 2 red.

Corn also declined in price for reasons given in our previous letters.

Oats show the same reduction as the other cereals and will be on the down grade this week.

Receipts were: wheat 35 cars; corn 3 cars and oats 5 cars.

C. G. A. VOIGT.

The Dry Goods Market.

All grades of bleached and brown cottons are advancing steadily in price until now about 10 per cent. has been added on these goods since June.

The same may be said of prints. Some makes are now 5½c in fancy black and white, and wines and greys are still 5c.

Staple ginghams range from 4¼c to 5c, according to quality. Dress ginghams are held at 4½@8c.

The attention of the Tradesman's readers is called to the advertisement of Studley & Barclay on page 22 of this issue. By an unfortunate error, they were made to say, in last week's paper, "Prices advance 50 per cent. Oct. 1," which should have read "5 per cent."

Gripsack Brigade.

D. E. McVean (Musselman Grocer Co.) has been compelled to return to Mt. Clemens for a short course of treatment. His territory is being covered in the meantime by John McCleary, who is accompanied by his smile.

A. E. Worden, President of the Worden Grocer Co., is accompanying A. S. Doak on his calls to his trade this week. During his absence Mr. Worden will investigate the circumstances attending the killing of sheep by Mr. Doak's dog at South Boardman several years ago.

O. M. Clement, of Lansing, who travels in Illinois and Iowa for the American Whip Company, of Chicago, recently returned home in a badly battered up condition. While going to his hotel at Cedar Rapids, Iowa, last Thursday night he was set upon by footpads, who choked him nearly to death, and then knocked him senseless by hitting him over the head with a brick. He was robbed of \$53 in cash and a gold watch and chain.

J. A. Gonzalez has succeeded in securing a release from the Wellauer & Hoffmann Co., of Milwaukee, to accept a flattering offer made him by the Best & Russell Co., of Chicago, Western distributors for the Owl Cigar Co. (New York) and E. H. Gato (Key West). Mr. Gonzalez represented the Owl Cigar Co. for four years and the change is a welcome one to him in several respects, principally because the line is one with which he is entirely familiar. The Milwaukee house was loath to part with him, as it was gratified over the success he had achieved in the short space of six months in this territory.

The Condition of Trade.

In spite of the decline in the aggregate of trade transactions occasioned by the midsummer dullness, which is several weeks later than usual, prices in most lines have continued to advance. The most unfavorable indications are the great increase of imports and the decline of exports, and the consequent unfavorable condition of exchange, which causes continued apprehension as to the Treasury reserve. The sales of cotton goods have been checked somewhat by the advance in prices and the heavy imports, and the woolen trade is suffering from the foreign competition. The uncertainty is increased by the demands of the operatives for the restoration of the wages paid before the panic.

The condition of the iron industry continues very encouraging. The actual consumption is large and the prices continue to raise in the face of the increasing output. Wages have been generally advanced. Copper has advanced to 12¼ cents.

Wheat is still being held by the growers, although prices have declined 1½ cents. Corn and pork products have shown more or less decline, on account of favorable news as to condition of the crop.

The comparison of failures with last year is favorable—196 against 229 in the United States, and thirty-eight in Canada, against forty-five last year.

Evaporated potatoes is the latest preserved food product of the Pacific Coast. A Washington concern engaged in the business of preparing evaporated apples and prunes has been experimenting with potatoes and finds that, prepared in this way, they will keep good for an indefinite time and retain practically all their food value.

The Back Office.

Written for THE TRADESMAN.

"Do not try to be men," said the preacher. "God created you separate and distinct beings! Do not attempt by a change of garments to alter the decree of the Almighty!" and, if the pen of the recorder is to be depended upon, the sermon created no little sensation.

As the years go by, I am more and more impressed with the silence of scripture. I know, for example, that the evening and the morning were the first day, but when I turn to the sacred page with the query how long that first day was, there is silence. There is no doubt that the tree of knowledge bore fruit and that Eve partook of it, but when the question comes, "What kind of fruit in form and color and taste was it," there is no answer. It has always been regarded as a settled question that the first attempt at civilization was the making of aprons, but when the momentous question arises, "How were those aprons fashioned?" there is the same oppressive silence which the centuries have not been able to break. Science has, indeed, been busy. She has turned the leaves of the rocks, and, from the testimony written there, has startled us with what she thinks the Creator means by "the first day." Belief has settled into conviction, that it was the ancestor of the Rhode Island Greening which led to the first transgression, and it early passed into tradition that the aprons which our first parents made for themselves in the secluded bowers of Eden were plain garments, plainly made by the sewing together of fig leaves; and when reading what "the preacher saith," there is an anxiety to learn, if the silence of scripture has at last been broken, and if the science of theology has so far ascertained "the decree of the Almighty," as to settle forever this theological question: "What dress shall a woman wear on a bicycle?"

It is remarkable, in glancing down the centuries, to see how little "the decree" has so far been understood. One would suppose, for instance, in designing the garb of the Jewish high priest, that there, if anywhere, would be found decided the question of sex in dress; but, if the pencil of the artist is at all to be depended on, the flowing robes of the woman of to-day resemble the high priest's dress more than the priest's does who has lately handed down "the decrees of the Almighty." They who are up in classic lore will correct the blunder, if there be one; but isn't it true that the graceful garb of the Greeks furnished the design for the Roman toga, worn by the Roman world, irrespective of sex? And isn't it also true that, in the time of Caesar Augustus—the period when the Roman Empire had reached its culminating splendor—the trailing robe prevailed? That, however, was the beginning of the Christian era, and the silence of scripture allows us to believe that He who was Bethlehem-born, following the fashion of the time, was clad in the garb common in the Roman provinces. Has "the decree of the Almighty" made it plain to the theologian of to-day that "pants" were in fashion during the first quarter of the first century?

There may be nothing pertaining to the followers of the Crescent and the Cross which good Christians are bound to respect, but it would be pleasing to know if "the decree of the Almighty" gave to the Orient the exclusive privilege of bifurcated garments; and whether

the women of the East, unlike their Western sisters, have, when clad in these garments, features sufficiently distinctive, to make them "separate and distinct beings," and so render it needless for them "to try to be men," when clad in similar attire.

It is to be hoped that nothing which has so far been said has suggested the thought that there is any doubt as to "the decree," or its authenticity. Nothing is further from the purpose. The purpose is to show that the clergyman himself is the one who has disobeyed "the decree," and to ask him how he dares to enter the sacred desk in a garment intensely bifurcated, when the garment designed according to "the decree of the Almighty" and worn for thousands of years by the priesthood, was the flowing robe?

It looks as if the hurler of the "fiery worded thunderbolts" was, so to speak, "off his base;" and when he tells "twenty young lady bicyclers in his audience" not to "attempt by change of garments to alter the decrees of the Almighty," it is very suggestive that he doesn't know what he is talking about. She who rides a wheel, must have a free use of her legs. Such freedom is not found with the prevailing skirt. There is danger, too, of its catching in the wheel and the divided article obviates these difficulties. Necessity, then, is the mother of the timely-thought of bifurcated garment; and the garb of the Mahomedan woman has been donned by the Christian maiden, without the faintest idea of trying to be a man—God save the work!—or altering a single "decree of the Almighty."

It will be observed that "the sermon created no little sensation." It could not well be otherwise. "I certainly never saw anything like it!" said General Grant of Mark Twain's military map; and that congregation went away with the same idea of the sermon; and if the hearing produced anything like the same effect of the reading, that congregation who had come to worship went home, convinced to a man, that the preacher should have ended his harangue by calling as lustily as Dogberry did for somebody "to write him down as ass!"

RICHARD MALCOLM STRONG.

The Electrical World is authority for the report that an electric car will commence running in Rome next month. The modern world will thus establish its latest triumph over the dust of the Caesars. Meanwhile, a trolley line is being projected to the Pyramids of Egypt; and locomotives, built in Philadelphia, are running to and from Jerusalem.

Seeds

Everything for the

Field and Garden



Clover, Medium or Mammoth, Alsike, Alfalfa and Crimson, Timothy, Hungarian Millet, Peas and Spring Rye. Garden Seeds in bulk and Garden Tools.

Headquarters for Egg Cases and Fillers.

W. T. LAMOREAUX CO.

 128-132 West Bridge Street,
GRAND RAPIDS, MICH.

V. SEBRING HILLYER Consulting Engineer

Structural Iron Work
Concrete Construction.
Machinery Drafting.
803 Michigan Trust Building
GRAND RAPIDS

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 applying the indicator to your engine.
Address, 74 Monroe St., Room 5, Grand Rapids.

B. E. PARKS, Engineer.

SEEDS, POTATOES, BEANS

We handle all kinds FIELD SEEDS, Clover, Timothy, Hungarian, Millet, Buckwheat, Field Peas, Spring Rye, Barley, Etc. Buy and sell Potatoes, Beans, Seeds, Eggs, Etc. Car lots or less.

EGG CRATES and EGG CRATE FILLERS.

If you wish to buy or sell write us.

MOSELEY BROS.,

 26-28-30-32 OTTAWA STREET
Grand Rapids, Mich.

Jobbers SEEDS, BEANS, POTATOES, FRUITS.

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

USE JENNINGS' FLAVORING EXTRACTS

SEE QUOTATIONS.

Absolute

...The Acknowledged Leader...

Tea!

SOLD ONLY BY

TELFER SPICE CO.,

GRAND RAPIDS, Mich.

Ruhe's Real Rippe

AS THE

VERY BEST

5 CENT CIGAR

ED. W. RUHE, MAKER, CHICAGO.

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

Blue

Monday

Monday is wash day in three-fourths of the homes in America. Probably that's why it's called "Blue Monday." The drudgery of washing is lightened greatly in many homes by the use of

OAK-LEAF SOAP.

Why not in yours? It washes the clothes in every sense of the word—makes them clean and white. Does not injure either the fabric or the hands. Try it when you wash again. You can get it at any store. Send for catalogue of beautiful pictures.

GOWANS & SONS, Buffalo, N. Y.

Fruits and Produce

Everyone Pleased with the Change in the Morning Market.

Louis street, as a public market, isn't "in it" any more. A morning stroll on the old camp ground now is worse than a visit to a graveyard, for the monotony is unbroken by an epitaph to stir up the passer with its chiselled lie. On South Ionia street the tents of trade are pitched, and it is curious to note how quickly and quietly the crowds adapted themselves to the new conditions, and, now that the change has been made, how general the rejoicing is thereat.

"What do you think of the present place for the market?" has been the question all along the line from the grower to the jobber and the answers from all are remarkable for their uniformity. By common consent the site chosen is the most central one and the most convenient for all concerned. The grocer likes it, for the reason that the location is easy of access. The shipper likes it for the same reason and for the equally important advantage that the shipping is easier than ever. The growers, among whom it was supposed would be found the most objection, expressed themselves as well satisfied—more so, in some instances, than they had hoped. Those who come from the north, especially the small growers, while knowing that the other site would have been more convenient for them, thought, after all, that this one would answer the purpose, although it was farther for them.

After locality, convenience was mainly mentioned. In the first place the street is wide—wider than they thought. This was a great advantage. It meant less crowding and more of a chance to get around. There was more "elbow room." In the old place, when the wagons were in line, there was little chance for teams to pass. All that is obviated now and, with the wider sidewalk, there is ample room for all. In fact, the growers have begun to realize what disadvantages they had to put up with in the old place.

The advantage of being on a paved street was frequently commented on. In the old place, it was muddy in wet weather and dusty in dry—both conditions being anything but desirable and both removed by the pavement which they had needed so long.

In the matter of cleanliness, there is but one opinion—it will be a much easier place to keep clean than the old site or any of the others mentioned; in fact, there was not a discordant note on the market along the line, and the question, as it has been decided, seems to meet with general satisfaction.

It is too early to expect to find everything settled. No one seems to know just yet where in the line he wants to locate and that will take time. With more room to select from the matter will be comparatively easy. The police officers have been on hand, helping the thing along, and it will not be a great while before affairs on the market will be running smoothly. The test of the new locality will probably come when the peach crop gets fairly started. If it meets the requirements, then the market place and all that pertains to it will no longer be a subject of concern, and buyer and seller alike will continue to wait with patience for the ultimate action of the Council, which will enable a grower to have his own stall, where he can come when he pleases and where

his customers will be sure to find him, when they wish.

RAMBLER.

PRODUCE MARKET.

Apples—No change from a week ago, cooking stock commanding 30¢@40¢ per bu. and good eating varieties bringing 40¢@50¢.

Beets—10¢ per doz.

Butter—Factory creamery is 1/2¢ higher than a week ago, commanding 19¢. Choice dairy is without change, hovering around 14¢@16¢.

Cabbage—\$3 per 100.

Celery—Home-grown, 12 1/2¢ per dozen bunches.

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

Eggs—Handlers pay 10 1/2¢ and hold at 11 1/2¢ per doz. Weaker in Eastern markets, but unchanged here.

Grapes—Home-grown Concord, 25¢ per 8 lb. basket.

Green Corn—5¢ per doz.

Muskmelons—Nutmeg, \$1¢@1.25 per doz. and very scarce. Osage, \$1 per doz. crate.

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

Peaches—Hale's Early are about at an end. The favorite varieties this week will be Early Michigan (white) and Crane's Early (yellow), although Early Crawfords are expected to put in appearance by the end of the week. Prices run about \$1 per bu. to-day, but large arrivals are expected Thursday and Friday, which may hammer the billing price down 10¢@25¢. The fruit coming in this week is fair in size and excellent in quality and will give satisfaction to the retailer and consumer.

Pears—\$1 per bu. for Flemish Beauties, Bartlett's or Clapp's Early.

Plums—\$1¢@1.25 per bu. for Lombards, Green Gages or Bradshaws. The latter is the favorite variety this season.

Potatoes—30¢ per bu. The market is dull and sluggish, with an entire absence of shipping demand.

Tomatoes—75¢ per bu. for home-grown. The quality of the stock now in market is excellent. The price will, of course, recede rapidly.

Watermelons—Cheap Southern stock is entirely exhausted, the only variety now in the market being large Indiana melons, which command 20¢. The season has been a very unsatisfactory one all around, owing to the lowness of the price.

W. H. BEACH

WHOLESALE DEALER IN

HAY, GRAIN,
SEEDS,
PRODUCE,

Orders Promptly Filled
Write for Quotations

HOLLAND, MICH.

Peaches!

Butter,
Eggs and
Fruits!

Consignments received. Highest
Prices procured.

R. Hirt, Jr., 36 Market St.
138 Bates St.
Telephone 1218. DETROIT.

Ward L. Andrus & Co.

Importers and Jobbers,
Foreign and Domestic Fruits,
Canned Goods and Fancy Groceries,

FRESH PEACHES

And Baltimore Canned Oysters a Specialty.
We Solicit Your Consignments.

53-55-57 JEFFERSON AVE., = = = DETROIT

SEND YOUR CONSIGNMENTS OF

PEACHES

To GAWLEY BROS. & CO., 64-66 Woodbridge St. W., Detroit.
Stencils furnished upon application.

References—
DUN'S & BRADSTREET'S Agencies.
HOME SAVINGS BANK - - - - Detroit.

WHOLESALE
COMMISSION.....

Live Poultry

BUTTER, EGGS, FRUITS and VEGETABLES. We can get you the Highest Market Price at all times.

F. J. DETTENTHALER,

117-119 Monroe Street, - - - - Grand Rapids, Mich.

ARTHUR J. WATKINS

J. H. AXE

WATKINS & AXE, Wholesale Produce

FRESH EGGS, CHOICE CREAMERY and DAIRY BUTTER

Northern Trade Solicited for Meats and Produce. Phone 305. Special Attention to Consignments and Buying on Track.
84 and 86 South Division St., GRAND RAPIDS.

Grand Rapids Is Headquarters

For Peaches! 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. Early Michigan (freestone), Crane's Early (yellow) now in market, and will have some Crawfords and Barnards last of week. Prices are about 75¢ to \$1.50 per bushel. In about one week we shall be getting plenty 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
Long Distance Telephone 1084.

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

Seeds==

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

We respectfully solicit your orders.

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

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.

WRITE US TO-DAY.

ALFRED J. BROWN CO.
Grand Rapids

Send your consignments of

Peaches

BUTTER, EGGS, POULTRY and
FRUITS to

Geo. E. Darling & Co.

42 Jefferson Avenue,
142 Woodbridge St.

GEO. E. DARLING
H. H. ROBINSON

DETROIT

Grand Rapids Fruit Growers Assn.

Each grower sells his own stock
fresh picked each day

R. D. GRAHAM, President.
J. A. PEARCE, Vice-President.
H. O. BRANTIAN, Treasurer.
M. W. RONAN, Secretary.

Headquarters until Oct. 1 116 LOUIS STREET.



Devoted to the Best Interests of Business Men

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

TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - AUGUST 21, 1895.

BUNCOMBE LEGISLATION.

In the earlier days of the Republic a Representative, on being privately called to account for some remarkable statements which he had made upon the floor of the House, explained his position by saying, "That was all for Buncombe"—a name applied to that part of the country which he was supposed to represent, and to whose whims he was expected to cater. The explanation was greeted with a roar of laughter and Buncombe became the geographical center for that kind of legislation.

It is to be regretted that the chickens hatched at Buncombe, should not go home to roost. It is a matter of regret that the idea—harmless enough to begin with—should have passed from the Representative to the constituency and that they, not only at Buncombe, but everywhere, should openly avow that Buncombe laws are enacted for the statutebook only, with the distinct understanding that they are never to be executed. New York passed a law prohibiting the sale of intoxicating drinks on Sunday. The disciples of prohibition, believing a law to be the only thing needed for the accomplishment of their well-meaning purpose, rested from their labors to learn, in time, that a bit of Buncombe legislation had been enacted and that the "wet" element was moving its triumphant banners in the despondent faces of the "dry." Then a change came. A man was found who believes that a law upon the statute book is not a dead letter; that the arm of the law, with sufficient will power behind it, is only needed to make it effective; and when the Buncombe constituency of New York find to their amazement that their own guns are turned against them, with an impudence equaled only by their baseness, they boldly avow that the law was never intended to be enforced, and that any officer who insists on doing his duty is doomed.

No less important and far commoner is Buncombe legislation seen in other directions. Laws of transportation are enacted with fixed limits of passengers and freight; but when the captain of an overloaded excursion steamboat is reminded that he is exceeding the conditions of his charter, says, with a laugh, that that law is a little Buncombe legislation which was never intended to be carried out, it is time that some thing should be done about it. The street car

traffic is assuming enormous proportions. Made to carry a fixed number, it is made (so the player upon words would argue) to carry all who can hang to it until a clinging swarm of bees is a fit comparison. It is carrying the joke altogether too far.

Hasn't it been carried far enough? Isn't it time to call a halt? Hasn't the Buncombe idea passed its usefulness in representative and constituency? With higher aims and purposes hasn't the time come for something better in legislative halls than the enactment of screaming farces? and, far better than anything else, isn't it time for the constituency to conclude to look to itself and, if this is the outcome of its endeavor, to purge not only itself but the legislature and so save the statute book from the condemnation of all just men?

INCONSISTENCY OF UNIONISM.

The action of several of the trades unions of this city in condemning the action of the Board of Education in the school book fight now raging illustrates the inconsistency and hindsightedness of the average union labor leader. The great war cry of these leaders is "Down with monopoly." The book fight is between Ginn & Co., one of the few anti-trust school book publishing houses still existing, and the American Book Company, the greatest school book monopoly ever organized. The Board of Education voted to adopt a book published by the former company. Through influences that only such a monopoly can command the fight has been egged on by the daily press and every other possible means, until a great hue and cry has been raised against the action of the Board. It is probable that at the school election, just approaching, the same influences will defeat a majority of those who voted for the anti-trust book and the Board will be turned over, bound hand and foot, to the tender mercies of a monopoly supposed to be the peculiar detestation of union labor. The generalship and strategy of the assumed leaders of the poor dupes of the unions would be beyond comprehension were it not that they care more for the agitation which keeps them to the front than for any consistent purpose which would benefit their followers.

It naturally affords the Tradesman much pleasure to be the first and only journal in the State to publish a complete report of the proceedings of the second annual convention of the Northern Michigan Retail Grocers' Association, which was held at Reed City last week. As will be noted by the proceedings, the meeting took advanced ground on several subjects of material interest to the retail grocery trade, and it goes without saying that the influence of the organization will be widespread and beneficial to all concerned. Although the convention was not as largely attended as was expected, those who did attend acted on the assumption that they were there for business and, as the result of such determination, much progress was made in several directions. The Tradesman is pleased to note that the organization is gaining in strength and numbers, twenty additions to the membership list having been registered at the Reed City meeting. It is hoped that the next convention, which will be held at Big Rapids in February, will be largely attended, as the grocers have it in their power to remedy many reforms by concert of action, properly applied.

Bastard baskets must go!

BASTARD BASKETS MUST GO.

Logic in much of its modern application is not convincing. There is sure to be a fallacy somewhere and the fallacy is sure to lead to conclusions if faithfully followed, which are simply disastrous. A strawberry box, for example, was made to hold a quart of strawberries. In time the box and the quart became in the public mind synonymous, and, finally, syllogistic, as

The measure holds a quart;

The strawberry box is a measure;

Therefore, the strawberry box holds a quart.

The logic from the growers' standpoint is invincible and, encouraged with the outcome of this practical metaphysics, they, reasoning from analogy, conclude that what is true of the quart is equally true of the bushel. It was found that a basket was needed to hold a bushel, that amount of produce being the unit of measure, and one calling of tenest for frequent handling. In time the basket in many instances took the place of the measure by common consent, and its contents sold for a bushel. It soon was noticeable that produce was sold by the basket—presumably a bushel; and from that time the shrinkage in the size of the bushel basket began. It has kept on shrinking and will continue to do so, probably, until, as in the case of the strawberry box, some one calls a halt, holds up to ridicule that kind of logic and pronounces both reasoning and conclusion to be a delusion and a snare.

The Tradesman is pleased to note that the halt has already been called. The Northern Michigan Retail Grocers' Association has taken the matter in hand, and with no uncertain sound has put itself on record in regard to it. The outraged grower may continue to be "outraged;" but it must be at the rate of 67.2 cubic inches for every quart of strawberries he sells. He may be "down trodden;" but his bushel basket shall hold 2,150.42 cubic inches so long as there is enough of him above ground to call him a grower; he may be "poor and abused," but every half bushel measure and every peck measure—whether in basket or in box—shall contain the requisite number of cubic inches laid down by the law.

It is, indeed, true that the maker of the bastard basket and the user thereof are not the only offenders. Every yardstick in creation may or may not be too short; every scale in the land may or may not have been tampered with—that is nothing to the purpose. What is wanted and what will be insisted upon is that, measure for measure and pound for pound, this swindling business shall be stopped and that goods shall be what they are sold for, whether it be by the "poor, despised farmer," the "arrogant jobber" or he "grasping dealer." That is what it is coming to, and he who shapes his course accordingly, irrespective of his place in the line, will find, as others have found, that the right way in the best way and that a thief is a thief, whether he plies his nefarious trade in back yards and alleys or on the public market by means of a bastard basket.

THE WISDOM OF IGNORANCE.

It is a noticeable fact that all questions of public policy, to the superficial and slightly informed, seem very simple and perfectly easy of solution. It is only when the intellect of the student of such questions becomes broadened by long and careful study, thus gradually and slowly acquiring a comprehension

of the various elements and factors, that a realization is obtained of the real complexity and uncertainty. The trite saying that "fools rush in where angels fear to tread" is nowhere more applicable than in the questions of social, civil and financial policy, especially the last.

Among the least informed will be found the most positive and conclusive opinions, and the greatest surprise and impatience will be manifested by them that their views are not universally accepted. To such people the discussion of these questions at such length in the press is a matter of the greatest astonishment, and not a few of them essay to set the world right by conclusive dissertations on the subject.

The theories of free trade and protection can be fully stated in a few pages with a positive clearness sufficient to "convince any honest man" by one of these political economists, yet eminent statesmen have hesitated before the questions raised after long lives devoted to the study. At every turn will be found those who are prepared to give a solution of any question as to the best system of currency—perchance it will be the greenback, perchance bi-metalism, or the gold standard. Whatever it is, his positions are absolute and unassailable; yet the press will be filled for weeks at a time with the debates of the most celebrated students of these questions with the result that they are left in the same state of uncertainty as at the beginning. That such lengthy discussions of these almost self-evident propositions should be necessary or even possible passes the comprehension of such people.

It is a wonder to the superficially informed that questions of this description should need to occupy the attention of a body like the United States Congress for long periods of time. If they could have a hearing, the matters would be soon cleared up, and yet the greatest financial ability of the country is represented in, or is available to, that body, and after long periods of discussion they all remain vexed questions.

To the financial administration are called men of the widest experience and most ability to be found—specialists in that field—and questions of finance are made matters of grave consideration by large councils, composed of such men; yet, without the slightest hesitation, these knowing ones will answer the most abstruse proposition in finance and lay out the only proper course to be taken, and this in terms that do not admit of debate or question.

The proposition that the horizon continually broadens to the increasing power of comprehension of the student is no more applicable to the abstract sciences than to questions of the greatest apparent simplicity in the common walks of life.

American citizenship does not count for much in Germany. William Glazer of Cleveland, Ohio, a naturalized citizen, who lived in this country since he was a boy, has just got back from a visit to Germany, and tells about being arrested and imprisoned for having failed to serve three years in the army. His passport was taken from him and various indignities were heaped upon him. After awhile, he was released and told not to leave the country until his case was investigated, but he paid no heed to this, and got home as soon as possible.

Short accounts make long friends.

PEOPLE OF PEACE.

Prof. Percival Lowell, who has been for months observing the planet Mars with a powerful telescope from an observatory in the remarkably cloudless atmosphere of Arizona, has been writing some interesting accounts of the red planet.

The presence of human inhabitants in any of the heavenly bodies outside of our earth, while inferred from grounds of reason, never had any foundation of proof until the Italian Schiaparelli discovered what he declared to be artificial canals upon the planet Mars.

There are no straight lines in nature. All natural forms are in curves. A straight line is such a remarkable exception that it would be at once recognized as outside of the universal rule of natural forms. There are upon the surface of Mars straight lines a thousand miles in length, and they are so remarkable that the inference is that they are artificial. "What can be their purpose?" is the natural question.

The observation of astronomers seems to teach that Mars is a dry planet. The seas are small compared with the continents; whereas, on our earth, the seas make up about three-fourths of its surface. The directions of the canals connecting, as they do, with the green areas which are considered to be seas, show that they are for the purpose of leading the water for long distances across the arid, red continents. These canals are doubtless more for irrigation than otherwise; but they are also probably used for the purposes of navigation.

Prof. Lowell has enjoyed the advantage of a cloudless sky through which to examine the red planet, and his observations have rendered more clear that the circulation of atmospheric vapors is not affected there as here by the evaporation of seas, clouds and rivers, bearing water again to the ocean. Mars has few showers, few clouds—no storms, no hurricanes, no tempests, no cyclones. The watery vapor, generally invisible, is condensed into snow in winter about the polar regions, and the continents remain dry. Summer comes and the snows melt and dissipate in a gigantic overflow that fills the canals and lakes that empty themselves across the continents by way of the small seas with which they connect. Summer passes, and the snows collect anew about the poles. This is a hydraulic system very different from the one prevailing on the earth.

Prof. Lowell has been writing his observations in the Atlantic Monthly, and they make up an extremely interesting and important collection of information concerning the human affairs of the red planet. He has given good reasons for the belief that the great canals are not 250 and 300 miles wide, as was first supposed; but that the broad green strips are tracts of irrigated agriculture along the banks of the canals, and thus are seen as stripes of verdure upon the vast red desert that make up most of the planet.

Such a system of canals as appears in Mars would have required for their construction the united labors, through thousands of years, of a great body of the population. This would prove that the people of Mars are not the fierce and warlike races that would be inferred from the name of their planet, taken from that of the Roman god of war. On the contrary, they were thoroughly peaceful and industrious, devoting scientific skill to the watering of their dry planet. Thus, for hundreds of genera-

tions, instead of engaging in war and destruction, burning in each century all the cities and public works erected in the previous age, they have devoted themselves to the most peaceful of all the arts, agriculture.

QUESTIONABLE METHODS.

The action of the First National Bank of Chicago, one of the largest and strongest of the national banks, in charging off to surplus \$1,000,000 of bad debts, thus reducing its surplus from \$3,000,000 to \$2,000,000, and leaving the capital intact at \$3,000,000, has naturally attracted much attention. Not only is it significant as showing the extent of the depression and disaster that has swept over the country, but it throws distrust on the examinations and the reports of the National Bank Examiners based thereon, which appear to be but superficial.

It is nowhere even hinted that the First National Bank of Chicago, which bears the reputation of being most conservatively managed, has suffered unusual losses, and it is, no doubt true that other banks have suffered losses proportionately great and that their capitals are equally impaired. It is unfortunate that the Bank Examiner should have passed on these bad debts, now charged off, as good, for it destroys confidence in the reports of other Bank Examiners, and such reports showing the capital and surplus of other banks to be unimpaired will now be accepted only with reservation.

The method of charging off the losses suffered by the First National Bank of Chicago also excites unfavorable comment. It is understood that dividends will be continued at the old rate of 12 per cent. and earnings not applied to restoring the surplus. Of course, the losses now charged off were not suddenly incurred, but have been accumulating for the past three years and should have been charged to profit and loss. But this would have eaten up all profit, and dividends would of necessity have been suspended. As it is dividends have been paid for the last three years not out of earnings, but surplus.

Secretary Morton has conferred a favor on the nation by abolishing the garden-seeds bureau in his department. This bureau was originally intended to promote the introduction into the United States of such foreign plants as might be found suited to this climate, and also to distribute in various parts of our wide domain those plants which already flourished in certain localities. It degenerated into a distribution agency for common vegetable and flower seeds. The Congressmen of some agricultural districts found in it a means of supplying farmer constituents with seeds, and city Congressmen helped them out by gifts or sales of the packages allotted to themselves. The abuse was notorious, and its abolition, which is to take place October 1, is a matter of thankfulness. To prevent its restoration, Secretary Morton has already cleared out the rooms devoted to this fraud, and will occupy them with other business of his growing department. Hence Congressmen who call for the restitution of the seeds bureau will be obliged also to demand a new building for the purpose.

Mark Twain has declined an offer of \$10,000 for a series of twenty letters of about 4,000 words each, to be written during his tour around the world. If the job be still open, there are several men in this office who would not decline it.

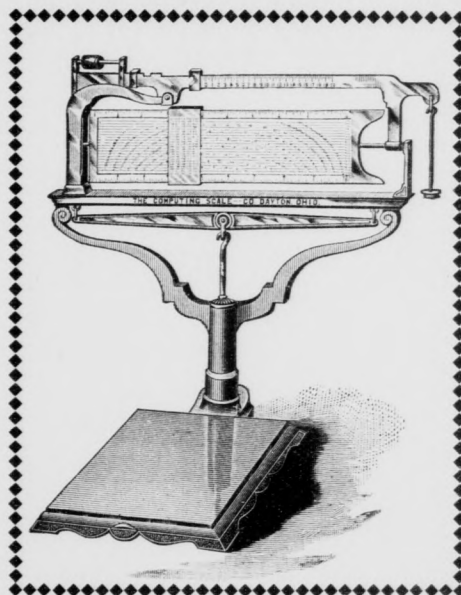
Computing Scale

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.

The Plug War Is On
In Earnest!

It is an open secret, to the trade, that a fierce war is raging between several of the largest Plug and Fine Cut Manufacturers in this country, in their different lines.

A Saginaw firm is out with a circular quoting Battle Axe at 14c.

Sales had been made at 13½c.

We are of the opinion that our 12½c price on certain plugs will be reached by our Competitors within a month.

We Offer a Small Lot

Of Fine Cut in 40 lb. drums at 14c, and Lorillard's famous Corker, quality of Fine Cut, at 16c in 10 lb. pails.

Rolled Oats in bbls. at \$3.25, Standard brand.

Buckeye Rolled Oats, 36 2 lb. packages in case at \$1.75 per case, called cheap at \$2.10 by a Detroit firm.

We renew offer upon Peas and Tomatoes.

Our terms, cash with order, in current exchange.

The Jas. Stewart Co.

(LIMITED.)

EAST SAGINAW, MICH.

Getting the People

Art of Reaching and Holding Trade by Advertising.

"Why do you buy of So & So," I propounded to a lady acquaintance, the other day.

"Well, one reason is, they keep just what one wants, they sell at reasonable prices and I see their ad. in the paper every day which gives a list of bargains in such a way one can't help looking at the goods and, if I look, I am sure to buy something, for they always have the latest styles."

The same reply and reasons may be multiplied, day after day, by a little judicious interviewing. "They advertise!" Not only that, but in "such a way one can't help looking at the goods!"

Ay, there's the secret of the whole thing.

Story writers for such papers as the New York Weekly make a class of literature which will attract sensation lovers. Scientific writers aim their big words at the studious and profoundly learned portion of humanity. The man or woman who seeks wealth and notoriety—questionable notoriety, perhaps, but fame, just the same—dips the stylus in the ink of love—legitimate or "Trilbiatic." Ministers build up fame for themselves by promulgating a popular and pleasing theory of religion, or by expounding some new and unique doctrine, and so goes the world of advertising—either for fame or cash—the aim and end is to "Get the People."

A merchant cannot sit down and write a treatise on Saturn and his rings and expect to sell goods through its agency. Neither can the astronomer expect to gain a clientele by talking about butter, when he should give facts on the heavenly bodies. So each advertiser must hew his own woodpile, and gather his own chips. His axe must be sharpened for the particular kind of work to be done, and it must be an edge like a razor. The mercantile world is full of advertisers many of them superior—and to make a paying disturbance in the pool of publicity, one must do something greater and brighter and better in all ways than his fellow, who simply throws in a pebble occasionally, and lazily awaits the coming of the surface ripples to him.

The mercantile advertisement of modern times must have snap, hustle and the ring of true metal in it. Buyers quickly detect the hollow clang of the cracked bell and distinguish at once the reverberating resonance of solidity and soundness. The mercantile "meeting house" which is filled from opening to closing with eager buyers, pouring each his share of profits into the merchant's till, is the house that rings constantly the changes in styles and prices and values from an honest, clear-toned, advertising bell, which, as it swings to and fro, can be heard loud and clear and distinct above all the discordant clangor of the cracked and rusty and old-fashioned gongs within hearing.

The advertisement writer of these times must "know his trade," even as the ancient artificers in fine gold were so cunningly taught. More than this, he must be a deep student of humanity and an unerring judge of what will "Get the People." Folks who buy won't listen to "clap-trap," neither will they read the same old story, day after day. They want a kaleidoscopic variety—they are children in the sense of an

overweening desire for novelty, and he who gives them new "word playthings" to amuse and interest them, is he who will receive their gratitude and nickels in exchange.

The departed amusement furnisher, P. T. Barnum, once said, "Humbug 'em and you've got 'em," or words to that effect. While he may have been right in his way, yet behind the humbug there must be something which will satisfy and appease any feeling of chagrin they may have by reason of the humbuggery. It is possible to "humbug" people into reading an ad. by some hocus-pocus, but you'll never get a cent of their money unless you keep for the last something so pleasing and profitable to them that it will act as a balm for their feelings of disappointment in being unwary enough to read the ad.

The best and only true way to advertise profitably is to do it square from the shoulder—hit out hard and straight on the start. Drive the first nail in so far the reader can't get loose and must, through absorbing interest, take the balance of what you say into his inner sanctuary of reasoning.

Is this Yours, Madame?

It's a dainty, delicious creation of lace and wash goods, stylishly made, full suit. It is made as well as any dressmaker can do and even more stylishly. It is a suit which would cost you to buy and make up yourself not less than \$15. We are offering them in a variety of styles at \$8.50.

Is this Yours, Madame?

An Old Soak,

In the case of a lot of pickles, may be all right and it may not. If the Vinegar used is superior, the more they're soaked, the better. We have just received a lot of excellent Vinegar which is guaranteed. It will add zest to your relishes.

Our line of Groceries and Table Delicacies is unsurpassed.

Is Known by the Pickle

Everlasting Greatness

Can be obtained by persistency and effort. We are persistent in pleasing. We are persistent in effort. We are consistent in prices. We are consistent in values.

Will it be possible for you to call and inspect our New Fall Stock now coming in?

Will You Accept A Dollar?

If we offer 100 cents' reduction on our line of Ladies' Fine Shoes—the whole line, including all the latest styles—it means giving you a dollar. The full value is in the shoes. Look at the display in our window.

LOWPRICE & CO.

Harvey and Horr

Never wore nicer or more stylish and durable Suits than the line we are now opening for the Fall Trade. There are any number of new novelties in Durable and Up-to-date Garments for Gentlemen.

FITTEP & CO.

Absolutely Hopeless

Is the case of the man who doesn't know a good thing when he sees it.

A Fall Overcoat

Made of first-class material, nobby and stylish, every part guaranteed at \$10, is a good thing both in economy in cost and doctor's bills, for it

Saves Your Health.

See our line before purchasing.

Here's a novelty for a window catcher for any line of goods. Cover the window with whiting, evenly laid on. At a convenient height leave a small hole about as large as a half-dollar. Above this hang a printed card, as follows:

VANILLA WAFERS—GINGER VANILLAS—GINGER WAFERS

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

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 WM. SEARS & CO.

Grand Rapids, Michigan.

VANILLA SQUARES—GINGER SNAPS—IMPERIALS

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.

SECRET REVEALED.

Look in small opening below
and you will find

"Truth at the bottom of the well"

Place a cone made of heavy paper at the orifice in the window. This should be about six feet long and lined with black cloth or paper. It should be the exact size of the hole in the window at the window end and as large as possible at the other. Place this in a horizontal position, making it easy to see larger end. Now, in the big end, place a picture of a nice looking lady, a living picture, if possible. Have a card, black letters, very plain, on white board, as follows, placed in a convenient position near the lady:

This is Truth.

She is at the bottom of our price well. That's why we do business and that's why

You are Looking at Her!

Come in and get acquainted with the truth about our goods.

Every passer-by will look, and each will call his preoccupied or near-sighted friend's attention to it. It costs nothing but a little labor and time, which can easily be spared in the mid-summer quietness. I would be pleased to have anyone trying this idea write me as to the results. I know it's a winner.

EDC. FOSTER FULLER.

Pertinent Observations by an Outsider.

Eli in Minneapolis Commercial Bulletin.

I have been traveling this week and, of course, learned something. No man with eyes can travel and not learn if the eyes and tongue are used. A good many people forget two things: First, that one can learn, second, that one can learn by seeing and talking as well as by reading and study. I have no idea, however, of engaging in a discussion on knowledge; I shall simply call attention to a simple business matter that attracted my attention in some of the country towns of Dakota, the small towns.

It does a city fellow good to get into the country occasionally, just as it helps a country fellow to visit the city. I like to visit the country occasionally for the purpose of testing my ideas. For instance, when I advocate better care of store rooms and window displays, I like to visit the country and see if it is done. If it is, the theory is practical, of course. I have seen, therefore I know, that smutty, cluttered store windows in the smaller towns are not only unnecessary, but they are just as objectionable as they are in the city. I made a study of this in one town I visited. About one-half of the stores were well kept; the less said about the other half the better perhaps.

In the well-kept stores the windows were clean and appropriate displays of goods were made. These really interested me and I suppose I fairly outclassed the proverbial countryman who visits the city and "looks." Dress goods were shown in various drapes and they were really inviting. There were a few attempts at special display in the way of decorated figures and the work was very well done. The shoe stores were nicely represented in the windows and in the general dry goods and grocery stores were inviting.

This work can be done, because what one has done another can do, conditions being equal. And I know if I lived in the above town I would buy my goods of the stores that appeared inviting, outside and inside. One cannot help doing it if he has half an eye for order. Why can't we have more of these clean stores? It isn't necessary that large sums of money should be expended in keeping clean. It costs very little to

keep clean. People act sometimes as if a fortune was necessary to clean the glass in a store front, when two cents' worth of soap, a brush and a little elbow grease would work a revolution in any store front in thirty minutes.

There is one more thing that should receive attention late store hours. It is necessary at certain periods of the year for country merchants to keep their stores open in the evening to accommodate farmers, and that is all right. What I wish to talk against is the keeping open of stores when it isn't necessary, and I know that if a city of a million people can get along with stores closed at 7 o'clock, that communities of 200 to 1,000 people can manage to do their buying before 8 o'clock at least. The reason some people buy after 8 o'clock is because the stores keep open after that hour; if the stores close at 8 the same amount of goods will be sold before that hour. All that is necessary is to close.

There ought to be sufficient affiliation among local business men in any community to permit of an agreement along this line, no matter how sharp the competition between them may be. I am for a policy of general decency at all times and my argument is that when the business men of a community cannot speak to each other that there is a screw loose in the social system of that community that needs to be tightened. First of all be business men and always be decent business men. Be above the petty quarrels of children; act in a manly way in all your dealings and you will have little to complain of in your neighbor and your neighbor will find that you are above the tricks that belong to the category of meanness.

Integrity in Trade.

Some storekeepers think it an evidence of smartness to palm off an inferior article upon a customer, but in many instances it proves to be a fatal mistake upon their part. Many a retail merchant has ruined his reputation for honesty and integrity by petty little tricks which have offended those who have been his patrons.

Our leading and most successful merchants pride themselves upon their integrity. If an article is defective or imperfect they instruct their clerks to point it out, and customers who buy it at a reduced price know and fully understand what they are getting. If goods are unsatisfactory they permit them to be returned, often when they are cut or the package broken.

They exert themselves to please their patrons and to retain their patronage, as well as to make a reasonable profit on their goods. In the long run they gain more than they lose, because all such courtesies are appreciated and kindly remembered by customers, and they take pride and pleasure in continuing to trade with the merchant who conscientiously strives to please and accommodate them.

It is true that the generosity of merchants in this respect is often abused, but it pays them, notwithstanding, to possess their souls in patience; to study the tastes and characteristics of their patrons and to strive zealously to anticipate their wants, rather than to persuade them to buy goods they do not want and which are sure to subsequently give them dissatisfaction.

Justice—What is the charge against this prisoner?

Officer—Having an infernal machine in his possession, yer Honor.

Justice—Anarchist or bicyclist?

The Tradesman Company has in preparation specimen sheets of engravings especially adapted to the use of retail merchants. The cuts are made from original designs, prepared by our own designers and engraved by our own workmen, and cannot be obtained elsewhere. These sheets will be ready to mail to applicants in a short time. A postal card will bring one to you.

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.

Her Ideas on Keeping Boys on the Farm.

Written for the TRADESMAN.

It was "raining pitchforks with the tines downward," and had been, all the morning. Custom, at that season always dull, was especially so on such a day, for the farmers who might have dropped in if the rain had been a good, comfortable sizzle-sozzle, didn't care to brave a regular downpour, even for the sake of enjoying the gossip of a country store; so, with one boy down cellar sprouting potatoes, and another under the roof at work, the senior proprietor of the Milltown store was yawning and stretching and wondering "what such dumbered weather was made for, anyhow," when one of Cy's detested "hay-fed horses" stopped at a hitching-post in front of the store.

"Now, then, I'd like to know what I've done—'r Jane? That's it—it's Jane!"

"What is it, Cy?"

"O, you've been a-doin' suthin', 'n' now you're goin' to git your pay for't!"

Here's that old skindint of a Foster with a tin pail. I ha' n't done nothin'.

It's you, and you've got to trade with 'im. I'm glad he let that Jed o' hisn come along. I like that feller there's suthin' to 'im. I'll talk to Jed and watch you and the old man dicker. 'S worth half a dollar any day, 'n' I'll pay ye after he's gone. Here they come. Now then! Well, well, Foster! ye must 'av' got aout o' terbacker, t' come in this cloudbust. Ain't ye soppin' wet? Come up t' the stove. Th' ain't any fire in 't, but all ye've got to dew 'st' make b'lieve they is, 'n' ye're all right. Miss Cragin 'n' I've been leanin' towards Christian Science, sence we let the fire g' aout. It's cheaper! Rain looks 's'f 'twas prutty wet. How is 't, Jed—little damp'nin' 'long 'n the ruts?' and the storekeeper shook the stout, good-looking young fellow warmly by the hand.

"Not on our rock. We come just behind the last pourin', 'n' that washed the bottom 'o the ruts clean out. Did, for a fact. Pop was a little careless of 'is drivin' 'n' got in once er twice, 'n' if 't hadn't been f'r th' ex, we'd a gone down, sure's guns; wouldn't we, Pop?"

"'F we'd staid t' home 's we'd ought ter, 't wouldn't made any difference whether we would 'r not." The little, dried-up, old man was in no mood for banter. He was wet and cross, and his thin voice, always on a high key, took a still higher pitch when "mad," as he evidently was now. "But no, nothin' would dew b't we mus' come trampin' through the rain; 'n' naow ye've got here, I hope ye're satisfied. Have ye gi'n Miss Cragin 'er cheese? Where is Jane?—O, 'd mornin'. Ma sent ye over s'm Dutch cheese she's ben a-makin'. She heard ye say 't ye liked it, 'n' she wanted ye ter have some."

"Thank you—she's very kind. Tell her I am much obliged to her. You must have found it disagreeable driving through the rain."

"Yus, bad 'nough—plenty bad 'nough; 'n' 't was all the wuss t' come f'r nothin'; but that Jed's ben a stewin', ever sence that Benton boy 's ben t' work over here, t' come tew; 'n' this mornin', 'th all them stone 'n that new piece t' pick up, nothin' would do but we mus' come 'n' see 'f ye didn't want 'im t' work for ye. Don't s'pose ye're short o' help, be ye?"

"Wal, no. Fact is, times 'r s' dumb

tight we find it hard work t' keep what help we've got."

"Wouldn't be no danger ye're wantin' 'im a'ter we git through the fall work, would they?"

"Wal, that's too fur off t' guess."

"S'pose ye rake 'im over 'n' see 'f he's goin' t' be wuth anything 'n' a store. Ask 'im a question 'r tew 'n' see what you c'n make aout on 'im. Great Scott! suthin's got to be done! I haint agoin' t' have any more o' this everlasting dinkin' goin' on; 'n' I want t' know, b'fore I g' back, whether it's farmin' o' storekeepin'. I swan to gosh, I've had 'nough on 't! Can't ye manage some 'ow?"

A prompt refusal was prevented by three things—a pleading look on the boy's face, a smothered chuckle from Cy and a desire to find out if what she surmised to be the boy's reason for a change was true.

"I don't think my opinion will amount to much, but I'd like to think the matter over. I'll tell you what we'll do. You let Cy take you home to dinner—he owes me a half dollar anyway—and I'll take Jed along with me. That will give me a chance to look him over and have a little talk with him; and about the time you are ready to go home, I'll tell you plainly exactly what I think. I suppose that is what you want?"

"Jes' so; 'n' ye can't make it tew plain."

"Well, Cy, your dinner's about ready—if it isn't, it will be by and by, and you'd better go now so you can get back in time for us to go to ours." The smothered laugh had taken wings to itself and flown from Cy to Jane.

"Come in here, Jed, where you can have a comfortable seat, and I can talk and work at the same time. There, that's a great deal better than standing.

It seems to me, Jed, if I lived on a farm like your father's, that nothing in the world could get me away from it. Do you hate farming?"

"Why, no; I don't think I do."

"It must be pretty hard work to be up in the morning early, and working late at night; and I know enough about such things to understand that a young fellow must get pretty tired of it after following it year after year as you have. The chores would stump me."

"O, they don't amount to much. Once in a while it's a little hard to get home in time to do them; but everything can't be pleasant, you know. I like getting up in the morning. It's the pleasantest part of the day and, so far as the work is concerned, I never knew a boy who didn't manage, in some way, to get along without breaking his back."

"There's one thing you'll miss—at least I should—and that's having a horse to go and come with, just when you feel like it."

There was no reply and Jane said to herself, "There's a place to stick a pin."

"I suppose all boys don't care for such things; but you have a large house up there on the hill, with not a small room in it. You're going to miss that big chamber of yours, and after you have tried to sleep one night in the common seven-by-nine bedroom, you're going to start, bright and early, for your old airy bedroom, up there on the hill."

"O, I guess not." (Pin No. 2.)

"Then, there's another thing—you are going to miss the cream and the sweet milk and your mother's delicious butter; and how you are ever to get along without the vegetables and the nice things

NICKELINE.....

A MODERN WONDER.



It is absolutely the only polish that will not dry up in stock, or become hardened.

•••

We will refund the purchase price if it does not please.

•••

Every box is guaranteed to the trade and consumers.

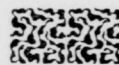
•••

If your jobber doesn't keep it, write

TRACY & WARREN, Grand Rapids Agents, 737 Mich. Trust Co. Bldg.

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 RAPIDS



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.

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.

you get fresh from the garden, I don't see. You think it will be a fine thing, at the end of the week to get your wages. There is something in that, but you can't have your own garden plat and what you can raise on it, nor your own calf, nor your own colt—in fact, none of those thousand and one things which a thrifty farmer's boy is sure to have, because he can raise them himself. Take your clothes, now: you have what you want, because you can get it with what you raise; and that extra half dollar, which all of us like to have in our pocket, a farmer's boy is sure to have, because he has raised it, in some way, on the farm."

Jane stopped at this point as she had at several others for the boy to do a little talking; but he wasn't "an easy milker 'n' didn't give down with a cent." She took another task.

"One thing you would have to make up your mind to, if you should go into a store, would be to cut yourself from home and all that belongs to it. It seems, sometimes, as if you'd give anything, if you didn't have to hear every morning somebody calling up the chamber stairs: 'Come, Jed, that milk 'll curdle before you can get it into the pail if you wait much longer;' or, 'Come, Jed, don't you want to draw me a pail o' water;' or, 'I wish you'd go down and bring me up a pan o' milk;' or—"

There was no need of going on. A flush of red flooded his face and left it like marble. He said nothing, and of course Jane noticed nothing, for she was looking just then across the road where she saw Cy and his guest on their way from dinner, who shortly after came in. Then calling the boys, the four were soon on their way to the Neely's, where they were to dine together. When the meal was over Jane sent for Mr. Foster, who soon came in.

"I brought over the cheese Mrs. Foster sent me, and Mrs. Neely and I have been wondering why your Dutch cheese is so much better and nicer than any other we get around here. What's the secret, Mr. Foster?"

"Tain't no secret. A little good management is all that's necessary. You know enough about cattle to know that you can't get good milk out of a bad caow. Wal, cattle 'e jes' same's folks. A likely critter must have the best she c'n eat, 'n' a good stable, 'n' the best o' care. Then she'll give the best milk. That's all they is tew it."

"Well, if you take a good cow that has been taken good care of, must you keep up the good feed and the care, if you want to get the rich milk and the fine cheese?"

"Sartin! It's the only way, but wha' d' make out o' Jed? D' ye think ye c'n make a place for 'im?"

"Jed isn't any more fit for a store than your handomest Jersey is fit for a race horse!"

"Good! b' gosh, that's jes' what I tell 'im."

"There isn't any need of your telling him what he knows already. That boy is a farmer. He likes the farm and everything belonging to it. You don't have to urge him any in his work, do you?"

"Urge! Wal, I guess not. He's up in the mornin' b'fore I be; 'n' smarter 'n' a steel trap a'ter he is up. Puttin' that boy into a store 'd spile 'im."

"Then don't put him into one."

"Wal, great king, woman, how c'n I stop it? That's what I want t' know. I've talked 'til I'm 'bout blind, 'n' I

can't dew nothin' with 'im; 'n' naow 'f you c'n tell me what ter dew, for goodness' sake dew tell it."

"It isn't any secret, Mr. Foster. A little good management is all that's needed. Folks are just like a lot of cattle. They must have the best there is to eat, a good, well-furnished house, and the best of care, and they mustn't work themselves quite to death either, if you expect from them the best that they can do. It is your own argument. I don't think you understand that boy of yours, and I'd like to go on with this, only I don't want you to get mad."

"Say what ye want, Jane; I'll swallow it."

Well, in the first place, you want to get over the idea that your cattle are worth more than your family. They're not; but you give your cows the best they can eat; and your butter and eggs and chickens and fresh meat, which you ought to use at home, you sell, and feed your family on skim milk and codfish. You have the likeliest barn in the county, and every cow has a stall made and fitted up with the one idea of making that cow comfortable. Your house is well enough—it is certainly large enough—and yet when I spoke to Jed about the large, well-furnished chamber he'd have to give up, if he went away from home, I could see that the boy's room is in the garret with the hired man; and when you came to talk about care, you know that that yoke of steers which you talk so much about gets more of it in a day than your whole family gets in a week. Now, I'm going to tell you something.

That boy, Jed, is a thoroughbred. He's as dumb as a clam; but for all that, the reason for his wanting to be in the store is that he may earn some money to hire help, that his mother needn't work herself quite to death on that farm. I wouldn't have told you this, if I hadn't thought that you ought to know what Jed's motive is. Now that you know it, you may be able to keep him at home if you want to; but I can tell you his mind is made up, and if you don't look out for the help in the kitchen you'll lose the boy. If he belonged to me, I'd fix up the best room in the house and put him into it alone. I'd give him two or three acres of the best land on the farm and give him every cent he raises from it. I'd tell him on the way home that I'd give him that handsome black horse which he looks so well on—his, to have for his very own to keep as long as he wants it, and to sell and keep the money for it when he gets tired of keeping it. I'd subscribe for a first-class magazine; and I'd bring home a new book every once in a while and read it with the rest of the family and talk it over. I'd take him to the city, and I'd go around with him as if he were a younger brother; and in every way I could think of, I'd let him see that I thought a thousand times more of him than of any Jersey calf in all creation. I'll tell you something else, Mr. Foster. The boy loves his mother and—and I should do everything I could to please him in that direction. The fact is, this skimping business on a farm, or any where else, doesn't pay; and I say to you now what I honestly believe: It's a great deal better not to be quite so rich and have some genuine, well-trained men and women behind you than it is to leave a lot of money to a lot of half-brought up young ones who have just sense enough to show how out of all proportion the old man's pocket-book was to his brains! Well, I must go to work. You think this over, and don't spoil a first-class boy and a first-class farmer for the sake of a first-class yoke of steers or a number of aone Jersey calf."

And he didn't.

RICHARD MALCOLM STRONG.

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

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. 3½ 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

Dry Goods

SPECIAL SALES.

How to Conduct Them with Profit to all Concerned.

Geo. W. Living in Dry Goods-Reporter.

The subject that the leading dry goods paper of our country pronounces the most important to the fraternity which it so admirably stands for, ought to interest every merchant and clerk, and inasmuch as that selection is "Special Sales," it is well for every dry goods man to know where he stands on it.

The merchants of our country, retail and wholesale alike, who are eminently successful, have adopted the special sale as their most forceful and their most aggressive method, and that very fact is conclusive evidence that the question admits of no argument; it is already answered, and answered by the most practical class of men in our nation, whose judgment is more nearly infallible than that of any other class, and who adopt that only which shows largest results. The point may be taken that Ulysses S. Grant was not a great general, but the fact remains that he crushed the rebellion, and if success in life is to be measured by results, Grant was a great general. Likewise the question may be asked concerning the wisdom of using the special sale, but if America's most practical men adopt it, by the very adoption the best possible endorsement has been made and the question is answered.

If, therefore, the special sale has been proved by a John Wanamaker or a John V. Farwell, the one as a retailer and the other as a wholesaler, and by thousands of just as practical merchants throughout the country, to be a winning idea, we have but one duty regarding the matter and that is to define special sales and examine the elements which make it so pronouncedly successful.

First, have we all a clear idea of the special sale? We believe that this definition will suffice: A particular emphasis of one or more articles by some unusual method. That definition will surprise him who looks upon the special sale as an offering of stuff at cost or less. It may also surprise him who has associated only the idea of pushing old and undesirable goods with the special sales. Our definition includes both these ideas, but also much more. A special sale is a special effort. It is an effort beyond the ordinary. And he who questions the desirability of the special sale would eliminate life's most commendable quality, i. e., special effort.

Indeed, we believe special sales are nothing but intensely aggressive merchandising—keen buying and forceful pushing. A decade ago the merchant was content to wait for a visit from a possible patron, when the clerk would call attention to a special lot of undesirable stuff or a special article very new and stylish, or a special purchase at a low figure. They were all special sales. To-day, however, rather than await the customer's visit, merchants are telling the clerk's same story by the newspaper and the circular letter, which is so much more effective than the practice is almost universally adopted. The question under consideration consequently is but this: Shall we be content to await a visit from the customer and let the clerk tell the story of special values and prices, or shall we go out after the trade and tell our story of special offerings, not only to those who visit our store, but also to our competitor's best customers?

Which will yield larger results? The special sale may be employed in a financial gale, as did A. T. Stewart when he originated the selling-out-at-cost system to escape commercial shipwreck; or it may be used to escape commercial starvation and death when a merchant is becalmed; or better than all for the peerless energy of American manhood, it may be used to the more quickly drop anchor in the port of our ambitions. One may "get there" quicker. "A particular emphasis" means "get-

ting out of the crowd"—doing something your competitor is not doing—and if that is not wide-awake merchandising, pray what is?

The merchant who is succeeding to-day is doing it by emphasizing in a particular manner his goods. He must do it to get the women to his store, and the more original his ideas the larger his results. And a man may exercise originality on the special sale as on no other department of his business. One is able by the special sale to emphasize as in no other way. For example: In a town of 1,800 inhabitants, across the Mississippi, is a store doing a business of \$125,000 annually. Bear in mind the size of that town. They believe in the special sale and use it. A blanket is offered them at \$3.75 per pair. It's a corker. They want a price on 500 pairs. One of \$3 even is made. They accept it. Now what? Are they going to wait for cold weather and for customers for that blanket? No, they are going after customers and by the special sale. They advertise that on August 1 these 500 pairs will be offered at \$1, about the price that their competitors will pay for the dozen pairs they will buy. Winter goods in mid-summer is nothing if not unusual. They advertise extensively a rare bargain secured. People know they can be believed. And we declare facts when we write that the 500 pairs were sold. Could they have been sold in a town of this size by the old method? Results of the sale: Business in a dull season—one of the best possibilities of a special sale. Enormous advertising—always a result of the special sale. Getting to their store patrons of competitors—a most desirable result. Sales to patrons of competitors—a result to make a merchant chuckle. Good profits—the without-which-not of successful retailing. And possibly the result of largest returns—that of getting the people acquainted with your store and clerks for the heavy fall business.

"Got a pretty good pair of blankets of Messrs. Special Sale & Co.; guess we'd better go there for that carpet and cloak wife, hadn't we?" "All right, old man," and they go. We repeat: The special sale may be used to draw trade during dull seasons as no other method. Then there is the special sale of an article at or below cost. Good? Sometimes, yes. We know a dry goods retailer who accomplished last year what few did—turn his stock nine times—and his most effective method was the special sale. Towels that cost him \$1.20 per dozen he offered at four for 20 cents, and would not sell more than four to one woman. He also had towels that cost \$2, \$2.50 and \$3 per dozen. These latter he mixed together at 30 cents each. Women flocked to his store, and so skillfully were they manipulated by the salesmen that by far more of the 30 cent towels were sold than of the four for 20 cents. Think of having 500 women in your store from 1 to 5 p. m.

Another had a sale of a carpet at 4 cents that cost 13 cents. Only about 150 yards were cleaned up—it was a sticker—but he received advertising for miles around and doubled his sales that month. The best practice of selling an article at a low price is to learn that it is to be reduced and then lead competition by a special sale. Many people will think your enterprise did it.

Special sales on articles at cost or less are very seldom necessary, but when made let them be, indeed, special cuts.

Time sales are sometimes criticised, though they, too, possess good qualities. We admit that they swell the volume of business abnormally, but it is a good thing to advertise now and then that your store was crowded. Women are great transmitters of such facts, and to crowd your store is to secure lots of free advertising. Listen. Grade in your normal periods with extraordinary effort so that they will be on a level with high water marks of special sales, and you'll have just what you dream of night and day. The abnormal results of the special sale enable one to determine his possibilities—steps to reach one's best.

The argument is sometimes made that a woman will wait for the special

Children's Brownie Apron Overalls



All the Rage,

And Just the Thing for the Little Fellows.

Made out of good quality double and twist blue denim. Assorted sizes in each dozen.



Order Quick!

Price, \$4 per dozen,

Net 30 days = = =

KUTTNAUER, ROSENFELD & CO.,

DETROIT, MICH.,

Mrs. of "Monroe Brand" Pants, Shirts and Overalls.

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

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 Garment Prints..... 4
Ohio Valley Cotton, 4-4 Brown..... 3¾
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

sale, and thus profit is lost. Not if she wants the article badly. Also the man who argues so forgets that the special sale may return a good profit. He is asleep to the possibilities of the special sale. And then it is the correct idea to have no certain days. Change days and articles. The special sale sells stuff that a customer was hesitating about or didn't need at all. We believe there are more cases of this than we realize.

Then the novelty special sale is a winner. Here is an original one. You have gone through your dress goods stock and find several pieces that "stick." You have failed to move them. Suppose you would cut them into dress patterns and attach to each pattern an envelope containing 50 cents or \$1. Then advertise that you have on sale for one week a number of dress patterns to each of which is attached an envelope containing a silver dollar. Head it "The Silver Question Settled." This is a special sale with a most laudable object, viz: Clearing up stock. And it will advertise your dress goods department for fall wonderfully. Or this: Advertise as the other—a sale of your better wool dress goods that are yet on your shelves. Stuff that requires special effort or you'll lose on. With every dress give a ticket entitling the purchaser to the best wash goods dress in stock after August 1st. Would not such a sale clean up both in wool and wash goods? And the profits on linings and trimmings would follow.

In cities one day is enough time to devote to a sale. In towns two or three days are more effective. How often? Often enough to lead competition in your town. This does not imply oftener than your competitors. The special sale has its disadvantages but the advantages of it to the ambitious merchant are so many and freighted with such possibilities that they offset easily the former. He who has tried it is continuing the same, which is a sure guarantee of its worth. He who has never tried it will do well to demonstrate to himself by experience what it is and what its possibilities are. Our own experience and observation are—it pays big.

SOME INFLUENCES OF THE BICYCLE.

Written for the TRADESMAN.

The more the subject is considered the more one is impressed with the significance of the bicycle movement—with its far-reaching consequences relating to social and economic conditions. The press is teeming with discussion and comment on the social significance, its effect on fashion, the advent of the bloomer, and the increased activity, freedom and independence of women. Indeed, the "new woman"—the term has an earnest, candid meaning, as well as the sarcastic one—is the contemporary of the bicycle. The social significance is receiving considerable attention from all purveyors of public opinion—the press, the pulpit, gossip; indeed, everyone must needs comment on the subject.

But there are some economic features of the wheel movement that have received less attention. In fact, few realize how widespread is its influence in the manufacturing and commercial world. And, great as that influence has already become, every indication points to greatly increased significance in the immediate future. The tremendous increase in the use of the wheel of the present year, which has much more than doubled its number throughout the country, bids fair to be greatly outdone another season. It would seem that the time is not far distant when the wheel will be a necessity for all able-bodied, and many not so able-bodied, of town and country.

Among its more manifest influences is its effect on other modes of transportation. Perhaps as little has been said about its effect on walking as a mode of

progression as any. If its present ratio of increase continues it bids fair soon to relegate pedestrianism to the category of lost arts. Wheelmen will bear witness that walking soon becomes tedious in contrast with the wheel, and when the use of the latter becomes universal, as it seems to promise, walking must needs be almost discontinued. Indeed, we may imagine in the not distant future how our children will be told of the time when people could only get about by walking or riding on the backs of animals or in clumsy vehicles drawn by such animals, except on long journeys by train.

And this observation brings us to the effect of the wheel on the horse. The displacement of the noble animal by electricity for street car traffic in all the towns of the country has already exerted a greatly depressing influence on the value of the medium grades of horses. The advent of the bicycle has almost completed the destruction of the trade in those grades and in addition has worked sad havoc with the dividends of the street railways as well. There has never been a time when horse-flesh was so nearly worthless as the present; there is generally no market for it at any price. And the day of dividends on street railways has been put into the far distant future by the same means in a majority of the towns of the country.

It would naturally follow that the carriage trade must suffer from the same causes. The intelligence comes from a large number of the most extensive carriage manufacturers that they are preparing to add the building of bicycles to their business. The carriage trade has so greatly fallen off it is necessary to do this to continue their plants at anything near the former scale.

This influence of the bicycle on the horse and carriage trade is dependent on another cause in addition to its displacement of their use, viz., the fact that the money that would ordinarily have been expended in that and similar trade has been monopolized by the wheel. When the amount of money thus invested is taken into consideration it will be found of no small importance, and that it has had a great influence on many other lines of trade.

Indeed, it is impossible to realize how far this influence extends; and it is interesting to speculate as to where it will end. W. N. F.

Impossibility of Compulsory Arbitration.

Arbitration, says Justice Henry B. Brown, of the United States Supreme Court, in the August number of the Forum, is thought by some to promise a solution of all these problems, and where a dispute turns simply upon a rate of wages it may often be a convenient method of adjustment. Yet its function is, after all, merely advisory. It cannot compel an employer to operate his establishment at a loss; it cannot compel employees to work for less wages than they may choose to demand. If it could, it would re-establish slavery under the name of an award. The whole theory of arbitration presupposes voluntary action—a voluntary submission of something in dispute—a voluntary performance of an award. Compulsory arbitration is a misnomer—a contradiction in terms. One might as well speak of an amicable murder or a friendly war. There are certain things, too, which cannot be arbitrated. Suppose a labor union should assume to dictate who should be employed and upon what terms, of whom material should be purchased, and to whom sales should be made. This involves no more nor less than the control of one's business, the surrender of which could not be made without the certainty of ultimate bankruptcy.

We Want Every Retailer to
Share the Profits of

KOFFA=AID

It retails at 12c per package, equal to one pound of ground coffee. Refer to price current in this issue under the head of Coffee for Price Thereon. If your jobber cannot supply it, drop us a postal, and we will see that you get it. Each case contains samples colored Banner Plaque and advertising matter.

The Koffa=Aid Co., = = = Detroit.

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 cased 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

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.

Clerks' Corner

A Clerk's Opinion of the Clerks' Corner.

I have been crowding so much wisdom into the last one or two of my talks to the boys that I thought the time had come for me to drop in here and there to see if I had made an impression. There is a grocery near where I go pretty often and I know the Tradesman has a regular subscriber there, for I have seen the grocer reading it. I improved an opportunity when I knew there was a lull in the business and sauntered in.

"Do you take the Tradesman here? I'd like to look at it."

It was politely handed to me and, looking it over for a time, I returned it to the clerk, a bright young fellow of 19 or 20 years, I should guess, who was resting after an active morning.

"Do you find the paper about what you want?"

"Yes, it's a pretty good paper. Mr. Boss thinks he can't get along without it. After he gets through with it, he hands it over to me. There's an old duffer writing up the Clerks' Column and I like to look down that just to see what he says. He's trying to make out that a feller must get up in the morning, and wash his face and hands and put on his bib and sweep out the store and keep his finger nails clean; and the last time, or the last time but one, he was trying to make out that a feller should earn his salary several times over. That tickled Boss hugely and I got the paper a little earlier that day on account of it. The trouble with the man that does the writing is, that he don't know what he's talking about. I'd like to have him come in here and work a week, and then write up his Clerks' Column. That would make some spicy reading, now I tell you. You wouldn't hear anything about dipping your hands in water and wiping the dirt off onto a towel, I can tell you that. I bet a dollar by the time the week was out he'd chuck his collar and necktie into the litter barrel, and if anybody said anything about his finger nails, he punch 'im in the ribs! Mighty nice thing to sit down to a desk where it's nice and cool and clean and tell another feller how to keep the dirt off—a good deal easier than it is to skin out of bed at half past four in the morning and go through his programme to open up the store. As he fixes it up, it is as easy as falling off a log; but I tell you what, when everything's said and done, the best place in the world, to have a good big bile, is on another feller's neck.

"What does Mr. Boss say about it?"

"Nothing. I wish he did. 'Twould give me a chance to tell him what I think about things, and I would—you bet your bottom dollar, I would. After he gets through reading the paper he gives it to me. He reads with his pencil in his hand and when he comes across anything he likes, he moistens the pencil and makes a big black mark close to the line. (I had noticed it.) O, he likes it. He thinks there ain't anything in the paper like the Clerks' Column. One of these days, when the old chap crosses the line and talks about the other side of things, I'm going to get hold of the paper first and do a little marking on my own account."

"What were some of the things he marked?"

"Well, there was the earning-your-

money-two-or-three-times-over. What kind of stuff 's that to put into a paper, I should like to know? If I earn mine once, I'm satisfied, but Boss would just like to have me do it two or three times over. I'd like to know mighty well what ground they put it on—earning your money three or four times over!—yes I would."

"Been here long?"

"'Bout a year and a half."

"Like it?"

"Yes, pretty well."

"Well enough to go right on with it?"

"Why, yes, I think so. I'd have a better and a bigger store than this, though."

"I suppose if you had the money you'd be for buying Mr. Boss out, wouldn't you? Be a nice thing to start to-morrow, for instance, wouldn't it?"

"Well, not quite so quick as that. A fellow's got to learn a lot of things that I don't know yet before he can go into business for himself."

"You are learning these things right along now, I suppose?"

"Well, yes, slowly."

"Then it's barely possible that Mr. Boss thinks that this mercantile learning is worth something. Your wages are for the work you do, and the double earning balances the instruction you are getting every day. See?" And while he was saying, "Wall, there may be something in that," I came away.

UNCLE BOB.

Unique Substitute for the Cash System.

It takes an original man to solve difficulties these days. So many ordinary men have tried to do it in ordinary ways that the difficulties that still exist yield only to original methods.

There is an original man in Tempe, Arizona, and he is in business. He has been bothered for years by bad debts and long-time credit and determined to put a stop to it.

So far as this goes there is nothing striking about the matter. There are thousands of men in trade to-day who feel exactly as this man felt. For years and years they have toiled early and late, schemed and planned to gain a competence behind the counter, and year after year they have seen the profits of their labors eaten up by bad debts and uncollectible accounts.

Their ledgers are filled with epitaphs on their mercantile ambitions.

They have struggled on, making the best of a bad bargain, living—living well—but laying nothing up for a rainy day. They have longed for the cash system, but have passed it by with the conviction that it was impossible.

Not so this retailer. He studied the matter and at last determined upon a plan whereby he could achieve a result approximating the cash basis, yet not requiring the possession of cash by the purchaser. Original, was it not?

The dealer first made his basic rule, which was, "Not one cent's worth sold on credit." The customer who found he could buy nothing except for cash and who had no cash was told to make out a list of his purchases. This being done, a promissory note for the amount was made out, signed by the purchaser and the proper amount without discount given him by the cashier. The customer then paid for his purchases with the cash thus obtained.

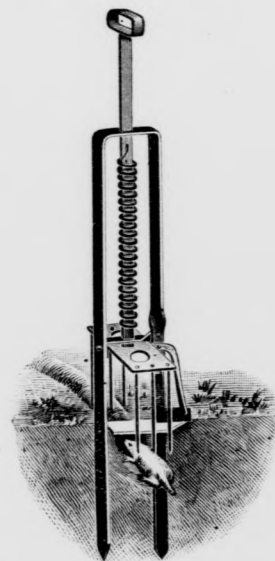
The originator of this idea states that it works well and is, he believes, the only system of the sort that will operate satisfactorily in country districts. It gives the merchant promissory notes instead of open accounts, which are not only more easily collected, but are negotiable and may be discounted when money is needed and when book accounts are but a jeering mockery.

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.

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.

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. P. TATMAN, CLARE; Secretary, E. A. STOWE, GRAND RAPIDS; Treasurer, J. WISLER, MANCLOONA.

Owosso Business Men's Association.

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

Michigan Hardware Association.

President, F. S. CARLETON, CAHNET; Vice President, HENRY C. WEBER, DETROIT; Secretary-Treasurer, HENRY C. MINNIE, ETON RAPIDS.

Grand Rapids Fruit Growers' Association.

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

GRAPES AND PEACHES.

Observations of a Detroit Grocer on Grand Rapids Orchards.

Detroit, Aug. 10—Without bearing down very heavily on the fact, that through my own stupidity, I failed "to hook on" at the proper time in the morning, let me say that later in the day I managed "to get there, with both feet," if I may be permitted to drop in to the vernacular of the street. The "there" in this instance, was the farm of W. K. Munson, a name by no means unknown in the fruit growing circles of Michigan.

A street car took me as far as the law allows, and from that point my own private conveyance was depended on for the remainder of the journey. That, after all, is the royal way to travel. Tesla may harness the lightning streak to the flashing car and time and distance may be annihilated; but what I was after was to get an idea of the country to the north of Grand Rapids—the condition of the roads, the lay of the land, the fertility of the soil, the farm-dotted landscape, where the sun was already painting the peaches and the plums, and where the conscious grape was making itself royal in robes of purple.

The sun was hot—good corn weather—but the grass was green and cool, and the wind from the ripening fruit laid its peach-scented palms upon my face and so greeted me upon my first country outing for over a twelve month. Still? There was nothing astray but the wind; and so light was its tread, that the grass only bent beneath its passing footstep. The locust that likes to stab the silence of the August noon with its sharp sound had gone to sleep and the dunes which the winds have made from the shifting sands lay basking in the hot sun, barely protected from its beams by the scanty covering of the scattered grass and burweed. It was a typical August day; and when the driver of a passing milk wagon asked me if I would ride, I forgot about the royal independence of a private conveyance and concluded, in spite of the Psalmist, to put my trust in the strength of the milkman's horse. A few minutes later found me at the well, with a glass of its dripping coolness, and then, with the stains of the dusty road removed, the business of the afternoon began.

The vineyard of Mr. Munson first claimed the attention; and while the vines, to my untrained eyes, looked heavy with the abundant clusters, the frost had already materially lessened the promise of early spring, while the hail of a recent storm had in some places made the crop still smaller. It is evident that there are lively times when the grape harvest begins. Here was the room ready even now for the packers. Over head the baskets are stored for the coming "season," and on all sides were the signs of that portentous lull which

precedes the coming storm. What was of great interest to me is the system of cold storage, without ice, which the active brain of Mr. Munson devised. It is simplicity itself, a fact which greatly commends it. A cottage has been provided with a tall cylinder through the roof. Large tiles conducted the air under ground to the cellar from remote openings. Holes are cut in the floor of the cottage and the draft through the tall cylinder is sufficient to keep the air inside at the required temperature. By this means, when the picking begins, it goes on without interruption, the cold storage receiving each day's surplus.

There are no peach orchards on the Munson farm, and when the rounds here had been taken, "Kittie" was harnessed to the tilbury and away we went over the road which, in the distance, looked like a ribbon of tan, winding with many a turn among the hills and knolls. Had the roads been rockier and lined by stone walls, it would have been easy to fancy that I was riding through a neighborhood of New England farms; but I missed the sprouting white birch and the chestnut woods which are common there, and the absence of the "thank-you-ma'ams" in the New England road banished that thought and kept before me the plain fact that I was becoming acquainted with Michigan instead.

In due time a peach orchard came in view. In due time "Old Kit" stopped, and, shortly after, there was an extensive testing of peaches from trees bending to the ground with the almost clustered, red-cheeked fruit. It was a pleasure I had not indulged in for years and—I made up for lost time!

With thanks for the feast, we went on, and, when we stopped again, it was at the home of a genuine peach-grower. There were peaches to right of us, peaches to left of us, peaches around us; and as far as the eye could look in either direction it was limited in its range by the green foliage of "the emerald peach"—emerald no longer, for the sun was even then at work, turning the green to a comely red.

Think of an orchard of ninety acres of peach trees, bending almost every one of them with fruit burdens until the branches reach the ground! The weight of many of them was too great and the boughs were split or broken with it. Five or six men were at work and little less than magic was the speed with which a tree was stripped of its fruit. I had fancied I had seen peaches and a peach orchard. It was a delusion. I had supposed that my past experience would warrant any statement I might make, however extravagant. That, too, was a delusion; and I will simply say, in conclusion, that I know a little something about peaches, but not much; I have in my time consumed a few; I have walked over a part of a ninety-acre peach farm; but the man who wants to get a good idea of the peach must go to the peach orchards, as I have and look and look and keep his tongue still!

OCCASIONAL.

The Off Horse in Trade.

In these days of combined business interests and unity of action, legitimate trade principles should be the guiding star—the beacon light—toward which life's barque should be guided. No steps backward should be taken—a forward movement all along the line should be the watchword; yet, in the face of such a desirable desideratum, the "off horse" ever and always appears the one disturbing element, the unknown quantity to mar life's pleasures and business relations.

Committees on Trade Interests or trade journals have no influence in keeping the "off horse" in line. He knows his line—he knows more about business principles and trade interests than all the combined teachings of the retail trade. He runs his own business, buys as he chooses and sells as he pleases, and no effort of the trade can draw him within its charm or harness his un-

tamed, untutored and unbusinesslike methods or bring them into harmony with the trade. He is a law unto himself, and no influence which legitimate trade can throw around him will check his everlasting bull-headedness or open his understanding. What he doesn't know about business isn't worth knowing. He banks on the fact that he owns his stock of goods and that no law of trade interests reaches him or controls his action. If he pays \$4.96 for granulated sugar, hasn't he a perfect right to sell at 5 cents? If he pays \$1.15 per dozen for canned corn, hasn't he equally good right to sell it at 10 cents—trade interests to the contrary notwithstanding? He will pay 11 cents for eggs when they are only quoted at 10½ cents at the trade centers. He pays 14 cents for butter, regardless of quality or strength, sometimes paying more for butter that "can walk down cellar," thereby placing a premium on poor grades and discouraging the making of better grades, finally dumping all promiscuously into a barrel and shipping it to the bogus creamery butter factory. His system of buying and selling is rotten to the core. His influence on the trade is vile and pernicious and every square dealer is damaged thereby. No influence can be brought to bear to check his reckless manner of conducting his business. He is the "off horse" in every community, and our organizations and legitimate trade interests have no restraining influence over him. He is the Aaron who forges the golden calf for malcontents and pirates of the trade who bow the knee to worship with Pilate or Barrabbas. No system of education can bring him into line or stay his reckless course in business. Such dealers are the cancers in trade, the leeches in business, the shysters in the community. Sooner or later they are pushed to the wall and the red flag of the sheriff or auctioneer floats over the doors of their places of business. Their memory is a stench, sweetened only by the thought that they have gone to fill the ranks swollen by the fool-killer, whose epitaph is memento mori—weighed in the balance and found wanting.

There is left but one course for the legitimate dealer to pursue—to buy and sell on an honorable system, ignoring the shyster and tramp dealer—the "off horse" in trade and business.

The world moves, the masses are reading and are being educated. No intelligent community asks or expects at this late date for goods to be handled simply for love or fun. Civilization expects business to be done for profit and gain, and he who caters to the credulity of a gaping crowd reckons without his host. Double dealing and recklessness will soon relegate the shyster to the rear of the procession, while the square, upright, legitimate dealer will have the respect of his fellows, the approval of the good and true and, in the final reckoning, will be pall bearers for that consummate jackass—the "off horse" in trade.

J. V. CRANDALL.

Sand Lake, Mich.

The pack of salmon for this season in Northern British Columbia is 174,000 cases by sixteen canneries, against 130,000 cases last year by twelve canneries. The great increase in this industry in that locality is attributed to the fact that the seals which prey on the salmon are rapidly becoming extinct.

Of the \$6,000,000 Samuel J. Tilden left for the foundation of the New York Public Library, about one-half will be realized for the purpose, the remainder being sacrificed by a compromise with the contesting heirs of the rest of the estate.

Travelers' Time Tables.

CHICAGO and West Michigan R'y

June 16, 1895

Going to Chicago.
Lv. G'd Rapids 6:00am 1:25pm 6:30pm 11:30pm
Ar. Chicago 12:05pm 6:50pm 6:00am 6:25am
Returning from Chicago.
Lv. Chicago 7:20am 11:30am 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 8:00am 1:00pm 11:00pm
Ar. Manistee 12:55pm
Ar. Traverse City 4:10pm 4:50pm 4:00am
Ar. Charlevoix 6:30pm 6:30pm 6:30am
Ar. Petoskey 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 6:00 a.m., 1:25 p.m.; leave Chicago 7:20 a.m., 5:00 p.m. Sleeping Cars leave Grand Rapids 11:30 p.m.; leave Chicago 11:45 p.m.
*Every day. Others week days only.

DETROIT, Lansing & Northern R'y

Oct. 28, 1894

Going to Detroit.
Lv. Grand Rapids 7:00am 1:20pm 5:55pm
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 7:00am 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. Dept.

MICHIGAN CENTRAL

"To Niagara Falls Route."

Arrive Depart
Detroit Express 10:30pm 1:00pm
*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 12:30p.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 6:45am 10:00am 3:25pm 11:30pm
Ar. Ionia 7:40am 11:25am 4:27pm 12:35am
Ar. St. Johns 8:25am 12:17pm 5:30pm 1:25am
Ar. Owosso 9:00am 1:20pm 6:05pm 3:00am
Ar. E. Saginaw 10:50am 3:40pm 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 7:30am
Ar. Pontiac 10:53am 3:05pm 8:25pm 5:37am
Ar. Detroit 11:50am 4:05pm 9:25pm 7:00am
Westward.
For G'd Haven and Intermediate Pts. 8:40am
For G'd Haven and Muskegon 11:00pm
For G'd Haven, Milwaukee and Chicago 4:35pm
For G'd Haven, Milwaukee and Chicago 7:40pm
For G'd Haven and Milwaukee 10:05pm
*Daily except Sunday. *Daily. Trains arrive from the east, 6:35a.m., 12:50p.m., 5:30p.m., 10:00 p.m. Trains arrive from the west, 6:40a.m., 8:15 a.m., 10:00a.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

Aug. 18, 1895

Northern Div.
Leave Arrive
Trav. Cy., Petoskey & Mack. 7:00am 5:15pm
Trav. Cy., Petoskey & Mack. 8:00am 10:00pm
Traverse City 5:25pm 11:30am
Saginaw 5:00pm 11:00pm
Petoskey and Mackinaw 10:45pm 6:20am
7:00a.m. train has through cars to Saginaw.
8:00a.m. train has parlor cars for Mackinaw. 5:25 p.m. train has parlor car for Traverse City. 10:45 p.m. train has sleeping cars for Petoskey and Mackinaw.

Southern Div.
Leave Arrive
Cin., Ft. Wayne & Kalamazoo 7:25am 4:15pm
Ft. Wayne & Kalamazoo 2:00pm 12:15pm
Cin., Ft. Wayne & Kalamazoo 10:15pm 6:50am
Kalamazoo 6:00pm 9:30am
7:25a.m. train has parlor car to Cincinnati.
10:15p.m. train has sleeping cars to Cincinnati, Indianapolis and Louisville.

Chicago Trains.
Lv. G'd Rapids 7:25am 4:20pm 10:15pm
Ar. Chicago 2:40pm 9:05pm 7:10am
2:00p.m. train has through coach. 10:15p.m. train has through coach and sleeping car.
Lv. Chicago 6:50am 3:00pm 11:30pm
Ar. G'd Rapids 2:15pm 9:15pm 6:50am
3:00p.m. train has through coach and 11:30p.m. has through coach and sleeping car.

Muskegon Trains.
Lv. G'd Rapids 7:25am 1:00pm 5:30pm 10:15pm
Ar. Muskegon 8:50am 2:10pm 9:55am 7:05pm
Lv. Muskegon 9:13am 12:05pm 6:30pm 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.

MEN OF MARK.

Heman G. Barlow, Secretary of the Olney & Judson Grocer Co.

There may be a question about the truth of the statement that a man is the creature of circumstances, but there has never been a doubt in my mind that natural surroundings have much to do with the human life brought up under such influences.

William Tell may or may not be the myth a modern iconoclast has asserted, but, admitting all that was claimed for him—his love of liberty and his manly independence—he could no more help playing the part he did in Switzerland's historical drama than he could help breathing the air that the Alps sent down to him from their bonnets of never-melting snow. That may be an extreme example, but in a less degree the same is true of every one of us. The boy, prairie born, and of the same blood as his cousin whose home is among the rocky hills, will show when they are together the influences of the plain; and he of the hills will tell in numberless ways what the rocks have done to fashion the life committed to their care.

I thought of this when writing the name of Rockton, an Ontario village, where Mr. Barlow was born one day in March when the half of the century's course was run, and I wondered if when the brief interview was over, I should find, here and there, a touch of the highlands and anything to suggest the "sermons in stones" which had been preached to him there. The eldest of a family of nine children, it is easy to understand why he might early be called upon to render a helping hand in that numerous household and why his school days ended when he was 12 years old.

The links in the chain of his mercantile career are soon noted. When the time came for "all work," he found his way to Grand Rapids, where he was first employed by Berkey Bros. in their furniture factory. Then Buddington & Turnham, retail furniture dealers, engaged him for a year or two, after which he turned his hand to something in the line of pailmaking in the establishment of Hon. C. C. Comstock. At that time he decided to take a course in book-keeping and he devoted six months to mastering that attainment at Swensberg's Commercial College. Ready now for the serious work of life, he struck the center of the city at Grab Corners—bad name that for a trading house!—and began there his book-keeping career in the old grocery house of Crawford Bros. Cody & Olney then wanted him—this was about 1872—and they continued to want him for seventeen years, although two years in the meantime were devoted to the service of John Caulfield and C. W. Jennings. Shortly after the organization of the Olney & Judson Grocer Co., Mr. Barlow purchased an interest in the concern and was elected a director and, later, Secretary. In this position he brought to bear all the valuable experience he had gained during his seventeen years' connection with the wholesale grocery trade (on the strength of which he claims to be the oldest in point of experience of any one now connected with the wholesale grocery trade of this market), and to his devotion and experience are due, in no small degree, the rapid strides that house has taken in forging its way to the front. Mr. Barlow is also a stockholder and director in the Reeder Bros. Shoe Co., a director in the Grand Rap-

ids Mutual Building & Loan Association and a half owner of Barlow Bros., the most prosperous and successful binding establishment in the State.

Mr. Barlow was married March 20, 1871, to Miss Julia R. Hall. Three children have blessed the union, only one of whom survives—Miss Julia—who is well-known in social, charitable and society circles.

While employed as shipping clerk for Cody & Olney, Mr. Barlow originated and had patented the Barlow manifold shipping book, which has been one of the best money-making devices of the age.

"How did you happen to do it?" was the abrupt question.

"Why, it was one of those things which have to be done by somebody, and I suppose I was the one to do it. I never meant to do anything of the kind and it was a sort of necessity-is-the-mother-of-invention affair all around."



I had to have something and happened to hit on that. It answered my purpose and one or two other shipping clerks saw it and liked it; and, finally, someone asked me why I didn't get a patent on it. This I finally did, and the books are now in use in all parts of the country. It is turning out profitably, but I don't claim any great credit for it. I couldn't help it. If I hadn't done it, somebody else probably would."

That is what Sir Isaac Newton said in announcing one of his discoveries. An apple hit him on the head, exactly as it had been hitting men since apples began to fall in the garden of Eden, but it was Sir Isaac who caught from that circumstance the idea of the law of falling bodies.

"Do you belong to any social organization?"

"Yes, one. It is very exclusive—home; and when, at night, I leave my office for 270 Lyon street, the doors of that club house swing open to me when I reach them and the world sees little of me until another day begins."

Past these portals the Tradesman is conscious that it has no right, uninvited, to go; but as the doors are seen to open, and a glimpse is caught of the cheery home within, it is no betrayal of confidence to develop the flash light—enough, at least, to strengthen the theory that early surroundings make themselves manifest whenever and wherever opportunity offers.

It would not be necessary, for example, to go far for a reason for locating this home on the hilltop; and if questioned why, it would occasion no sur-

prise to be told: "I like hills, in the first place. The air is better there, and when down town it is dead and hardly worth breathing, a whiff of the air on the higher elevation puts new life into the being that breathes it. Yes, give me the hills. It may be hard sometimes to climb them, but a man is all the better when he reaches the top."

They who have followed me so far have not failed to notice that Mr. Barlow has made but a single move. He came from Rockton at the age of 12 to Grand Rapids, and has been here ever since. There have been changes from one position to another, but these have been made on the same ladder, with every move bringing the climber nearer the top. What of it? Only this: He learned a lesson from the rocks before he left them. He saw that the moss gatherers were not the stones that the quail and the chipmunk dodged, but the rocks that cling to the spot where Nature planted them. It was a useful lesson for the young life to learn, and while he may repeat the proverb of the rolling stone and the moss, if asked how it happened that he made but a single move, the rocks at Rockton will be the foundation of the answer, and they strengthen the theory of the influence of early surroundings upon human life and character.

The next idea is pure conjecture; and they who know Mr. Barlow must decide whether it be wholly wrong. Granting that the man who comes to a place and stays and builds his house on the hilltop does so because the rocks and the hills of the long ago so persuade him, does the influence go further still? I think it does. If Hugh Miller was so haunted by the rocks that they gave him no peace until he found imprinted upon them the "footprints of the Creator," I see no reason why the same spirit should not leave such an impression upon a child as to give bent to his reading; and while Mr. Barlow makes no claim, I believe, to being a scientist, I think I am right in the statement that the books he loves best are scientific rather than historical or those based on fiction.

We need not carry this study further. Theory and reasoning alike may be illogical; but in the realm of fact, if our surroundings early in life, or later, will only enable us to realize, as Mr. Barlow has done, the truth that a stone which does not roll gathers moss, we shall be reconciled to our defective theory and look with complacency upon the abundant moss which a logical practice has realized.

Luther Laflin Mills, the Chicago criminal lawyer, says that when he was a boy he frequently accompanied his father, who was a wholesale merchant, on collecting tours through the Northwest. They had to travel by wagon, and as the father would have large sums of money about him it was often a problem where they could safely put up for the night. "My boy," the old man used to say, "it is safe to stay at a house where there are flowers in the window."

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.

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

H. Leonard & Sons, GRAND RAPIDS.

John Brechting Architect
Grand Rapids.

(Continued from last week)

as his neighbor, who had an architect and had a number of contractors give him prices. Now, let us compare the buildings; notice the height of foundation above grade line on both buildings. The usual case is that the concrete or building has but one course, while the other has three. Then notice the "water table" finish. Has the contractor any on his building and is there any finish at the top of windows called "belt course"? Then notice the gable finish and porch finish and look about you and see if you cannot see the same pattern on some other house which this carpenter built for its pattern. (To be continued)

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

Morgan & Co.

Manufacturers of

AWNINGS, TENTS,

FLAGS AND CANVAS COVERS

YACHT SAILS A SPECIALTY

187 Jefferson Avenue
DETROIT, Mich.

L. G. Dunton & Co.

WILL BUY ALL KINDS OF

LUMBER=Green or Dry

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

PECK'S HEADACHE.....
.....POWDERS

Pay the Best Profit. Order from your jobber

Ghent's
Headache
.....
Wafers

Supplied by All
WHOLESALE DRUGGISTS.

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



WHOLESALE PRICE CURRENT.

Acidum	
Aceticum, German	80¢ 10
Boricum	65¢ 15
Carbonicum	22¢ 32
Citricum	41¢ 44
Hydrochlor	30¢ 5
Nitricum	10¢ 12
Oxalicum	10¢ 12
Phosphoricum, dil.	6¢ 2
Salicylicum	55¢ 65
Sulphuricum	13¢ 5
Tannicum	1 40¢ 1 60
Tartaricum	33¢ 35
Ammonia	
Aqua, 16 deg.	4¢ 6
Aqua, 20 deg.	8¢ 8
Carbonas	12¢ 14
Chloridum	12¢ 14
Aniline	
Black	2 0¢ 2 25
Brown	80¢ 1 00
Red	45¢ 50
Yellow	2 50¢ 3 00
Bacca	
Cubebae, po. 25	20¢ 25
Juniperus	8¢ 10
Xanthoxylum	25¢ 30
Balsamum	
Copaiba	45¢ 50
Peru	2 00
Terabin, Canada	45¢ 50
Tolutan	50¢ 5
Cortex	
Abies, Canadian	18¢
Cassia	12¢
Cinchona Flava	18¢
Eunomys atropurp	30¢
Myrica Cerifera, po.	2¢
Prunus Virginica	12¢
Quillaja, gr'd.	10¢
Sassafras	12¢
Ulmus, po. 15, gr'd	15¢
Extractum	
Glycerhiza Glabra	24¢
Glycerhiza, po.	33¢
Hamatox, 15 lb box	11¢
Hamatox, 18	13¢
Hamatox, 1/28	14¢
Hamatox, 1/48	16¢
Ferru	
Carbonate Precip.	15¢
Citrate and Quinia	3 50
Citrate Soluble	80¢
Ferrocyanidum Sol.	50¢
Solut. Chloride	2¢
Sulphate, com'l.	50¢
Sulphate, com'l, by	50¢
Sulphate, pure	7¢
Flora	
Arnica	12¢ 14
Anthemis	18¢ 25
Matricaria	18¢ 25
Folia	
Barosma	14¢ 30
Cassia Acutifol, Tin-	18¢
nevelly	35¢
Cassia Acutifol, Alg.	25¢
Salvia officinalis, 1/48	42¢
and 1/28	20¢
Ura Ursi	8¢ 10
Gummi	
Acacia, 1st picked	60¢
Acacia, 2d picked	40¢
Acacia, 3d picked	30¢
Acacia, sifted sorts	20¢
Acacia, po.	60¢ 80
Aloe, Barb. po. 20¢ 28	14¢ 18
Aloe, Cape po. 15	6¢ 12
Aloe, Socotri. po. 60	5¢ 50
Ammoniac	55¢ 60
Assafoetida, po. 75	30¢ 35
Benzoinum	50¢ 55
Catechu, 18	6¢ 13
Catechu, 1/48	6¢ 14
Catechu, 1/28	6¢ 16
Camphora	58¢ 60
Euphorbium, po. 35	6¢ 10
Galbanum	1 00
Gamboge po.	65¢ 70
Gualacum, po. 35	6¢ 30
Kino po. 22.00	6¢ 2 00
Mastic	60¢
Myrrh po. 45	6¢ 40
Opil. po. 25.00 20 1 85¢ 1 90	6¢ 40
Shellac	4 00 45
Shellac, bleached	40¢ 45
Tragacanth	50¢ 80
Herba	
Absinthium, oz. pkg	25¢
Eupatorium, oz. pkg	20¢
Lobelia, oz. pkg	25¢
Majorum, oz. pkg	28¢
Mentha Pip. oz. pkg	23¢
Mentha Vir. oz. pkg	23¢
Rue, oz. pkg	30¢
Tanacetum, oz. pkg	22¢
Thymus, V. oz. pkg	35¢
Magnesia	
Calcined, Pat.	55¢ 60
Carbonate, Pat.	20¢ 22
Carbonate, K. & M.	20¢ 25
Carbonate, Jennings	35¢ 36
Oleum	
Absinthium	2 50¢ 3 00
Amygdale, Dule	3 00 35
Amygdale, Amare	8 00¢ 8 25
Anisi	2 10¢ 2 20
Aurant Cortex	1 80¢ 2 00
Bergamot	3 00 3 20
Cajiputi	70¢ 75
Caryophylli	75¢ 80
Cedar	35¢ 40
Chenopadi	6¢ 1 60
Cinamonil	1 70¢ 1 80
Citronella	45¢ 50
Conium Mac.	25¢ 65
Copaiba	80¢ 90
Cubebae	1 50¢ 1 60
Exechthitis	1 20¢ 1 30
Erigeron	1 20¢ 1 30
Gaultheria	1 80¢ 1 90
Gentianum, ounce	6¢ 75
Gossipii, Sem. gal.	60¢ 70
Hedeoma	1 25¢ 1 40
Juniperus	1 50¢ 2 00
Lavandula	9 00 9 20
Limonis	1 30¢ 1 50
Mentha Piper.	2 25¢ 3 00
Mentha Verid.	1 80¢ 2 00
Morruha, gal.	1 75¢ 1 80
Myrica, ounce	6¢ 50
Olive	90¢ 3 00
Picis Liquida	10¢ 12
Picis Liquida, gal.	8¢ 35
Ricini	88¢ 96
Rosmarini	6 00 6 50
Rose, ounce	6 50¢ 8 50
Succini	40¢ 45
Sabina	90¢ 1 00
Santal	2 50¢ 7 00
Sassafras	50¢ 55
Staphis, ess. ounce	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. 18	15¢ 18
Radix	
Aconitum	20¢ 25
Althae	22¢ 25
Anchusa	12¢ 15
Arum po.	6¢ 25
Calamus	20¢ 40
Gentiana, po. 12	8¢ 10
Glycerhiza, po. 15	16¢ 18
Hydrastis Canad.	6¢ 30
Hydrastis Can. po.	6¢ 35
Hellebore, Alba, po.	15¢ 20
Inula, po.	15¢ 20
Ipecac, po.	1 30¢ 1 40
Iris plox, po. 35 38	35¢ 40
Jalapa, pr.	40¢ 45
Marrubia, 1/48	6¢ 35
Podophyllum, po.	15¢ 18
Rhei	75¢ 1 00
Rhei, cut.	6¢ 1 75
Rhei, pv.	75¢ 1 35
Sedgellia	35¢ 38
Sanguinaria, po. 25	6¢ 20
Serpentaria	50¢ 55
Senega	55¢ 60
Smilax, officinalis H	6¢ 10
Smilax, M.	6¢ 10
Smilax, po. 35	10¢ 12
Symplocarpus, Forst-	6¢ 35
us, po.	6¢ 35
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 (graveolens)	14¢ 16
Bird, Is.	4¢ 6
Carul.	10¢ 12
Cardamon.	1 00¢ 1 25
Coriandrum	12¢ 14
Cannabis Sativa	5¢ 5
Cydonium	75¢ 1 00
Chenopodium	10¢ 12
Dipterix odorata	80¢ 2 00
Foeniculum	6¢ 15
Foenugreek, po.	6¢ 8
Lini	3 1/2¢ 4
Lini, gr'd. bbl. 3 1/2	3 1/2¢ 4
Lobelia	35¢ 40
Pharlaris Canarian	4¢ 5
Rapa	4 1/2¢ 5
Sinapis Albu	7¢ 8
Sinapis Nigra	11¢ 12
Spiritus	
Frumenti, W. D. Co.	2 00¢ 2 50
Frumenti, D. F. R.	2 00¢ 2 25
Frumenti	1 25¢ 1 50
Juniperis Co. O. T.	1 50¢ 2 00
Juniperis Co.	1 75¢ 3 50
Saacharum 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
carriage	6¢ 2 00
Nassau sheeps' wool	6¢ 2 00
carriage	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¢ 40
carriage	6¢ 40
Hard, for slate use	6¢ 40
Yellow Reef, for	6¢ 40
slate use	6¢ 40
Syrups	
Acacia	6¢ 50
Aurant Cortex	6¢ 50
Zingiber	6¢ 50
Ipecac	6¢ 50
Ferri Iod.	6¢ 50
Rhei Arom.	6¢ 50
Smilax Officinalis	50¢ 60
Senega	6¢ 50
Scilla	6¢ 50

Menthol	60¢	Siedlitz Mixture	20¢	Lard, No. 1	40¢
Morphia, S. P. & W.	1 65¢ 1 90	Sinapis	18¢	Linseed, pure raw	55¢
Morphia, S. N. Y. Q. &	1 55¢ 1 80	Sinapis, opt.	30¢	Linseed, boiled	57¢
C. Co.	60¢	Snuff, Maccaboy, De	34¢	Neatsfoot, winter	60¢
Moschus Canton	60¢	Voes	34¢	strained	65¢
Myristica, No. 1	60¢	Snuff, Scotch, DeVo's	34¢	Spirits Turpentine	33¢
Nux Vomica, po. 20	15¢ 18	Soda Boras	6 1/2¢ 9		
Os Sepia	15¢ 18	Soda Boras, po.	6 1/2¢ 9		
Pepsin Saac, H. & P.	60¢	Soda et Potass Tart	24¢ 25		
D. Co.	60¢	Soda, Carb.	1 1/2¢ 2		
Picis Liq. N. N. 1/2 gal.	2 00	Soda, Bi-Carb.	3¢ 5		
Picis Liq., quarts	2 00	Soda, Ash	3 1/2¢ 4		
Picis Liq., pints	1 00	Soda, Sulphas	6¢ 2		
Pil Hydrang. po. 80	60¢	Spts. Cologne	50¢ 55		
Piper Nigra po. 22	60¢	Spts. Myrcia Dm.	6¢ 2 00		
Piper Alba po. 35	60¢	Spts. Vini Rect. bbl.	6¢ 2 51		
Plumbi Acet.	10¢ 12	Spts. Vini Rect. 1/2 bbl.	6¢ 2 56		
Pulvis Ipecac et Opil	1 10¢ 1 20	Spts. Vini Rect. 10 gal	6¢ 2 59		
Pyrethrum boxes H.	50¢	Spts. Vini Rect. 5 gal	6¢ 2 61		
P. & D. Co., doz.	1 25	Less 5c gal. cash	10 days		
Pyrethrum m. pv.	20¢ 30				
Quassia	8¢ 10				
Quinia, S. P. & W.	34¢ 39¢				
Quinia, S. German	27¢ 37				
Quinia, N. Y.	32¢ 37 1/2				
Rubia Tinctorum	12¢ 14				
Saccharum Lactis pv	18¢ 20				
Salicin	2 50¢ 2 60				
Sanguis Draconis	40¢ 50				
Sapo, W.	12¢ 14				
Sapo, M.	10¢ 12				
Sapo, G.	6¢ 15				
Oils		Paints		Varnishes	
Whale, winter	70¢ 70	Red Venetian	13¢ 2 68	No. 1 Turp Coach	1 10¢ 1 20
Lard, extra	60¢ 65	Ochre, yellow Mars	13¢ 2 64	Extra Turp	1 60¢ 1 70
		Ochre, yellow Ber.	13¢ 2 63	Coach Body	2 75¢ 3 00
		Putty, commercial	2 1/2¢ 2 63	No. 1 Turp Furn.	1 00¢ 1 10
		Putty, strictly pure	2 1/2¢ 2 63	Extra Turk Damar	1 55¢ 1 60
		Vermilion, Prime	13¢ 2 63	Jap. Dryer, No. 1 Turp	70¢ 75
		American	13¢ 15		
		Vermilion, English	70¢ 75		
		Green, Paris	20 1/2¢ 27		
		Green, Peninsular	13¢ 16		
		Lead, Red	5 1/4¢ 6		
		Lead, white	5 1/4¢ 6		
		Whiting, white Span	6¢ 70		
		Whiting, gliders	6¢ 90		
		White, Paris Amer.	6¢ 1 00		
		Whiting, Paris Eng.	6¢ 1 40		
		Universal Prepared	1 00¢ 1 15		

Quintette Quintette Quintette

The Best 5 cent Cigar
\$35 per thousand



Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

Quintette Quintette Quintette

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.		Chicory.				Raisins.		HERBS.		SEEDS.	
Aurora	doz. gross 55 6 00	Bulk	5			Ondura 29 lb boxes	@ 5 1/2	Sage	15	Anise	13
Castor Oil	60 7 00	Red	7			Sultana 20 lb boxes	@ 6 1/4	Hops	15	Canary, Smyrna	6
Diamond	50 5 50	CHOCOLATE.				Valencia 30 lb boxes	@ 6 1/4	GUNPOWDER.		Caraway	10
Frazer's	75 9 00	Baker's.				FARINACEOUS GOODS.		Rifle-Dupont's.		Cardamon, Malabar	80
Mica	60 8 00	German Sweet	23			Bulk	3	Kegs	3 25	Hemp, Russian	4
Paragon	55 6 00	Premium	37			Grits.		Half Kegs	1 90	Mixed Bird	4 1/2
BAKING POWDER.		Breakfast Cocoa	45			Walsh-DeRoo Co.'s	2 00	Quarter Kegs	1 10	Mustard, white	6 1/2
Acme.		CLOTHES LINES.				Hominy.		1 lb cans	30	Poppy	8
1/4 lb cans 3 doz.	45	Cotton, 40 ft. per doz.	95			Flake, 50 lb. drums	1 50	1/2 lb cans	18	Rape	4
1/2 lb cans 3 doz.	75	Cotton, 50 ft. per doz.	1 15			Lima Beans.	6 1/2	Choke Bore-Dupont's.		Cuttle Bone	20
1 lb cans 1 doz.	1 00	Cotton, 60 ft. per doz.	1 35			Dried		Kegs	4 25	SYRUPS.	
Bulk	10	Cotton, 70 ft. per doz.	1 55			Macaroni and Vermicelli.		Half Kegs	2 40	Corn.	
Arctic.		Cotton, 80 ft. per doz.	1 95			Domestic, 10 lb. box	60	Quarter Kegs	1 35	Barrels	18
1/4 lb cans 6 doz case	55	Jute, 60 ft. per doz.	80			Imported, 2 1/2 lb. box	2 50	1 lb cans	34	Half bbls.	20
1/2 lb cans 4 doz case	1 10	Jute, 72 ft. per doz.	95			Pearl Barley.		Eagle Duck-Dupont's.		Choice	25
1 lb cans 2 doz case	2 00	CLOTHES PINS.				Empire	3 1/4	Kegs	11 00	SPICES.	
5 lb case 1 doz case	9 00	5 gross boxes	40			Chester	2 1/2	Half Kegs	5 75	Whole Sifted.	
Red Star.		COFFEE.				Peas.		Quarter Kegs	3 00	Allspice	9 1/2
1/4 lb cans	40	Green.				Green, bu	1 15	1 lb cans	60	Cassia, China in mats	9 1/2
1/2 lb cans	75	Rio.				Split, per lb	2 1/4	INDIGO.		Cassia, Batavia in bund.	15
1 lb cans	1 40	Fair	18			Rolled Oats.		Madras, 5 lb boxes	55	Cassia, Saigon in rolls	32
Van Anrooy's Pure.		Good	19			Schumacher, bbl	4 20	S. F., 2, 3 and 5 lb boxes	50	Cloves, Amboyana	22
1/4 lb cans 6 doz case	85	Prime	21			Schumacher, 1/2 bbl	2 25	JELLY.		Cloves, Zanzibar	11 1/2
1/2 lb cans 4 doz case	1 65	Golden	21			Monarch, bbl	3 60	15 lb pails	36	Mace, Batavia	70
1 lb cans 2 doz case	3 25	Peaberry	23			Monarch, 1/2 bbl	1 90	17 lb pails	42	Nutmegs, fancy	60
Telfer's.		Santos.				Quaker, cases	3 20	30 lb pails	70	Nutmegs, No. 1	60
1/4 lb cans doz	45	Fair	19			Oven Baked	3 25	LYE.		Nutmegs, No. 2	55
1/2 lb cans doz	85	Good	20			Lakeside	2 25	Condensed, 2 doz	1 20	Pepper, Singapore, black	10
1 lb cans doz	1 50	Prime	22			Sago.		Condensed, 4 doz	2 25	Pepper, Singapore, white	20
Our Leader.		Mexican and Guatemala.				German	4	LICORICE.		Pepper, shot	16
1/4 lb cans	45	Fair	21			East India	3 1/2	Pure	30	Pure Ground in Bulk.	
1/2 lb cans	75	Good	22			Wheat.		Calabria	25	Allspice	15
1 lb cans	1 50	Fancy	24			Cracked, bulk	3	Sicily	14	Cassia, Batavia	18
BATH BRICK.		Milled	23			24 2 lb packages	2 40	Root	10	Cassia, Batavia and Saigon	25
2 dozen in case.		Java.	2			FISH.		MINCE MEAT.		Cassia, Saigon	35
American	70	Inter r	2			Cod.				Cloves, Amboyana	22
English	80	Private Growth	2 1/2			Georges cured	@ 5	Mince meat, 3 doz in case	2 75	Cloves, Zanzibar	18
BLUING.		Mandehling	27			Georges genuine	@ 5 1/2	Pie Prep. 3 doz in case	2 75	Ginger, African	16
Arctic 4 oz ovals.	Gross 3 60	Mocha.				Georges selected	@ 6	MATCHES.		Ginger, Cochin	20
Arctic 8 oz ovals.	6 75	Arabian	28			Strips or bricks	6 @ 9	Columbia Match Co.'s brands		Ginger, Jamaica	22
Arctic pints round.	9 00	Roasted.				Halibut.		Columbia Parlor	1 25	Mace, Batavia	65
Arctic No. 2 sifting box	2 75	To ascertain cost of roasted				Smoked	11 @ 12	XXX Sulphur	1 00	Mustard, Eng. and Trieste	22
Arctic No. 3 sifting box	4 00	coffee, add 1/2¢ per lb. for roasting				Herring.		Diamond Match Co.'s brands.		Mustard, Trieste	25
Arctic No. 5 sifting box	8 00	and 15¢ per lb. for shrinkage.				Holland white hoops keg	80	No. 9 sulphur	1 65	Nutmegs, No. 2	75
Arctic 1 oz ball.	4 50	Package.				Holland white hoops bbl		Anchor Parlor	1 70	Pepper, Singapore, black	16
Mexican liquid 4 oz.	3 60	Arbuckle	21 80			Round 100 lbs	2 55	No. 2 Home	1 10	Pepper, Singapore, white	20
Mexican liquid 8 oz.	6 80	Jersey	21 80			Round 40 lbs	1 30	Export Parlor	4 00	Pepper, Cayenne	20
BROOKS.		Lion Coffee				Sealed	13 00	MOLASSES.		Sage	20
No. 1 Carpet	2 20	<i>Fine Assortment of Summer Games now in the packages.</i>				Mackerel.		Sugar house	10 @ 12	"Absolute" in Packages.	
No. 2 Carpet	2 00	16 Ounces Net				No. 1 100 lbs	12 00	Cuba Baking.		Allspice	1/2 84
No. 3 Carpet	1 75	Cases 100 lbs. } 21 8-10				No. 1 40 lbs	5 10	Ordinary	12 @ 14	Cinnamon	1 55
No. 4 Carpet	1 60	"GO" }				No. 1 10 lbs	1 35	Prime	20	Cloves	1 55
Parlor Gem	2 50					No. 2 100 lbs	9 25	Fancy	30	Cloves, Zanzibar	18
Common Whisk	85					No. 2 40 lbs	4 00	Porto Rico.		Ginger, African	84 1 55
Fancy Whisk	1 00					No. 2 10 lbs	1 08	New Orleans.		Mustard	84 1 55
Warehouse	2 50					Family 90 lbs		Fair	18	Pepper	84 1 55
CANDLES.						Family 10 lbs		Good	22	Sage	84
Hotel 40 lb boxes	10					Sardines.		Extra good	24	STARCH.	
Star 40 lb boxes	9					Russian kegs	55	Choice	27	Kingsford's Corn.	
Paraffine	10					Trout.		Fancy	30	20 1-lb packages	6 1/2
CANNED GOODS.						No. 1 100 lbs	4 25	New Orleans.		40 1-lb packages	6 1/4
As the pack of 1895 will not						No. 1 40 lbs	1 95	Prime	20	6-lb boxes	7 1/4
begin to arrive in any quantity						No. 1 10 lbs	5 1/4	Extra good	24	Common Corn.	
until about Sept. 1, we have						No. 1 8 lbs	48	Choice	27	20-lb boxes	5 1/2
concluded to defer the publica-						Whitefish.		Fancy	30	40-lb boxes	5 1/2
tion of full list under this head						No. 1 No. 2 Fam		Oil CANS.		Common Gloss.	
until our issue of Sept. 4.						100 lbs	7 00 6 00 2 50	Crystal valve, per doz	4 00	1-lb packages	5
CATSUP.						40 lbs	3 10 2 70 1 30	Crystal valve, per gross	36 00	3-lb packages	5
Blue Label Brand.						10 1 s	85 75 40	PICKLES.		6-lb packages	5 1/2
Half pint 25 bottles	2 75					8 lbs	71 63 35	Medium.		40 and 50 lb boxes	3 1/2
Pint 25 bottles	4 50					FLAVORING EXTRACTS.		Barrels	3 1/2	SODA.	
Quart 1 doz. bottles	3 50					Souder's.		Boxes	5 1/2	Kegs, English	4 1/4
Triumph Brand.						Oval bottle, with corksew.		SOAP.		Diamond Crystal.	
Half pint per doz	1 35					Best in the world for the money.		Barrels, 1,200 count	4 25	Cases, 24 3-lb boxes	1 00
Pint 25 bottles	4 50							Half bbls, 600 count	2 65	Barrels, 320 lbs	2 50
Quart per doz	3 75							PIPES.		Barrels, 115 1/2 lb bags	4 00
CEMENT.								Clay, No. 216	1 70	Barrels, 60 5 lb bags	3 75
Major's, per gross.								Clay, T. D. full count	65	Barrels, 30 10 lb bags	3 50
1/2 oz size	12 00							Cob, No. 3	1 20	Butter, 56 lb bags	65
1 oz size	18 00							POTASH.		Butter, 20 14 lb bags	3 50
Liq. Glue, 1 z 9 60								48 cans in case	4 00	Butter, 280 lb bbls	2 50
Leather Cement,								Babbitt's	3 00	Butter, 224 lb bbls	2 25
1 oz size	12 00							Penna Salt Co.'s	3 00	Common Grades.	
2 oz size	18 00							RICE.		100 3 lb sacks	2 00
Rubber Cement.								Domestic.		60 5 lb sacks	1 85
2 oz size	12 00							Carolina head	5 1/2	28 11-lb sacks	1 70
CHEESE.								Carolina No. 1	5	Warsaw.	
Amboy	@ 9 1/2							Carolina No. 2	4 1/2	56-lb dairy in drill bags	30
Acme	@ 9 1/2							Broken	3 1/2	28-lb dairy in drill bags	15
Jersey	@ 9 1/2							Imported.		56-lb dairy in linen sacks	60
Lenawee	@ 9 1/2							Japan, No. 1	4 1/2	Higgins.	60
Riverside	@ 9 1/2							Japan, No. 2	4 1/2	56-lb sacks	22
Gold Medal	@ 9 1/2							Java, No. 1	5 1/2	Common Fine.	
Skim	6 @ 7							Java, No. 2	4 1/2	Saginaw	75
Brick	@ 11							Patna	4	Manistee	75
Edam	@ 1 00							SAL SODA.		SNUFF.	
Leiden	@ 20							Granulated, bbls	1 10	Scotch, in bladders	37
Limburger	@ 15							Granulated, 100 lb cases	1 50	Macaboy, in jars	35
Pineapple	@ 24							Lump, bbls	1	French Rappee, in jars	43
Roquefort	@ 35							Lump, 145 lb kegs	1 10		
Sap Sago	@ 18										
Schweitzer, imported	@ 24										
Schweitzer, domestic	@ 14										

SALERATUS.

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

TOBACCOS.

Cigars.

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



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

SOAP.

Laundry.

Allen B. Wrisley's brands.	3 20
Old Country 80 1-lb.	3 30
Good Cheer 60 1-lb.	3 30
White Borax 100 3/4 lb.	3 45

Proctor & Gamble.	3 45
Concord	3 45
Ivory, 10 oz.	3 45
Ivory, 6 oz.	3 45
Lenox	3 45
Mottled German	3 45
Town Talk	3 45

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

Jas. S. Kirk & Co.'s brands.	3 45
American Family, wrp'd.	3 33
American Family, plain	3 27

N. K. Fairbank & Co.'s brands.	3 45
Santa Claus	3 30
Brown, 60 bars	3 30
Brown, 80 bars	3 30

Lautz Bros. & Co.'s brands.	3 45
Acme	3 65
Cotton Oil	6 00
Marselles	4 00
Master	4 00

Thompson & Chute brands.	3 45
--------------------------	------



Silver	3 65
Mono	3 30
Savon Improved	2 50
Sunflower	2 80
Golden	3 25
Economical	2 25
Henry Passolt's brand.	3 45



Atlas, 5 box lots, del.	3 60
-------------------------	------

Scouring.

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

Gowans & Sons' Brands.

Crow	3 30
German Family	2 15
American Grocer 100s	3 60
American 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 bags	4 62
Fine Granulated	4 62
Extra Fine Granulated	4 75
Mould-A	4 94
Diamond Confection	4 62
Confection 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	4 55
Salad Dressing, small	2 65

WASHING POWDER.

100 packages in case	3 35
----------------------	------

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

Soda.	
Soda XXX	5 1/2
Soda XXX, 3 lb. carton	5 1/2
Soda, City	7
Crystal Wafer	10 1/2
Long Is and 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
Cocoanut Taffy	8
Coffee Cakes	11
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 s. alloped	6 1/2
Ginger Van.lla	8
Imperial	8
Jumbles, Honey	11
Molasses Cakes	8
Marshmallow	15
Marshmallow Creams	15
Pretzels, hand made	8 1/2
Pretzettes, Little German	6 1/2
Sugar Cake	8
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 6 7/8
Standard H. H.	6 6 7/8
Standard Twist	6 6 7/8
Cut Leaf	7 6 8

Extra H. H.	cases
Boston Cream	@ 8 1/2

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
Valley Cream	@ 12 1/2

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

Fancy-In 5 lb. Boxes.	
L. mon Drops	@ 50
Sour Drops	@ 50
Peppermint Drops	@ 60
Chocolate Drops	@ 65
H. M. Choc. Drops	@ 75
Gum Drops	@ 50
Licorice Drops	1 @ 50
A. B. Licorice Drops	@ 75
Lozenges, plain	@ 60
Lozenges, printed	@ 65
Imperial	@ 60
Mottoes	@ 70

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

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

Fruits.	
Medt Sweets, 150s	3 25 @
176s, 200s	3 50 @
Rodi and Sorrentos	@
160 Imperials	4 00 @
200s	4 50 @
100s in Flats	@

Lemons.	
Extra Choice 300	@
New Verdillies	5 00 @
Extra Choice 300	@
New Verdillies	5 00 @
Fancy 300 New Ver-	@
dillies	5 50 @
Fancy 300 Novem	@
cut	5 50 @
Extra Fancy 300	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	25 @ 1 50
Large bunches	1 75 @

Foreign Dried Fruits.	
Fig. Fancy Layers	@ 15
Dates, Fards in 60 lb	@ 13
Fig. Choice Layers	@ 13
10 lb	@ 13
Figs, Natural in	@ 6 1/2
bags	@ 7
Dates, Fards in 10 lb	@ 7
boxes	@ 5
Dates, Persians, G.	@ 4 1/2
Ms 60 lb cases	@ 3 1/2
Dates, Sairs 60 lb	@ 3 1/2
cases	@ 3 1/2

Nuts.	
Almonds, Tarragona	@ 15
Almonds, Ivica	@
Almonds, California	@ 12
soft shelled	@ 8
Brazil new	@ 8
Filberts	@ 10
Walnuts, Grenob e	@ 14
Walnuts, French	@
Walnuts, Calif No. 1	@ 12
Walnuts, soft shelled	@ 13
Calif	@ 13
Table Nuts, fancy	@ 10 1/2
Table Nuts, choice	@ 9
Pecans, Texas H. P.	8 @ 12
Chestnuts	@
Hickory Nuts per bu.	@
Mich	@
Cocoanuts, full sacks	@ 3 65
Butternuts per bu.	@
Black Walnuts per bu	@

Peanuts.	
Fancy, H. P., Game	@
Cocks	@
Fancy, H. P., Game	@ 7 1/2
Roasted	@ 5 1/2
Fancy, H. P., Associa-	@ 7 1/2
tion Roasted	@ 4 1/2
Choice, H. P., Extras	@ 4 1/2
Choice, H. P., Extras	@ 6 1/2
Roasted	@ 6 1/2

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

Oysters-In Cans.	
F. J. Dettenthaler's Brands.	
Fairhaven Counts	40 @
F. J. D Selects	35 @

Grains and Feedstuffs	
Wheat.	
Old	@ 66
New	@ 66

Flour in Sacks.	
Patents	4 20 @
Second Patent	3 70 @
Straight	3 50 @
Clear	3 30 @
Graham	3 50 @
Bu kwhent	4 50 @
Rye	3 60 @

Subject to usual cash dis-	
count.	
Flour in bbls., 25c per bbl. ad-	
ditional.	

Meal.	
Bolted	2 20 @
Granulated	2 45 @

Feed and Millstuffs.	
St. Car Feed, screened	19 00 @
St. Car Feed, unscreened	18 50 @
No. 1 Corn and Oats	18 00 @
No. 2 Special	17 50 @
Unbolted Corn Meal	17 50 @
Winter Wheat Bran	17 00 @
Winter Wheat Middlings	17 00 @
Screenings	14 00 @

Corn.	
Car lots	44 @
Less than car lots	47 @

Oats.	
Car lots	25 @
Less than car lots	28 @

Hay.	
No. 1 Timothy, ton lots	17 00 @
No. 1 Timothy ton lots new	15 00 @

Hides and Pelts.	
Perkins & Hess pay as fol-	
lows:	

Hides.	
Green	6 1/2 @ 7 1/2
Part cured	@ 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.	
Shearings	5 @ 20
Lambs	0 @ 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 fol-	
lows:	

Barreled Pork.	
Mess	10 50 @
Back	12 25 @
Clear back	12 50 @
Short cut	11 00 @
Pig	13 00 @
Beef	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	9 1/2 @
Hams, 20 lb average	9 1/2 @
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	4 1/2 @
Family, tierces	5 1/4 @
Grange	7 @
Kettle (our own)	7 1/2 @
Cottole e	6 1/2 @
Cotosnet	6 @
50 lb Tins, advance	1 1/4 @
20 lb Pails, advance	1 1/4 @
10 lb Pails, advance	1 1/4 @
5 lb Pails, advance	1 1/4 @
3 lb Pails, advance	1 @

Sausages.	
Bologna	5 @
Liver	7 1/2 @
Frankfort	7 1/2 @
Pork	6 @
Blood	6 @
Tongue	6 @
Head cheese	6 @

Beef.	
Extra Mess	7 00 @
Boneless	9 75 @

Pigs' Feet.	
Kits, 15 lbs	80 @
1/2 bbls, 40 lbs	1 65 @
1/2 bbls, 80 lbs	3 00 @

Shoes and Leather

READY-MADE SHOES.

What a Great Newspaper Has Learned About Them.

From the New York Sun.

Selling ready-made shoes is a very different thing now from what it used to be, when many thousands who now buy them had their footwear made to order. Sizes in ready-made shoes have been greatly multiplied. Not only do men's shoes run up to No. 13 in length, but they vary in width from AA, the narrowest, to EE, the widest. A salesman must know all about sizes and be able to make a pretty good guess at what a customer needs, and must as well know what makes of shoes run wide or long for their numbers.

Before all these niceties of shading were invented, the matter of fitting ready-made shoes to a customer's feet was a very simple one. Perhaps it would be more accurate to say that there was no such thing as a fit in ready-made shoes save for persons of normal and average feet. The long, slender foot was not provided for, and neither was the short, thick foot. The numbers of men's shoes most called for now are 7, 7½ and 8, with the widths A, B and C. In women's shoes the numbers in length most in demand are 3, 3½, 4, 4½ and 5, with the widths A and B. But the unusual sizes above and below these are provided in large numbers. There are many calls for 13 at the large concerns, where unusual sizes are provided. It is difficult in small concerns to get anything above 10½. The difference in price for size is little or nothing, save that what are called "misses' shoes," which run pretty high, and are for some reason sold cheaper than women's shoes of like size. Some women know this and profit by it.

Women have from time immemorial been abominably ill shod, and most of them are so still. The makers of ready-made shoes unhesitatingly cater to fashion, and it is difficult for us men to find a ready-made shoe with a low heel and a roomy toe. Nine women out of ten have wretchedly abused feet, and the condition of their walking shoes at the end of six weeks' use is such that their brothers or husbands would not for a moment think of wearing them. Working women stand or walk all day long on French heels, partly through vanity, partly because better shaped shoes have to be made to order at a comparatively high price. Children's shoes, save in rare instances, are still made in defiance of hygiene, and are responsible for half the pains of learning to walk. Doctors are recommending that infants be brought up barefoot. The price for infants' shoes made to order is prohibitive to the poor. Every sort of shoe that professes to be hygienic has a high price put upon it because of the name. Women have of recent years learned some wisdom in the matter of footwear from the fact that shoes for wear in athletic sports are made in sensible and comfortable shapes. These shoes, which have to be roomy to be durable, have brought about a light reaction against the vanity of wearing shoes too short and too narrow for the feet.

The man or woman of normal and average feet is always welcome in the ready-made shoe shops, because such persons can usually be fitted in less than ten minutes. It would hardly be possible to carry on business were there not comparatively few feet of abnormal size or shape, for a man or woman with such feet consumes from half an hour to an hour of a salesman's time, and often goes away without buying. There must be small profit in selling ready-made shoes to such people.

The man that wears say 11½ AA is a most unwelcome visitor at any shoe shop, though in all the large concerns salesmen manfully struggle to fit such customers. On very busy days the man

or woman of abnormal feet meets with an early intimation that there is no fit to be had. Such persons come to be known in the shops and to be dodged by the salesmen.

How to Judge a Retail Shoe Store.

Invariably a retail store can be judged by the window and show cards which it displays. The appearance of the card, its cleanliness and neatness, have a powerful influence upon the person who gazes into the window. A dirty or cheap card betokens shabby treatment, while a modest and honest-looking card impresses one, at least, of reliability of the merchant. A greater fabrication and slander was never cast upon the American people than when a celebrated charlatan declared that "The American people like to be humbugged." He who humbugs an American man or woman once never has the opportunity to repeat it. "He who fools me once, shame on him; he who fools me twice, shame for me." An American prefers to be robbed ten times than to be cheated once. He has a horror of being buncoed. He is ever on guard against those who would take advantage of his ignorance upon any special matter. This characteristic of eternal vigilance sometimes hardens him and causes him to be too suspicious. Consequently, he is ever on guard against being cheated in his purchases. The peculiar construction of an inscription on a show card may drive him to a competitor. The cases, window and the price-cards should be gotten up in a manner that becomes respectability and reliability.

A trick may win at first, but eventually it redounds to the loss of the trickster. A certain merchant thought he was brainy when he displayed a sign on which he had inscribed the following inscription: "William Williams' best shoes only \$3." That sign cost him many a patron who would otherwise have purchased a pair of the shoes. But the lettering was capable of a very wide inference. It might have been that William Williams' best shoes, though selling for only \$3, were worth intrinsically only 50 cents, as they may have been second-hand shoes. Don't put a lot of shoes in the window with a sign reading "This lot \$2." Some one might think it meant the whole lot. It was funny but very unbusinesslike for a retailer to put the following sign in his window:

What do you think?
What do you think?
A pair of shoes for nothing,
And a nice, sweet drink!

A pedestrian reading the sign entered the store ordered a pair of shoes and then asked for the drink, after drinking which he was about to depart without giving the merchant any remuneration for the shoes and drink, pointing at the same time to the sign in the window. The retailer grabbed him and took him to the sign which he read in any but the manner in which the pedestrian had read it:

What do you think?
What do you think?
A pair of shoes for nothing,
And a nice, sweet drink!

After considerable trouble the merchant extricated himself from the affair and never afterwards departed from using any but signs and cards that smacked of good business sense.

Explaining a Brand.

Shopper—Is the color in these stockings fast?

Salesman—Oh, my, yes! Genuine old maid's wedding.

"Old maid's wedding?"

"Yes'm. It never comes off."

Candee Rubbers



Dealers, Please Take Notice - - -

Prices advance 5 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.

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 Tonia St., Grand Rapids.

HEROLD - BERTSCH SHOE CO.

Manufacturers and Wholesale Dealers in

BOOTS, SHOES & RUBBERS

5 and 7 Pearl Street

GRAND RAPIDS, MICHIGAN

Sole 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.



Agents for the

BOSTON RUBBER SHOE CO.'S GOODS

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.



LINDEN NEEDLE TOE.

Always Examine Their Lines.

Many retailers regard traveling salesmen as bores and are more than reluctant to spend a half hour or an hour in examining the salesman's goods which they regard as nothing else than a waste of time. This should not be. Instead of it proving unfruitful and unpleasant the time may be profitably expended in every case. It is a privilege to have a salesman journey many miles to a retailer's store which the merchants of 50 years ago did not possess. In the olden time the retailer was compelled to do all the traveling himself. The muddy and dangerous roads infested with highwaymen, the expenses of the hotel and the fear of burglars and many other inconveniences had to be endured. Today a retailer may sit in his comfortable store from year to year without the trouble and expense of leaving his business and spending a day or week buying his stock at the wholesale establishment, as did Mr. Shoemaker 50 years ago. This privilege is greatly appreciated by the majority of retailers, but still there are a number who regard traveling salesmen as bores. A mighty howl would be heard in the land if the institution should ever be eradicated. Nothing is more important for a retailer than to be well acquainted with all the styles that are in the market, and so, if a salesman should insist upon your examining his line of samples, by all means do so. There are new things appearing in the market every day, and nothing is more important to a retailer than to know what they are. A traveling salesman should ever be made cordially welcome by the retailer, as he is largely essential to the success of the retailer's store, which should always contain the very latest styles in footwear.

Don't Make a Circus of Your Store.

It does not pay to be sensational, or to endeavor to make a circus of a store. Business is business, and he who cannot conduct his business on sound business plans should discard it for a vocation that is more congenial to his disposition and ideas. If a merchant can sell a good shoe at a low price, he need not fear about selling the article. The people, by the assistance of a right kind of advertisement, will find him. These wild and crack-brained ideas that a few retailers put into execution to draw trade are disgusting. They are positively objectionable to the majority of customers. It may be all right for merchants in Asia and Europe to use this method, but it is nauseous to the American people, excepting, of course, the little children. Give them an honest equivalent for their money, is what they demand. The circus part will be looked after by themselves. If they need amusement there are scores of resorts about that afford them legitimate entertainment. It is highly commendable to have an inviting and cheerful store, but it is the height of vulgarity and folly to make a burlesque of the thing. Any experienced buyer knows that he or she pays to see or hear the circus when they purchase a pair of shoes. A child can reason that out. To use these outlandish schemes to draw trade does not betoken solidity, as a well-established merchant never adopts such methods. Besides, statistics show that these burlesque establishments are nearly all short-lived.

Treat Your Employees Courteously.

A merchant makes a serious mistake who regards his employees as his inferiors and treats them so. A bigger blun-

der could hardly be made. It is not only decidedly foolish, but wicked; not only wicked, but dangerous. A store that is not conducted harmoniously is destined to failure. There should be no friction whatever between employer and employee. He should, though it be for policy's sake alone, treat his employees as his equals and his friends and impress upon them the fact that the more his business prospered, the higher should be their positions and the more liberal their salaries. Their interests are closely allied, and each should regard the other with respect. If an employer does not act in this manner, if he treats his employees miserably, he is, doubtless, in perpetual dread of a conspiracy among them to defraud him; his help does not take any especial interest in his affairs; they are inwardly tickled should an old patron sever his or her relations with the store, and are amused and delighted should misfortune befall their employer. A clever merchant never permits himself to fall into this pit. He treats his employees with respect and moves socially among them, without losing his authority over them.

How One Traveling Man Holds Trade.

I make it a point to collect all the bright ideas on retailing that I can. I find that they materially aid me in my business, and I could quote you instances where I actually brought a disgruntled customer to time, or successfully worked up a new one by being able to give him bright, practical ideas for his advertisements, the arrangement and display of goods, or for neat little trade bringing schemes that have proved winners elsewhere. I keep a scrap book in which I paste catchy advertisements or headlines of advertisements of hardware stores clipped from the local papers in towns in which I happen to be at the time. I also carry a note book devoted entirely to memoranda of ideas that I think would prove useful to my customers and which I jot down as they occur to me.

In this way I keep myself perpetually "loaded" and when a customer complains to me, as he frequently does, that he lacks the results he thinks he should obtain from his advertisement in the local paper, I am prepared to suggest some attractive catch line or point out some improvement in method that might be made. If he claims of dullness of trade, I can probably give him a tip on some legitimate little act of trade enterprise that will serve to make him talked of more than his rivals for the time being. Of course, these suggestions must all be made in a tactful manner and there are many merchants who do not need them or if they do would consider them an impertinence and an insinuation that I thought they were not capable of running their own business. I have many men on my list, however, who realize the fact that a man circulating among the trade in different towns and sections is bound to pick up a great many bright ideas that would not occur to them, and they look for my coming more eagerly than if it meant simply the opening of a sample trunk instead of an "idea box" as well.

Business in Old Shoes.

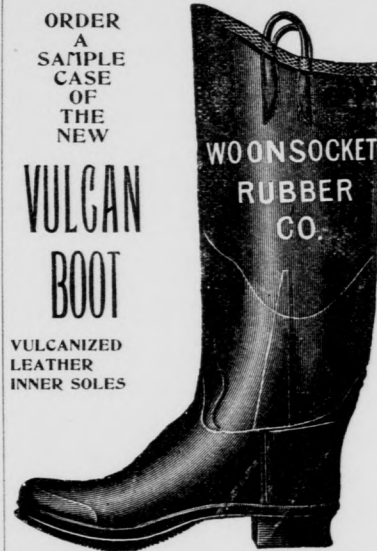
"Shall I put up your old ones for you?" asked the shoe dealer, as the customer stamped his heels into a pair of new shoes. "No," said the customer, "but what can you do with the old shoes?" "We have twenty or thirty calls a day for them," answered the dealer. Some are from needy men, who put the shoes on instantly. Other callers are men that go from shop to shop gathering old shoes which they sell to the second-hand dealers. A pair of shoes will fetch at least 10 cents, and I doubt not some of these beggars make a good thing out of the trade. I suppose nearly every store in the city is beset with such beggars."

ORDER
A
SAMPLE
CASE
OF
THE
NEW

VULCAN
BOOT

WOONSOCKET
RUBBER
CO.

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 lining

WIDE, MEDIUM, NARROW and PICCADILLY TOES

Excel in FIT, STYLE, QUALITY and FINISH

Goodyear = Glove = Rubbers

Are the Best.



Hirth, Krause & Co.

We Carry a Large Stock.

GRAND RAPIDS, MICH.

Pingree & Smith
Detroit

Wooden Shoes

Pembroke Wooden Shoe Co.

803 Mich. Trust Building, GRAND RAPIDS

The Bradstreet Mercantile Agency

THE BRADSTREET COMPANY
Proprietors.

EXECUTIVE OFFICES—
270, 281, 283 Broadway, N.Y.

Offices in the principal cities of the United States, Canada and the European continent, Australia, and in London, England.

CHARLES F. CLARK, Pres.

GRAND RAPIDS OFFICE—
Room 4, Widdicombs Bldg.

HENRY ROYCE, Supt.

Blank Books Tablets Stationery

EATON, LYON
& CO.

20 and 22 Monroe St.
Grand Rapids

Valuable
Books on
Patents and
Patent Law

Mailed FREE to
anybody interest-
ed. Address

L. V. MOULTON
Attorney,
Gd. Rapids, Mich.

PHONE 509-3 Rings...

For Boomer's Express
Moving and Storage.

56 OTTAWA STREET.

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, Aug. 17.—The grocery trade is not extremely animated this week. The weather has been "agin" active movements and the trend of trade has been toward the seashore. Still conservative operators are feeling pretty well satisfied and are doing a satisfactory trade.

The coffee trade has not been as active as it might be and there is a feeling that the top has been reached in quotations. Arrivals have been quite large and buyers are not showing great eagerness to purchase. There are afloat 530,578 bags of Brazil coffee, against 423,070 bags the same time last year. Mild grades are not selling with great freedom and, probably, some concessions are made rather than lose a sale.

The sugar market is dull and trading very light. Considerable disappointment is felt at the manner in which granulated is going off, and it is hard to account for the light demand. Some take it that stocks were purchased largely ahead earlier in the season and are only now being closed out. Dealers are expecting a better condition of affairs every day, but, as yet, there is no delay in filling all orders that come.

Rice is hardly as firm as last week and buyers are showing very little animation in making purchases. They buy only for everyday wants and are waiting for the next turn of the market. At the moment come reports of a big Gulf storm with its accompanying damage.

Molasses is in good condition and buyers who seek for first-class quality do not scruple to pay the rates demanded.

Syrups are selling well and dealers are expressing considerable satisfaction with the turn of the market. Refiners are not preparing large quantities.

Spices begin to show up better and several quite large transactions are reported with interior dealers.

Canned goods are quiet and everybody seems to be having a vacation. Peaches are cheap at present prices and yet demand is by no means active, selling for \$1.20 a 1.30 for No. 3 standard yellow as to brand. Not much doing in tomatoes, which are worth from 67½¢ to 70¢ for No. 3 standard. Five hundred cases of gallons of a well-known Baltimore packer are offered at \$1.65, regular terms at Baltimore for future delivery. Peas are in light demand and steady at 75¢ to 80¢ for standard Marrow-fats.

The demand for butter is not all that could be hoped for. There is quite an accumulation of creamery of best quality and 20c can be regarded as about the very top quotation. Under grades of creamery are extremely dull and, as accumulations thereof are not to be desired, quotations are made that will sell them, whether or no.

Receipts of cheese have been light and, although the demand has not been very active, the market is in pretty good shape. Small colored fancy is worth 8½¢.

Eggs, as a rule, show the effects of the hot weather and it is very difficult to find strictly honest goods which have come from any distance. For the best Western, 13½¢ is top.

Lemons have taken a jump and on Friday were a dollar a box higher than on the previous day. To a dealer selling 20,000 boxes this little raise means quite a little fortune made within 24 hours. Sometimes, however, the cat doesn't jump that way.

Beans are dull and weak. The market shows very little animation. Choice pea beans are worth \$2.05.

Dried fruits are extremely dull. It is thought that about 300 cars will comprise the dried apricots. Few have come to hand, as yet, and they have not been all that could be desired as to quality. Prunes are worth 4½¢ for the four sizes. Raisins are very quiet. New California dried peaches are quotable at 6c. Scarcely any demand exists.

Bastard baskets must go!

CURRENT COMMENT.

The situation in Cuba continues to become more favorable to final independence. The Spanish officers are greatly discouraged and are resigning or asking to be relieved, while the condition of the rank and file is becoming more deplorable on account of the ravages of disease in the terrible summer climate. The call for more men in Spain is received with the greatest reluctance, and mutiny and desertion are apprehended when they reach the island. As to the question of annexation, the Cubans say that is not what they want. They have already organized a government and consider themselves competent to take their place among the family of republics. It is a question whether it would not be better, on the whole, for both countries that she should do so in the event of her throwing off the Spanish yoke. There would, undoubtedly, be a close commercial union, which is all that would be of value to either country.

French servants seem to be endowed with great curiosity or immense patriotism. It is reported that Lord Dufferin, the English ambassador at Paris, has had to fire all his French servants because they were caught meddling with his official dispatches. One of them had a key made to fit the ambassador's dispatch box, and would stop on the stairs, or in some private place, to open it and read the dispatches. It is hinted that the servants were in the pay of the French Government.

There was no little excitement in a clothing store at Moberly, Mo., the other day, when a big cinnamon bear, that had been placed in the show window for advertising purposes, slipped his chain and started to investigate the establishment. He had it to himself for awhile, but finally an intrepid young man went in and chained him up again. The bear was perfectly tame, and belonged to a butcher of the town.

The story is told that a Michigan woman had a very fashionable silk waist made, which she sent to her sister in a little Western Kansas town. She received in reply a letter of thanks, in which the sister said that she found the sleeves much larger than her thin arms needed, and she had cut them over, getting enough out to make her five-year-old girl a dress. "You must have thought I had awful fat arms," the sister out West wrote.

Prof. Dewar says that carbonic acid has the peculiar property of possessing a boiling point lower than its melting point; in fact, it is a boiling solid. In illustration of this, at a recent lecture, he pressed some solid carbonic acid into a kind of snowball, tied a piece of string around it, and suspended it in water in a glass trough with parallel sides, so that he could protect an image of the block upon the screen. It was then seen to be giving off carbonic acid gas freely. In molding it with the fingers, he said, it feels no colder than snow, because in reality it never comes into contact with the skin. There is a layer between in the spheroidal condition. He also burned diamonds in liquid oxygen, an experiment never shown before. He dropped one or two red hot diamonds into liquid oxygen. The cold put them out, and they sank to the bottom. Then he made a diamond extra hot by means of a blowpipe; it caught

fire and burnt steadily on the surface of the liquid oxygen, which became opaque because of the carbonic acid given off. He also burned some graphite on liquid oxygen, and said that the combustion of this form of carbon is sometimes more difficult to start than that of the diamond.

A Washington expert, who has evidently drunk a good deal of beer, warns people against drinking seductive liquid in places where the kegs are furnished with brass spigots, but rather to find a place where the kegs are provided with modest wooden spigots. He says that there is nothing that will act on the acids in beer so quickly as brass. "The fact is, there ought to be a kindergarten in this town to teach barkeepers about handling beer. A keg ought never to get above 60 degrees from the time it is put in to age till it is used. A rise of 10 degrees will spoil it by starting the second fermentation. Then beer does not improve by aging as does ale and porter and such drinks. The right age is between four and eight months. Beer kept longer commences to go down hill."

Kate Donahy, of Winsted, Ct., will probably be a little cautious hereafter about what she stands on. The other day she went into the orchard to gather some apples and climbed on the head of a barrel, which stood conveniently under a tree. The barrel was old and the heat of the sun had softened the pitch which it contained, so when the head gave way under the young lady's weight she found herself up to her ankles in the pitch, and unable to get out. She slowly sank deeper and deeper into the sticky mass. When help reached her it took half an hour to get her out of the barrel, and three hours more to get the pitch off her so that she was able to walk.

The Japanese have but barely had breathing time in which to recover from the effects of their struggle with China, when they are threatened with another invasion. This time it is General Booth who has his eye upon Japan, and who has resolved upon planting the flag of the Salvation Army upon its shores. The general has made the preparations for taking the field and for commencing operations immediately.

Prof. A. S. Parish, proprietor of the Grand Rapids Business College, has returned from his summer vacation in New York State.

The Best Place to secure a Business, Shorthand and Typewriting education is at the old reliable

Grand = Rapids = Business = College,
GRAND RAPIDS, MICH.
For new catalogue, address
A. S. PARISH, 78 Pearl St.

We Have on Hand

For prompt shipment, Nos. XXXX, Extras, 1, 2 and 3 Axe Handles, Whiffletrees, Neekyokes and Pick Axe Handles. We will make special prices until Sept. 1.

J. M. HAYDEN & CO.,
Phone 540 Grand Rapids, Mich.

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 Bld'g.

WANTS COLUMN.

Advertisements will be inserted under this head for two cents a word the first insertion and one cent a word for each subsequent insertion. No advertisements taken for less than 25 cents. Advance payment.

BUSINESS CHANCES.

FOR SALE—DRUG STOCK AND FIXTURES in thrifty Indiana town. No pharmacy law. Address C. M. W., 255 Central avenue, Grand Rapids, Mich. 823

FOR SALE—STOCK OF GENERAL MER-chandise in a live growing town of 3,000 population. Will inventory \$5,000 and is in fine condition. Best building and location in town. Will sell for ninety cents on the dollar cash. Address No. 824, care Michigan Tradesman. 824

WANTED—LOCATION FOR A HAY AND feed store. New towns preferred. Address "Feed," care Michigan Tradesman. 825

WANTED—A COMPLETE OUTFIT OF machinery for band sawmill and planing mill plant to supply the place of one recently destroyed by fire. Second-hand will do good and cheap. Address Fearon Lumber & Veneer Co., Ironton, Ohio. 826

FOR SALE—STOCK OF BOOTS, SHOES AND dry goods, cheap for cash. Invoices about \$1,800. Address No. 827, care Michigan Tradesman. 827

FOR SALE—HARDWARE STOCK IN Detroit, good trade now. Would take Detroit property in exchange. Address No. 828, care Michigan Tradesman. 828

A GOOD TWO AND ONE-HALF STORY brick house and good lot in the city of Grand Rapids to exchange for merchandise, dry goods preferred. Enquire of the Boston Stores, St. Louis, Mich. 829

FOR RENT—THE WALDRON BLOCK, opposite Union depot. Best location in city for wholesale or commission business. See Scribner Bros. or F. D. Waldron. 830

FOR SALE—OR WILL TRADE FOR PROPER-ty 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, 305 Central avenue, Grand Rapids. 831

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. 837

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 near by. 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—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, ags, 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, 84-86 South Division street, Grand Rapids. 673

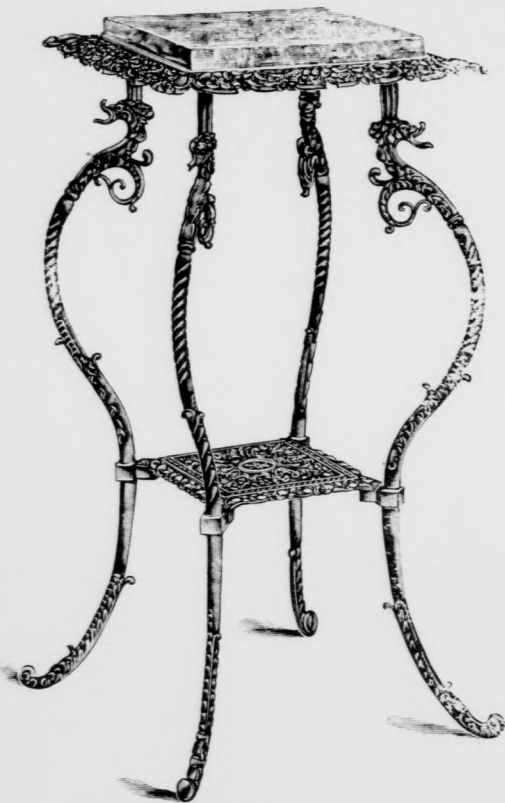
WANTED—EVERY DRUGGIST JUST commencing business, and every one already started, to use our system of poison labels. What has cost you \$15 you can now get for \$4. Fourteen labels do the work of 113. Tr. desman Company, Grand Rapids.

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

G. W. Ames

106 Phenix Block
BAY CITY, MICHIGAN

ONYX TABLES.....



No. 729 Onyx Table, Gilt, Net. Each \$4.75.

We Have
Them.

ooooo

All Styles.

ooooo

Prices

4.00
4.75
5.00
6.00
7.00
9.00
10.00
and up.

Banquet Lamps

Immense variety now in stock.

From \$ 1.00
to \$ 20.00

WELL-KNOWN

Gilt Cupid
Banquet Lamp
\$1.75

6 in. Onyx Stem
Cast Head
\$3.25

Write for Illustrations.

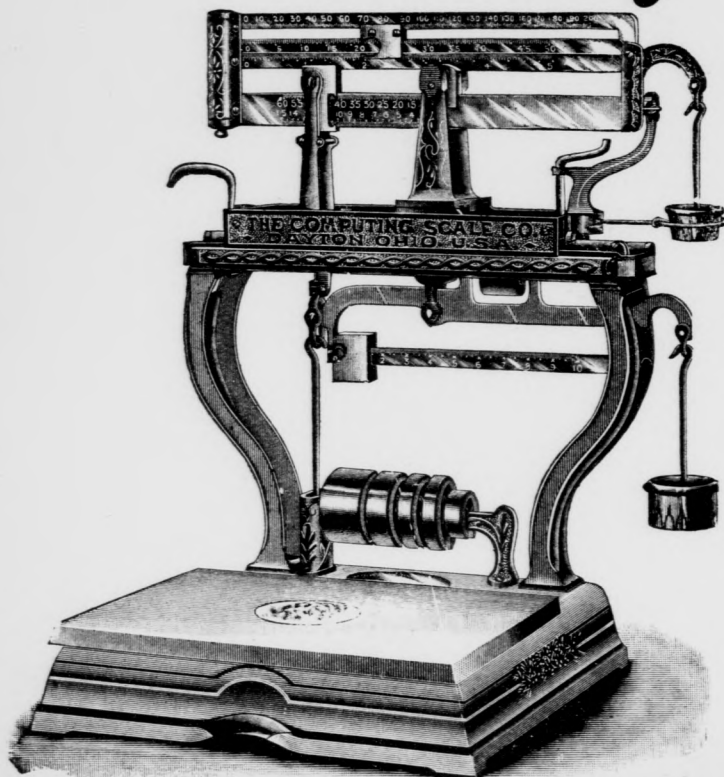
H. Leonard
& Sons

Grand Rapids
Mich.



No. 3529—6 in. Genuine Onyx Center and Cast Brass Head—No. 2 Royal Center Draft Burner. Lamp and Burner only \$3.75. Complete with Elegant 16 in. Silk Shade, 6 in. Flounce \$5.00.

The Money=Saving Scale



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.

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

THE COMPUTING SCALE CO., Dayton, Ohio.