

MICHIGAN TRADESMAN

Volume XIII.

GRAND RAPIDS, WEDNESDAY, JUNE 10, 1896.

Number 664

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 customer, and is prepared to extend any favors consistent with sound banking.

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

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PREFERRED BANKERS LIFE ASSURANCE COMPANY

.....of MICHIGAN

Incorporated by 100 Michigan Bankers. Pays all death claims promptly and in full. This Company sold Two and One-half Millions of Insurance in Michigan in 1895, and is being admitted into seven of the Northwestern States at this time. The most desirable plan before the people. Sound and Cheap.

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Acts as Executor, Administrator, Guardian, Trustee.

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THE
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Prompt, Conservative, Safe.
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Complete, Correct and Prompt Reports. All kinds of claims collected.

COMMERCIAL CREDIT CO., Limited,

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Every Dollar

Invested in Tradesman Company's COUPON BOOKS will yield handsome returns in saving book-keeping, besides the assurance that no charge is forgotten. Write

TRADESMAN COMPANY, Grand Rapids

Do You Use STENCILS

Detroit Rubber Stamp Co.,

99 Griswold St.,

Detroit.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

KNOW YOUR CUSTOMERS

And Find Out All You Can of Others. From the Dry Goods Economist.

A merchant should have a good memory for names and faces. This is something that it would well repay any merchant to cultivate. It is almost indispensable to success in nearly all towns where the transient trade is small.

A regular customer who makes the discovery that her name and face are not familiar would feel that either her trade was not sufficiently appreciated or that the merchant took but little interest in his customers, and it would be only human nature for her ardor and interest in that store to receive a decided check.

It is the best paying customers who are often the least known. The customer who has bought hundreds of dollars' worth of goods in the store and paid cash for them may be known by sight among the clerks at the counters she has most frequently visited. The proprietor may also have noticed that she is one of his regular customers, but that is all he knows about her.

Is it all he cares? Would it not pay to get better acquainted? Find out who she is and where she lives from the clerk the next time she has a parcel sent to her home. Then, instead of the formal bow the next time she enters the store, you will be able to address her by name and show that you appreciate her trade by many little attentions and inquiries which are in the power and province of every merchant to make.

"The customers thou hast, and their cash purchases tried, bind to thy store with hoops of steel, but waste not all thy honeyed smiles on dead-beats with long past due accounts upon thy books."

It is usually the one who owes most who is best known. It is a positive misfortune for a merchant not to be able to remember his customers.

Clerks cannot commence too early to cultivate this faculty. It means many extra sales and big books to the clerk who is best acquainted with his trade. It means more than that for the young man who eventually starts in business for himself in the town in which he clerked for any length of time. For that man it means a good business connection all ready to start in with, which will save him years of hard toil and much anxiety.

There are many instances on record in which a salesman's business connections have been his capital and have been the means of his promotion from clerk to a member of the firm, his knowledge of and acquaintance with the trade being considered of sufficient importance to secure for him an interest and a partnership in the business.

The next most important thing after knowing your customers and who they are is to know who are not, especially if your business is in a small town whose transient trade is small.

You should know those who do their trading away from home—the mail order customers of the big city retailer. They are easily to be known in small towns. They usually belong to one of two classes—those who trade with large city stores for reasons of economy, supposing that city buying and city competition force down prices, or those who always imagine that home talent is too crude for their cultivated tastes and that, therefore, their trading must be done elsewhere, and the farther away the better.

The country merchant usually gives up all hope of adding these people to his list of customers. Their inclinations and prejudices, together with the "hot shot" thrown from the batteries of

the city store mail order department, well-nigh crush hope and paralyze effort.

The merchant who sets out to capture this trade has often a hard task before him; but these people are well worth trying for. They usually exert quite a strong influence among their set—the one as a domestic economist and close buyer, the other (and stronger) as a leader of local fashions.

Their influence in diverting trade is often stronger than the merchant's efforts to gain and retain it, therefore their alliance, good will and custom would be worth months of hard and persistent effort to gain and, when once gained, would be of far more value than their own personal trade.

To win this trade requires tact as well as effort. Use the same weapons which are most effective in drawing their trade away. Send out circulars and samples. Call particular attention to your ability to buy advantageously in the best markets and, on account of your smaller expenses, to sell closer than the large stores. Make your prices talk loudly and prove convincingly your assertions. If dress goods form the subject of your theme, talk of exclusive styles and be sure that the goods offered are strictly up to date and as good in style and quality as can be procured elsewhere.

But don't beg or whine. Don't cringe. Don't supplicate. Be businesslike. Be honest. Be respectfully independent—you will meet with greater respect and consideration. Invite the person addressed to visit your store and compare prices and styles before going to the trouble and uncertainty of trading by mail. A few vigorous appeals of this kind will surely produce some good, maybe a visit from one or more of the people whose trade you are anxious to gain. You will then have started the wedge which is spoil their business relations with foreign stores. Now drive it home; but you won't do it if you allow your anxiety to get the better of your judgment.

The Experience of Every Traveler.

It was a very small Western town, and the only train out of it that night left at 2 o'clock. The traveling man had impressed upon the night porter of the hotel the importance of calling him in time for this train. Promptly at 1:30 a prodigious knock roused the sleeper. "Say! be yez the man what wants the 2 o'clock thrain?"

"Yes," was the sleepy reply from within.

"Well, yez can shlope an hour longer, fer she's so much late."

The heavy feet shuffled off down the hall, and silence ensued. Another hour had passed, when Pat again knocked.

"Say! be yez the felly what said he wanted to ketch the 2 o'clock thrain?"

"Yes!" and there was the sound of a man hastily springing from his bed.

"Well," drawled Pat, "yez can go back to bed again, for she's another hour late."

A forcible remark or two proceeded from the traveling man's room, and were audible to his awakened neighbors, as was the departure of Pat; but soon all was quiet again, and the few occupants of the hotel were left for some time to undisturbed repose. Just as the first faint streaks of dawn were tingeing the sky, Pat once more made his presence known, and, in tones giving unmistakable evidence of recent and heavy slumber, remarked: "Say! if yez was the felly what wanted to ketch the 2 o'clock thrain, yez can shlope till morning, fer, bedad! the blame thing's gone!"

How a Grocer Established a Remnant or Bargain Day.

August K. M. rter in Grocery World

So many grocers have given their experiences in money-making that I feel as if I ought to do the same thing. A long time ago I started to study the methods of the large dry goods houses. I tried to find out the reason for their phenomenal success, and to see if I could adopt any of their methods. I made several experiments before I struck anything really valuable, but I finally came across something which has proven one of the greatest trade-bringers I ever tried. In fact it has been my greatest.

At a certain season, several years ago, I noticed that all the large department stores were advertising remnants in various goods. One day, when one large store had particularly advertised these, I happened to be in Philadelphia, and out of curiosity dropped into the store and went to the counter where the remnant sale was in progress. Well, I never saw such a jam in my life. There must have been hundreds of women crowding over each other to get some of those remnants.

As I went home on the train that day I put my wits to work to see whether I could not discover some method of using the remnant idea in my own business. Finally I evolved a way, and after various modifications I put the plan into operation. It has been successful to a degree I never expected.

Every Friday I hold a bargain or "remnant day," similar in all respects to those held by the large dry goods stores. The idea of the thing, as I tell it to the public, is this: When a certain lot of goods is nearly sold out, there are always a few which sometime seem to hang fire. Every merchant is willing to sell these at a lower price in order to clear the whole lot out clean. Hence my weekly "remnant day." This looks as if I had different lots of goods getting low every week regularly, which, of course, is not the case. I fix up little remnants when I have no regular ones, and the effect is just as good. The public is, of course, just as well served, as I make the price low on everything.

To show what I sold last week on "remnant day," I will quote a few from the list I advertised on Thursday in my local paper: 13 1/4 lb. cans of baking powder, sold at just two-thirds of the regular price; 24 pounds evaporated apricots, sold at half the price; 8 pint bottles green olives, priced at half the former price. I think I need not quote further, as by these my fellow-readers may see how I operate. I usually try to have about twelve different lines of goods and each one is a genuine bargain. Occasionally I put in a line or two which have not been moving well, and thus get a good chance of introducing it. The main idea of these sales is, of course, to get the people to the store. I could get rid of the goods anyhow, as they are nearly always regular stock.

The result of this remnant day has been to fill my store with ladies every Friday. It must not be supposed that these ladies come only to buy the remnants. Often they will purchase the whole week's order, and usually all of them will buy something else. I have tried a great many schemes in my life, but I have never had a thing which could compare with this.

Justifiable Inference.

"Great luck, that find of Stimpson's!"

"I haven't heard."

"Found a \$20 bill in his last summer's coat."

"Good heavens! I didn't know he was a widower!"

Bicycles

Everybody on Wheels.

The wildest speculations as to the extent of the bicycle movement are coming to be realized. Notwithstanding the fact that in every large city and in most of the smaller towns factories are springing up on every hand, limited, apparently, only by the ability to obtain suitable machinery, the demand continues, with no appearance of being satisfied—everything offered is quickly taken.

Presuming that there would be a limit to the demand, that the tremendous rush to manufacture would soon make its influence felt in increasing difficulty of placing output, some of the leading manufacturers made contracts to furnish an indefinite quantity to supply some scheme for effecting sales, with the result that they found the outcome more than they bargained for. These omnibus contracts have developed so far beyond expectations that, with the definite sales and on perhaps more profitable orders, they have found themselves hopelessly oversold. One of the leading concerns in the country found itself in this predicament and considered itself obliged to violate its contract at the risk of a lawsuit if it could not otherwise effect a release.

Everybody is buying. As the season advances there seems to be no diminution in the demand. In frequent instances whole families, none of whose members had ever ridden before this season, are provided with wheels for each member, old and young. And the demand is from all classes, rich and poor. Recognizing its sanitary value as a means of exercise as well as of recreation, the wealthy are buying in great numbers; not all, of course—there are a few who affect a dignity which will not condescend to anything less than a blooded turn-out. But this minority is too small to have a great influence.

Among those of more moderate means those who do not ride are fast becoming the exception. It is invading all ranks and classes—not only doctors, lawyers and teachers, but ministers, of both Protestant and Catholic churches. Its value as a means of mental rest and recreation is so great that professional and ministerial dignity is rapidly surrendering to its seductions. The influence of the wheel on the production of brains is becoming a factor in the mental development of the race of no small significance.

Then, as to the rest of the world, they are all buying. The business man finds its value along the same lines as the professional. It not only furnishes the exhilarating physical rejuvenation, so necessary to the sedentary delver in trade, but it clears the intellect and thus contributes to the success of many business undertakings.

Mechanics and artisans find it the ideal means of progression. It is not only the most economical mode of transit to and from their labor, but it is the most restful apparatus that could be devised for restoring physical tone after working in cramped and uncomfortable positions. These are all buying them. Indeed, the scale of material wealth and resources goes pretty far down before it gets beyond the purchase of wheels. Every secondhand mount turned into the stores in exchange for later styles finds a ready sale. Many an individual so poor that he never hoped to be the owner of a piece of

property of such value is made a better man and citizen by buying and paying for a wheel.

I have not omitted the ladies in this enumeration, or placed them at the last on account of the lack of importance of the movement in their case, by any means. They are all buying. Many of them are included in the classes described; but the rest are all buying. To many a dainty young lady the wheel has brought the inducement to do something useful in the way of earning money. The result is a double benefit.

The limit of sales, who can predict? The couple of millions or so that have been distributed among the seventy or eighty millions of population of the country do not go very far towards supplying such a demand as I have described, and which is patent to everyone. The increase must involve many millions more before the demand diminishes.

NATE.

News and Gossip of Interest to Dealer and Rider.

An agreeable feature about tandem riding is that the person in front need have no previous experience at riding. It is usually difficult to persuade a girl who has never before been on a bicycle that it is perfectly safe for her to get on a tandem, and allow the man behind to do all the balancing. Yet such is the case. If she will only help a little with the pedalling, he will do the rest. Probably a person who has had some experience with this form of the sport would more readily learn to ride a single wheel. At any rate, the tandem trips will tend to give a confidence in one's self, the lack of which is a chief difficulty in learning to ride.

* * *

What do the ethics of the cycling fraternity demand when a rider on a road some distance from town sees two women riders by the roadside endeavoring to pump up a tire or make repairs? The question was brought in practical shape to the mind of a man who had that experience on Memorial Day. He had ridden between fifty and sixty miles, and had nearly twenty more to do to reach home. The afternoon was drawing to its close and the gathering clouds indicated that there might be rain before he reached the shelter whither he was bound. By the side of the way two women were busily working on the bicycles that had been laid down in the grass. Should he stop and spend perhaps half an hour in getting them into shape again, or should he ride past without even an offer of assistance?

* * *

Many riders think that the appearance of a wheel is improved by not having a tool bag on it, and so make a practice of going out with their machines "stripped," as far as possible, trusting to luck to help them out in case they have need of a wrench, a pump or a repair kit. That may do well enough when riding in or near the city, where others riders are likely to be met with or repair shops found without a long journey. Apparently, they never stop to reflect that it is imposing on the good nature of another rider when they deliberately hail him and ask him to dismount and allow them to use his wrench for a moment. The rider who would not comply would be set down as a mean, surly fellow, and perhaps not one in a thousand would refuse. At the same time, it is a piece of assurance bordering on impudence for one rider to make such a request of another. The

First in Beauty
First in Durability
First in the Eyes of Experts

Pretty as a Picture
Strong as a Locomotive
Swift as the Winds



The "GARLAND" Wheel

Progressive agents who recognize the public demand for up-to-date wheels are invited to communicate with us without delay with a view to securing unoccupied territory.

C. B. METZGER,

SUCCESSOR TO

PENINSULAR MACHINE COMPANY,

GRAND RAPIDS, MICH.

HELICAL TUBE PERMIERS!

SELLS EASILY FOR **\$100**

We are way behind on our orders for these beautiful wheels. "A vital point you can't resist—Helical Tubing—see that twist." We also have the famous

"Monarch," "America," "March," "Outing," "Envoy" and Others.

Our Line of Wheels at \$50.00 and \$60.00 are Great Sellers.

ADAMS & HART,

Wholesale and Retail Bicycles,
NO. 12 WEST BRIDGE STREET.

Warren's Liquid ASPHALT ROOF COATING

Contains over 90 per cent. pure Trinidad Asphalt when dry. You can get full information in regard to this material by writing

WARREN CHEMICAL AND MANUFACTURING CO.,

81 Fulton street, NEW YORK.

1120 Chamber of Commerce, DETROIT.



Dodds' Utility Cycle Seat

Mfg'd by Alexander Dodds, Grand Rapids.

Trade supplied by Adams & Hart, Perkins & Richmond, Brown & Sehler, Frank Nichols, Studley & Jarvis, and all the best dealers.

Engravings

BUILDINGS PORTRAITS
FURNITURE MACHINERY
PATENTED ARTICLES
STATIONERY

ANYTHING FOR ANY PURPOSE

TRADESMAN COMPANY,

GRAND RAPIDS, MICH.

wise thing is for all riders, both men and women, to go out on the wheel fully equipped for any emergencies that are likely to arise.

* * *

"I had a curious experience the other day," remarked a wheelman who makes a practice of riding every day when the weather will permit. "For the first time in three years I undertook to do a little driving with a friend, and he wished me to handle the reins. I have done a good deal of driving in my life, and would have no hesitation in driving any horse that I ever saw, but I must confess that I am a little out of practice and feel more at home on a bicycle saddle than on a carriage seat. I had no difficulty whatever and everything went swimmingly, even though the horse was a little scary at some unusual objects in the road. The curious thing was that when we approached a crosswalk, where people were going from one side of the street to the other, I had a strong impulse to ring my bell, and could even feel the muscles of my left hand grasping the handlebar and the thumb pressing the spring. This was especially noticeable at the beginning of the drive, but even after a dozen or fifteen miles the automatic impulse would be felt again. Another thing that I could not help noticing was the different feeling the bicyclist has in a carriage when he comes up behind another vehicle and looks ahead to see about passing it. It requires a second thought to tell him that an opening abundantly wide for a bicycle will not do for a four-wheeled vehicle. After three hours in the buggy, with the horse pulling pretty hard at times, I came to the conclusion that driving was more tiring work than wheeling."

Apparently an Ideal Place, But—There Are Others.

A letter from Pat Crowe to Senator A. W. Brewster says:

I would like to make a little trip to St. Joseph, but at present it is absolutely impossible for me to get away from my business. Times are good here and everybody lives economically. In this place the labor question seems to have reached a happy solution. In all of my acquaintance here I know of no one seeking employment. Everybody, except those physically incapacitated, has plenty of work. And as an evidence of the urgent demand existing for good workmen, I may say that those who are sick have absolute assurance of a job as soon as they become able to work. I am under contract to remain here several months yet.

He might have added that those who join the colony with which he is identified are given free transportation. After all, so far as physical comforts are concerned, there are worse places than a state's prison.

It takes real ability and nerve to throw away things that on the whole it is better not to keep. But it takes no less to keep and take care of what is worth keeping. But on the whole it is better to throw away old truck than to stow it hit or miss. Those who are always saving such stuff generally have mussy and littered houses and premises. Those who never save it are not apt to be thrifty. How many can hit the golden mean? A pretty good rule is to have just one place for a certain class of things. Old wire, for example, is worth keeping quite often if you have just one place for it. If you do not care enough for a doubtful thing to take it to its place, then throw it away.

Every schoolboy will testify that nothing beats a bent pin to produce an early spring.

The Customer Reflected.

In one of the big stores the other afternoon a stoop-shouldered man with a faded brown beard was clawing over the hats and trying them on, one after another, without appearing to find any to fit him.

"What size are you looking for?" asked one of the salesmen.

"What size?" he said. "Somethin' I kin wear, I reckon."

"Of course, but what's your number?"

"You don't number a man when he comes in here to buy a hat do you?"

"Certainly not. I mean what's the number of the —"

"Don't you s'pose I'll know when I come to a hat that fits me? I ain't no spring chicken, young man. I've bought hats 'fore this. You go on waitin' on customers. I'll find what I'm lookin' fur after a while. I've got plenty of time."

"So have I. Time is nothing to me. I can stand here all day and watch you trying on hats, but it isn't necessary. If you can tell me what size of hat you wear I can give you half a dozen of that size to try on. It will save you some trouble, and won't be quite so hard on the assortment."

The customer reflected. "Well, that's reasonable," he said. "Young man, I might as well tell you the truth. I've clean forgot the size hat I wear. I never can remember it. I know I wear a No. 9 shoe, though. A No. 9 hat would be about the right thing, wouldn't it?"

Woman's Craze for a Bargain.

"I think I prefer this," said she, indicating a roll of cloth on the counter. "You say it has been marked down from 12 to 10 cents a yard?"

"Yes, ma'am," replied the clerk. "It's really what I want," she continued, "but this," and she indicated another roll, "has been marked down from 12½ to 10 cents a yard, as I understand you?"

"Yes, ma'am."

"Then I should think the other ought to be down to 9½ cents."

"That would be cheaper than we can afford to sell it, ma'am."

"But you have taken 2½ cents off the price of the other, and only 2 cents off this," she protested, taking up the first roll again. "That makes the other the better bargain."

"As a pure matter of cents, perhaps—"

"I'll give you 9¾ cents for it."

"We cannot sell it at less than 10 cents, ma'am."

"I'd rather have it than the other, but—"

"It's very cheap at 10 cents a yard, ma'am."

"I suppose it is, but it isn't as good a bargain as the other."

"I can't make it any less."

"Then I suppose I'll have to take the 12½ cent goods, but it seems a shame when I would rather have the other. You may give me ten yards."

The Age of Merchandising.

From the Dry Goods Bulletin.

We are living in an age of merchandising. The successful merchant gets just as much discipline as the lawyer or doctor. His gray matter is of just as high order as his brothers' in other professions.

Prices Reduced—Quality Maintained.

John Phillips & Co., of Detroit, offer oak show cases, highly polished, seventeen inches high, of double thick French sheet glass throughout, bottoms covered with cotton plush, at \$1.75 per foot—the best show case made for the money. 664

Satisfied customers are good advertisers. Such are the customers who use Robinson Cider Vinegar, manufactured at Bensor Harbor, Mich. You can buy Robinson's Cider Vinegar from the I. M. Clark Grocery Co., Grand Rapids.

Will you allow us to give you

A POINTER

The S. C. W. is the only nickel cigar. Sold by all jobbers traveling from Grand Rapids. 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 nickel.



"Let up, Maria!"

I'll have that roof mended right away!"
"All right, John, I will. But if you get anyone but

H. M. REYNOLDS & SON

to do the work I'll beat a little sense into you, if I have to use an axe!"

The above is a severe object lesson, but it goes to show that we KNOW HOW to repair any kind of roof, and we do the work thoroughly, so it doesn't have to be done over again. There's a whole lot of economy in doing a thing right the first time.

H. M. REYNOLDS & SON

GRAND RAPIDS, MICH.

Established, 1868.

Detroit Office, foot of 3d St.

Misrepresentations, Emphatically



dishonest, when they are made to deceive the retailer as to the true state of the market. The latest and most reliable advices from Japan indicate an average decline from last year's prices of 1 cent per pound.

Firms who are trying to square themselves with their customers are out with cock and bull stories about the great decline in Japan this year.

We have published facts which any reliable firm in this State will cheerfully corroborate. High-prices teas are almost unsalable. Many firms are willing to shade prices 5 to 6 cents to unload their high-grade teas.

The demand at the present time is for best values to retail at 25 and 35 cents per pound. The former can be purchased at 14 to 17 cents, and the latter at 20 to 23 cents.

The quality of the last-priced teas is fully equal to those retailed a year ago at 50 and 60 cents. Pinching times have downed the sale of high-priced goods in many lines, but more especially is this the case with teas. When you want honest goods at honest prices, send your orders to the oldest importing firm in Michigan and the only cash importing firm in the State to-day.

THE JAMES STEWART COMPANY

(LIMITED)

SAGINAW, MICH.

Around the State

Movements of Merchants.

Sears—The Sears Mercantile Co. has removed its general stock to Ewart.

Detroit—The Rose Tailoring Co. succeeds the Golden Eagle Clothing Co.

Muskegon—G. R. Karling, boot and shoe dealer, has removed to Joliet, Ill.

Lansing—Owen Jones has purchased the meat business of John H. Banghart.

Burnside—John G. Bruce & Son, general dealers, are succeeded by the former.

Ewart—Harlo D. Johnson, dealer in groceries and provisions, has removed to Sears.

Ceresco—W. Hutchinson has embarked in the agricultural implement business.

Ishpeming—Kangas & Lukkarila succeed E. (Mrs. N.) Majhannu in general trade.

Escanaba—G. F. Peterson succeeds Peterson & Anderson in the boot and shoe business.

Big Rapids—Arnold & Hangastorfer, meat dealers, have dissolved, John Arnold succeeding.

Mason—Reamer & Collier succeed Arthur I. Reamer in the grocery, flour and feed business.

Battle Creek—John G. Peterson succeeds Peterson & Walton in the tinware and plumbing business.

Jackson—Carrie A. Moore has purchased the ladies' furnishing goods stock of Squire J. Moore.

Escanaba—Anderson & Gunnarston, of Manistique, have opened a branch furniture store at this place.

Bancroft—Shelley & Parsons, hardware dealers, have dissolved, Chas. L. Parsons continuing the business.

Kalamazoo—L. B. Silverman & Co., dealers in men's furnishing goods and shoes, have dissolved. A. Brand continues the business.

Cedar Springs—John M. Riddle has purchased the grocery stock of A. L. (Mrs. Geo.) Ferguson and will continue the business at the same location. Mr. Riddle hails from Greenville.

Saginaw—Jacob Seligman has presented Manager John P. Hemmeter, of the Hemmeter Cigar Co., a fine life-sized oil portrait of himself, handsomely framed. It will occupy a conspicuous place in the company's office.

Cadillac—The Cadillac Grocery Co. has leased the J. W. Cummer warehouse and will put in a cold storage department, 32x40 feet in dimensions. The corporation will handle farm products in carlots, shipping mostly to Cleveland, where the stock of the new company is held. Joseph S. Davis will be resident manager of the company's business.

Kalamazoo—John Hadley, a furniture dealer on North Burdick street, acting as agent of the Gately-Donovan Manufacturing Co., of Saginaw, was arrested Monday on a warrant sworn out by the latter, charging him with embezzlement. The company charges that Mr. Hadley owes them a large sum of money on goods sold and that he refuses to settle. He pleaded not guilty before Judge Peck and the court ordered him to furnish \$200 bail. The case will be heard June 15. In stating his side of the case Mr. Hadley declares that the company owes him a much larger sum for commissions.

Saginaw (Courier-Herald)—The firm of Wm. Barie & Son learned recently that the firm of Zeigler, Strong & Rolfe, of New Lothrop, had given a chattel

mortgage on its general stock to H. S. Robinson & Co., of Detroit, for \$1,500. As Wm. Barie & Son held a note of the New Lothrop firm for \$250, and were its creditors for \$50 more, they sent their book-keeper, A. Fixel, to New Lothrop to look into the matter. Mr. Fixel, to his astonishment, found apparent evidences of forgery, and, after consultation with the prosecuting attorney, the firm offered to secure Barie & Son for their indebtedness, which offer was accepted. In an interview with the senior Barie, that gentleman said: "Mr. Fixel told me that Mr. Zeigler had asked his partner, John Rolfe's son John, two months ago, to endorse the firm's note for \$250, the note having heretofore been endorsed by John Rolfe, Sr. The boy, who is only 20 years old, said there was no use in his signing it, as he was not worth anything. Mr. Zeigler told him to go ahead and sign, it would do no harm. The boy is said to have signed and the notes were issued without the father's signature. It is a mixed affair and I don't know how it will come out. There is a report that the boy's father is dead and that the money brought into the firm was \$4,000 belonging to Mr. Rolfe. The notes were always payable at the American Commercial and Savings Bank, and the one in question had been discounted by us there and will mature in a week. The notes were brought to me by Mr. Zeigler, and I have had no reason hitherto to consider any member of the firm dishonest."

Manufacturing Matters.

Croswell—The Croswell Milling Association, Limited, is succeeded by the Croswell Milling Co.

Muskegon—The Muskegon Boiler Works Co., manufacturer of boilers, has dissolved, the Muskegon Boiler Works succeeding.

Muskegon—C. D. Chadwick is booming the Universal fire escape, patented by C. F. Fitzgerald, of Edmore, with a view to having it manufactured here.

Manistee—The Michigan Trust Co. has sold the cut of hemlock at the Peters' mill for the season and has also closed out about a million feet of dry pine piece stuff held over from last season.

Kalamazoo—The Kalamazoo Celery Box Co. has been incorporated by W. H. Johnson, J. D. McPherson and John Adams for the purpose of embarking in the manufacture of boxes. Mr. McPherson will act as manager of the business.

Oscoda—Henry Yockey is building a new sawmill at Van Etan Lake, near this place. The building is two stories in height, each 40x75 feet in dimensions. The lower floor will contain a shingle mill, while the upper floor will be devoted to a circular mill, which will be utilized almost wholly to cut cedar ties. It is expected that everything will be in readiness to begin operations by July 1.

Tecumseh—The Stimpson Computing Scale Co. has recently been reorganized under the State laws of Indiana, with a capital stock of \$100,000, and after June 15 the factory will be located at Elkhart, Ind. The officers of the company are as follows: H. E. Bucklin, President; Isaac Grimes, Vice-President; Mell Barnes, Secretary and Treasurer, and Edwin Finn, General Manager.

Grayling—Salling, Hanson & Co. own 89,000,000 feet of white pine timber in Crawford, Montmorency and Otsego counties and 124,000,000 feet of

hardwood timber in Crawford and Otsego counties. This is sufficient to keep the mills here running at their present capacity on pine for five years and on hardwood for five years longer. Sometime in the future it is probable that a mill will be erected in Otsego county to cut the timber owned by the firm in that county.

Concerning Cold Process Soap.

The sale of cold process soaps was, until recently, confined to the Eastern States, but they are now rapidly pushing their way to the front in the West.

I will endeavor to explain the process of manufacture and merits of same. The term "cold" or "little pan" process means this: The ingredients are not boiled for days at a time, as in a boiled soap, but are, instead, heated to a certain temperature and then mixed in a frame and left to stand for forty-eight hours. During this interval, the temperature of the paste in the frame rises spontaneously to a much higher degree, producing complete saponification. The soap is then slabbled, cut in bars, piled to dry and then wrapped and put in boxes, usually of 100 bars each.

The hardness of the soap depends on the description of fats, oils and lyes used. In manufacturing a first-class cold soap nothing but rendered fats and good oils can be used. By this process also a larger per cent. of glycerine is retained; and glycerine is a very important factor in the dirt-loosening qualities of a soap. Such an advantage has this way of making soap over the old that a garment can be washed with little or no rubbing. It is with cold process soap as with many other articles on the market that have unequalled merit—the consumer will not use them as they should be used and the dealer cannot spare the time to explain how to use them, no matter at what price he may buy them. So it remains for the manufacturer of this class of goods to employ a good advertising medium. When this is done, which in the near future will be true, cold process soap will bear the same relation to boiled soap that the old "broncho" bears to the high-grade wheel of to-day. Those who are not progressive and will not use an article as directed are the ones that make labor hard in all its branches, maintaining as the standard of excellence an article which should and would be displaced by a better were they willing to deviate from the path trod by their ancestors.

FRANK C. EBY,
Manager Kalamazoo Electric Soap Co.

There's a Hen on.

Marshall, June 1—One of our city deliverymen was asked if he would stop at a house just out in the suburbs and get some eggs. He told the groceryman he had no time to pick up eggs, that that was no part of his business, but, as an accommodation, he would stop and get the eggs, providing he found time to do so. He called at a house for the eggs and the housewife counted out sixty-two eggs and asked him to take a chair and wait while she went out for another egg, as she had heard a cackle and knew there was a hen on. He was so much amused over the matter that he waited for her return, but he told the groceryman that hereafter he must not ask for eggs until they were cold.

H. E. PHELPS.

The name of T. V. Powderly, for years a synonym for grievance in the labor world, has for some months been dropped from the public prints. Its recent appearance, therefore, in a Philadelphia court, in connection with a verdict in his favor for \$4,275 back salary against the Knights of Labor, recalls the forgotten fact that he still lives, and the well-remembered fact that, while inveighing against the high salaries of those who manage industrial enterprises as a potent cause of low wages for workers, he never forgot to demand his own salary, although it was made up from "dues" exacted from those same underpaid toilers for "managing" them.

Annual Meeting of the Jackson Retail Grocers' Association.

Jackson, June 5—The annual meeting of the Retail Grocers' Association was held June 4, President Byron C. Hill presiding. An unusually large number of the members were present. After the calling of the roll and the reading of the minutes of the previous meeting, the election of officers for the ensuing year was held, resulting as follows:

President—Byron C. Hill.
First Vice-President—George E. Lewis.
Second Vice-President—Burton S. Mosher.

Secretary—Wm. H. Porter.
Treasurer—J. Frank Helmer.
Trustee—Hiram C. Eddy.

Several grocers were reported as having promised to join the Association.

There was quite a lengthy discussion by several of the members in regard to cutters and the dishonest methods of some people in trade.

The current bills were presented, referred to the Auditing Committee, approved, and, on motion, warrants ordered in payment.

A letter was received from the Grand Rapids Retail Grocers' Association, asking the Jackson Association to go to Grand Rapids with our annual excursion this year and join the Grand Rapids grocers in their annual picnic. The letter was referred to the special Committee on Picnic.

On motion, a committee of five members was appointed as Committee on Excursion and Picnic for our fifth annual outing, as follows: L. Pelton, M. F. Murray, Geo. E. Lewis, J. L. Peterman and M. M. Whitney.

On motion, the above Committee was authorized to act for the Association in selecting location, appointing such other members of the Association as they might require as sub-committees, and making all other necessary arrangements.

On motion, the Committee was instructed to name Aug. 12 as the date for the fifth annual excursion and picnic.

W. H. PORTER, Sec'y.

Novel Collection Scheme.

This novel scheme for collecting bad debts was developed in the form of a letter introduced in evidence in a civil action recently tried at Bridgeport, Conn.:

"I have got up and elaborated a system for the collection of bad debts. The cuts portray the fate of the deadbeat in case he fails to pay his bills. If he pays no attention I will send him my last call, with an engraving of a coffin, with skull and crossbones, and reading matter setting forth fully the fate which will befall him in case he fails longer to heed our warning. I will next send him his obituary, to be followed, in case of failure, with pictures of his monument, with his epitaph inscribed thereon, and, if that fails, then I propose to show him his final fate, and shall send him a copy of his requiem, on which sheet I shall have engraved an orthodox portrait of 'Old Nick,' with cloven hoofs and horns, fork-tail and three-tined pitchfork, standing poised over the flaming purgatory, ready to pitch into it all frauds and deadbeats, and especially the one to whom this is sent in case he longer neglects to pay his bills, with the further understanding that after 'Old Nick' has performed his requiem he will proceed to publish his fate to the whole world."

The voice, the manner, the facial expression of the "knight of the grip" are a language which either wins or loses customers.

A woman is made ill in no other way so quickly as by wearing an unbecoming gown.

The Dodge Club cigar is sold by F. E. Bushman, Kalamazoo.

Cyclone value in Gillies' (New York) Our Jar brand Japan tea. Visner, agent.

Grand Rapids Gossip

Edward J. Moore succeeds A. E. Peterson in the meat business at 447 South Division street.

Will Z. Bangs has removed his drug stock from this city to Holland, where he was formerly engaged in the drug trade for several years.

W. E. Clement, formerly of the grocery firm of Clement & Kunst, has formed a copartnership with W. Dykema for the purpose of engaging in the grocery business at 207 East Bridge street, under the style of Clement & Dykema. The Worden Grocer Co. furnished the stock.

At the annual meeting of the Commercial Credit Co., Limited, held at the office of the corporation Monday evening, Wm. Widdicombe, L. J. Stevenson, C. E. Block, R. J. Cleland and E. A. Stowe were elected to constitute the Board of Managers during the ensuing year. Election of officers resulted as follows: Chairman, Wm. Widdicombe; Secretary, C. E. Block; Treasurer, L. J. Stevenson.

Jared O. Smith has sold his interest in the meat market of Smith & Waidelech, 59 South Division street, to his partner, who will continue the business under the style of John Waidelech. This is one of the concerns which has been soliciting shipments of produce from country merchants, and it remains to be seen how much of the indebtedness thus incurred will be liquidated. It is currently reported that the letters were written and sent out by the "Lamb gang," so called, and that Smith & Waidelech were simply used as a cover for the scheming of others.

The annual meeting of the Northern Michigan Retail Grocers' Association will be held in Grand Rapids this year, the regular time for holding the convention being Aug. 4. In case the Grand Rapids grocers decide to hold their annual picnic on Aug. 6—the first Thursday in August has been the date usually selected by the Association for the annual event—it is quite likely that the Grand Rapids grocers will suggest that the Northern Michigan grocers call their meeting one day later, so as to hold the business sessions Aug. 5 and join in celebrating the picnic anniversary the day following.

The bicycle ordinance, reported and passed to its second reading in the Council, is one that will meet the approval of wheelmen generally if passed in its present shape. Its principal features are the limitation of speed to ten miles per hour within the city limits, and six miles on principal streets and the latter speed at street crossings, the prohibition of coasting and provision for lamps and bells. There is also a valuable feature in that the throwing of injurious or annoying substances into the streets that may injure horses' feet or tires is forbidden. Penalties are provided, from \$5 to \$100, or imprisonment from 5 to 90 days.

The city is again the focusing point of a series of irresponsible and swindling commission houses, which are managing to secure considerable quantities of consignments by reason of flattering quotations sent out by mail in circular form, and also by means of unusual inducements held out by personal representatives, who are covering the interior towns of the State. The Tradesman has

frequently warned the trade to beware of any house which offers more for goods than they are worth, but the temptation to secure a fancy price frequently overcomes the proper degree of caution, with resultant annoyance and ultimate loss. There are commission houses here which it is entirely safe to ship to, but unless a house is represented in the advertising columns of the Tradesman, or has a satisfactory rating in the books of the mercantile agencies, its announcements should be consigned to the waste basket, and its quotations should have no weight with the merchant who wishes to form an accurate conclusion as to the condition of the markets.

The Grocery Market.

Sugar—The market has taken an upward turn, in consequence of stronger advices from Europe, all grades of refined having advanced a sixpence Saturday and No. 5 having been marked up another sixpence Monday. All indications lead to the belief that the anticipated higher range of values has been reached and that the tendency will be higher from this time on.

Teas—The new Japs are now arriving in their usual volume for this season. The consumptive demand for tea is not what it should be, being injured in the opinion of the trade by the large quantity of cheap tea now on the market.

Rice—The market is nominal, prices being without change in any grade.

Spices—Pepper is strong, with indications of higher prices in the near future. The concentration of cassia stocks has caused an upward tendency in prices. Cloves and ginger are quiet. Mace is dull. The same is true of nutmegs.

Cheese—The consumption is large, but the supply is more than equal to the demand. Every factoryman heard from reports extraordinary receipts of milk, due to the excellent pasturage, and the copious showers which have fallen during the past week will tend to still further increase the flow of milk.

Lemons—The cool weather has restricted the demand and the market has remained easy.

Provisions—The provision market, while failing to display a rallying tendency from the low point previously reached, has shown more elements of steadiness, or of evidence that the depressing forces have been well-nigh expended. The position of leading articles at the close varies slightly in comparison with a week ago. The large stocks of pork and lard are the features now operating adversely in market sentiment. The exhibit in regard to cut meats is not disparaging to expectations of an early improvement in values. For the three large centers, Chicago, Kansas City and Omaha, the aggregate of meats is not larger than a year ago—it is practically the same. For hams there is a favorable contrast, indicating that this article has been going into consumption freely, which is inconsistent with the prevailing observations of the trade. Green shoulders at Chicago, and probably likewise in other prominent markets, are selling at higher prices than cured short rib sides—due to the conversion of this cut into "picnic hams." This is a helpful feature in the current general results of packing operations. The larger packing concerns at this time are probably earning something in current operations. This will stimulate competition for the lessened offerings of hogs a little later.

The Grain Market.

The past week has been an eventful one for wheat. The market has been very wild in its flight upward. It has advanced fully 5c per bushel since one week ago. At one time it jumped up 2c more, but finally dropped back to the 5c advance. The reasons were that wheat was too low and that the condition of the weather favored an upturn. The exports were larger during the week, being 3,200,000 bushels. A decrease in the visible of 1,500,000 to 2,000,000 bushels was expected, but it showed up a decrease of only 193,000 bushels, against 2,454,000 bushels at the corresponding date last year. Nearly all of the Chicago local talent and everyone who kept only a partial track of the receipts and shipments thought there was an error. If so, it will probably show up next week. Another strong factor for the upturn is that the crop reports still continue to come in very discouragingly. This is not only true of our own State, but also applies to Ohio, Indiana, Tennessee and Kansas. The latter State reports only 35,000,000 bushels, against some 60,000,000 bushels two weeks ago. Then, Bradstreet makes the world's visible supply only 117,969,000 bushels, against 131,316,000 bushels May 1, and 141,476,000 bushels one year ago. The bears had no arguments to offset these reports, so we think we will see higher prices in the near future.

There was considerable doing in coarse grain, but corn did not follow wheat up, notwithstanding feeble attempts were made to advance it, and the prices remain the same as last week. Oats gained $\frac{1}{2}$ ¢@ $\frac{3}{4}$ ¢ per bushel. The weather was too favorable for these cereals to allow the traders to advance the prices.

The receipts of wheat and corn were only normal, being 31 cars of wheat, 5 cars of corn and 9 cars of oats. The mills are paying 64c for wheat and are running full time.

C. G. A. VOIGT.

Flour and Feed.

During the past week the market has been active and a general advance all along the lines has been made, which seems likely to be maintained. The trade, generally, is waking up to the idea that "Where there is so much smoke there must be some fire" and, now that the cloud of crop damage reports is very generally confirmed by the official State reports, there is a friendly feeling toward both wheat and flour.

Indications now point to a rapid revival of interest in breadstuffs, as it becomes more and more apparent that our surplus for this crop year will be very limited and that the demands upon us are likely to be heavy.

Millstuffs are in better demand, with prices tending higher. Feed and meal are slow and prices are unchanged.

WM. N. ROWE.

Purely Personal.

W. S. Anderson, of the Anderson Undertaking Co., Traverse City, was recently married to Mrs. Emma McPhae, of Red Jacket.

E. Griesbach, Manager of the Illinois Vinegar Manufacturing Co., of Chicago, spent Saturday in this city as the guest of L. Winternitz, Manager of the Michigan Spice Co.

G. V. Nash, the Norwood general dealer and lumberman, has purchased a residence lot at Charlevoix and will shortly begin the erection of a commodious home, on the completion of

which he will transfer his residence from Norwood to Charlevoix.

F. D. Waldron, who has represented the subscription department of the Grand Rapids Democrat on the road for the past eleven years, is now in charge of the city collecting department. Mr. Waldron had come to be a familiar figure with the trade, who will miss his visits.

W. Fred Blake was much rejoiced Sunday over the discovery that Dean Hodges, of Amherst College, who was a delegate to the Charities and Corrections convention, was none other than George Hodges of twenty years ago, when Mr. Blake was United States Consul to London, Ont., and Mr. Hodges was connected with Helmuth College, at the same place. They were firm friends at that time and Mr. Blake improved the opportunity to introduce some of his Grand Rapids associates to the Dean at an informal dinner at the Lakeside Club Monday evening.

L. E. Hawkins is in luck again, having won his suit against those stockholders of the Bassett mine who were in possession of the property at Pueblo, Colo. This decision gives Mr. Hawkins and his associates entire control of the mine, for which they have been contending for the past five years. It is reported that Mr. Hawkins has leased a residence at Colorado Springs for another year, which would, naturally, lead to the conclusion that he is meeting with good success in his speculative ventures in connection with the mining business at Cripple Creek, Pueblo and elsewhere.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall on Tuesday evening, June 2, President Winchester presided.

Arthur Manley, grocer at 418 West Bridge street, applied for membership and was accepted.

B. S. Harris moved that the grocers close their stores at 12 o'clock on Saturday, July 4, which was adopted.

Homer Klap moved that the chairman appoint a committee to consider the several locations for the annual picnic and report at the next meeting. The chairman appointed as such committee Messrs. Harris, Lehman, Wagner and Dyk.

B. S. Harris moved that E. A. Stowe be requested to write the Jackson Retail Grocers' Association, inviting the members to join with the Grand Rapids grocers in celebrating their picnic anniversary this year. Adopted.

J. J. Wagner moved that small circulars be printed embodying the resolution adopted at the last meeting of the Association, relative to the return of berry boxes, for distribution among berry growers on the market. The motion was discussed at some length, resulting in the conclusion that it would be inexpedient to adopt it just at this time, in view of the fact that the action of the Association on this question is meeting with such prompt recognition and co-operation.

There being no further business, the meeting adjourned.

Exercise for All.

"What do you think of the bicycle craze?"

"Great thing! I never took so much good exercise before in all my life."

"Why, I didn't know that you were riding."

"I'm not, but I have to cross the street once in a while."

Wm. Connor (Michael Kolb & Son) will be at Sweet's Hotel again Thursday and Friday, June 11 and 12. Mr. Connor has a large line of fall goods, which he is selling at attractive prices.

Hardware

Market Prices and Competition.

Franklin L. Sheppard, in an address before the recent convention of stove manufacturers, made the following pertinent remarks on the results of unnecessary competition in prices:

A manufacturer of prominence in our branch of industry once said to me, with great emphasis: "I have decided upon a new departure. Our establishment is equipped to turn out a large amount of goods annually, when run to its full capacity. Our normal trade, that which is really tributary to us in our present location, will take only 60 per cent. of it. I have determined to run full, and sell the surplus 40 per cent. of product elsewhere at any price it will bring. Of course, I don't expect to make anything on that surplus, but I shall reduce my average operating expenses, and it will pay us in the long run."

I listened attentively, and watched the result with interest. Within less than three years the law of surplus product had done its work; and that house was selling the largest part of what it manufactured at a loss; and it cost that establishment four years more of hard work, under an entire change of policy, before it was able to declare a dividend.

The fallacy of such a policy lies in the fact that the territory which to one manufacturer is expected to furnish a market for his surplus at a forced price is, to borrow my friend's expression, the "normal" territory of some other manufacturer, in which the latter must dispose of his average product at a fair market price, if he is to get a living. The second manufacturer, whose territory is thus recklessly invaded, retaliates by dumping his "surplus product" into the "normal" territory of the first, until soon the average market price of both sections is lowered, the price of the surplus tending to become the price of the whole. The law of surplus product will surely, even if slowly, work its mischief.

Now and then a realization of this fact will be brought suddenly to a man's comprehension, and the shock of surprise in such a case is beneficial. Not long since a furnace manufacturer conceived the idea that he could largely increase his product and diminish his expenses by selling his "surplus" furnaces in a locality several hundred miles away at 3 cents per pound. His price in his home market averaged nearly 6 cents per pound. The manufacturers in the locality into which he proposed to dump his surplus were getting an average price of about 5½ cents per pound.

The advent of the newcomer with this inconceivably low price naturally caused consternation among the firms who had to endure this abnormal competition. After impatiently enduring it for some months one of these manufacturers had a happy thought. Obtaining from several dealers their original bills for the furnaces of the new competitor at three cents per pound, he went to that distant city and sought an interview with him. He said to him in substance: "You are selling your goods in your home trade at six cents per pound. It is a fair price and you ought to get it. I am selling my furnaces in my home market at five and a half cents per pound. I cannot afford to sell them for less, as you very well know. But you come into my territory and offer your goods to my customers at three cents per pound. The goods cannot be made for that money. I do not propose to meet that price, nor shall I retaliate by sending my furnaces into your territory and offering them to your trade at three cents per pound. I have resolved simply to do this: I know where your customers are. I have here a number of bills showing that you are selling your furnaces to my customers at 3 cents per pound, while you are charging them 6 cents per pound. I simply propose to take all the time necessary to visit your customers, show them these bills and let them see how much lower my trade

can buy your goods than they can. I shall not need to do any more. Your customers will do the rest."

A sudden light dawned upon the man who was pricing his "surplus product" at 3 cents per pound. He saw that only publicity was needed for the law of the surplus product to get in its work. He had no idea of permitting the price of his whole product to be fixed by that of the surplus—better have no surplus. He asked his visitor to go back home without carrying out his intention, promising that he himself would withdraw his absurdly low prices, and either get as good prices as his distant competitor was obtaining in that market, or retire from it altogether, a promise which he has faithfully kept.

Truthful Advertising.

The result from the great prevalence of advertising as a method of aiding in the conduct of business, and the inducements therein offered to prospective customers, is one which seems rather strange in view of the appearance of the thing at one stage of its progress. Advertising as a universal business practice seems to have had an unexpected effect in inculcating in advertisers the wisdom of telling the truth. The flaring headlines and bombastic descriptions, by overreaching themselves, destroyed all the good effects they may ever have had, and showed that, while people would turn in disgust from an advertisement in the paper or a salesman in the store that praised goods so fulsomely that neither could be at all believed, they would read with interest and approval the descriptions of goods of which an inspection was invited as the best and only method of settling all doubts. A claim to the universe, advanced without any foundation for such a claim, is manifestly of less value and will produce a correspondingly less effect than a more modest claim, every part of which is borne out by the facts. Fake advertising has recoiled upon the heads of those who sought to use it, and the result is that more than ever before is it made apparent that the advertisement, after all, is useless unless resting on the solid reliability and honest value of the goods advertised.

Courteous Treatment.

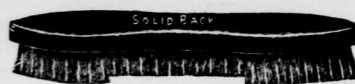
The wise and shrewd merchant fully appreciates the importance of keeping in close touch with his patrons, and does all that he can in the way of cordiality and polite attention to make customers feel at home in his store. In these days of keen competition all points that will help to retain trade have to be carefully considered and acted upon, and many a permanent customer is secured by the dealer who appreciates the importance of making patrons feel as if they were under no restraint when dealing with him. To receive polite and cordial attention whether a purchase is made or not should be the standard of service by all who desire to gather around them a goodly constituency in the course of time. Rest assured that the majority of "transients" are likely to become "permanents" where courteous treatment is accorded. Human nature is not half so bad as some are prone to consider it, and "bread thrown upon the waters" almost invariably reaches a harbor in the long run.

An Exceptional Case.

It is by no means an uncommon thing to see on the closed doors of a store the announcement that the circumstance is in consequence of the death of the proprietor or a member of the firm. It was left for a German who kept a cobbler's shop in a Western town to reverse the order of things. On the occasion of his daughter's marriage a large piece of paper was tacked on his barred door. Across the paper straggled these words: "This store is closed on account of some fun in the family."

Illustrated Advertising.

Drop a postal card to the Michigan Tradesman for a catalogue of many new and attractive cuts of different sizes which can be used in your advertising displays and obtained at very small expense.



GRAND RAPIDS
BRUSH CO.....

Manufacturers of

BRUSHES

Our goods are sold by all Michigan Jobbing Houses.

Grand Rapids, Mich.

**Weatherly
& Pulte,**

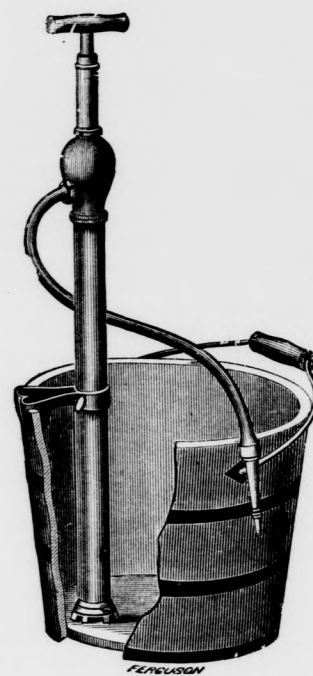
99 Pearl St.,
GRAND RAPIDS.

Plumbing and Steam Heating; Gas
and Electric Fixtures; Galvanized Iron
Cornice and Slate Roofing. Every kind
of Sheet Metal Work.

Pumps and Well Supplies.
Hot Air Furnaces.

Best equipped and largest concern in the State.

SPRAY PUMPS
Bucket and Barrel.



Send for Circular and Price List.

FOSTER, STEVENS & CO.

Grand Rapids, Mich.

TWO PLANS

For the Re-organization of the M. C. T. A.

Detroit, June 1—The Committee appointed by President Cooper, in compliance with a resolution adopted at the annual meeting of the Association, held at Detroit, in December, 1895, to prepare some plan of graded assessment, and submit the same for your consideration at an adjourned meeting of the Association, to be held in Detroit, July 3, 1896, will report in substance as follows, to which your attention is now invited:

Judging from communications received from members, as well as from personal interviews, regarding the proposed plan, your Committee find that the prevailing opinion is not favorable to making any change in the present plan of assessments and dues.

However, as there are different opinions on this question, and all desiring to promote the best interests of the Association, and in order that all may have due consideration, your Committee have sought to comply with the spirit and letter of the resolution by obtaining the age of each member at the date of his membership, in order to prepare some graded plan that would give equity to all and not become a burden on the present old members of the Association.

After repeated efforts your Committee find 560 members in good standing, and whose ages at date of membership were as follows:

Age	No.	Age	No.	Age	No.
21	5	32	35	43	18
22	8	33	28	44	25
23	14	34	29	45	5
24	12	35	36	47	1
25	22	36	25	48	1
26	17	37	27	49	1
27	17	38	38	51	1
28	23	39	27	52	1
29	22	40	18	53	1
30	25	41	20	55	1
31	38	42	18	57	1
203		301		56	
Total				560	

The following plans will form a part of your Committee's report to the meeting called, to be held July 3, 1896, at Detroit, Michigan:

PLAN I.

1. Amend the constitution by reducing the beneficiary to \$2,000.
2. Discontinue the April and October dues, which are provided for in the following plan or table of rates.
3. Provide for assessments to be paid in advance annually, semi-annually or quarterly, and during the months of January, April, July or October, as provided in the following table of rates and ages:

Age	Rate per \$1,000	For \$2,000 Annually	Semi-Annually	Quarterly
21	\$13 30	\$26 60	\$13 30	\$ 6 65
22	13 60	27 20	13 60	6 85
23	13 90	27 80	13 90	6 95
24	14 20	28 40	14 20	7 10
25	14 50	29 00	14 50	7 25
26	14 80	29 60	14 80	7 40
27	15 10	30 20	15 10	7 55
28	15 40	30 80	15 40	7 70
29	15 70	31 40	15 70	7 85
30	16 00	32 00	16 00	8 00
31	16 30	32 60	16 30	8 15
32	16 60	33 20	16 60	8 30
33	16 90	33 80	16 90	8 45
34	17 20	34 40	17 20	8 60
35	17 50	35 00	17 50	8 75
36	17 80	35 60	17 80	8 90
37	18 10	36 20	18 10	9 05
38	18 40	36 80	18 40	9 20
39	18 70	37 40	18 70	9 35
40	19 00	38 00	19 00	9 50
41	19 30	38 60	19 30	9 65
42	19 60	39 20	19 60	9 80
43	19 90	39 80	19 90	9 95
44	20 20	40 40	20 20	10 10
45	20 50	41 00	20 50	10 25
47	20 50	41 00	20 50	10 25
48	20 50	41 00	20 50	10 25
49	20 50	41 00	20 50	10 25
51	20 50	41 00	20 50	10 25
52	20 50	41 00	20 50	10 25
53	20 50	41 00	20 50	10 25
55	20 50	41 00	20 50	10 25
57	20 50	41 00	20 50	10 25

There are eight members whose ages were over 45 at the date of their membership, they having been admitted at a time when age and medical examinations were not required; and, being members in the early years of the Association, your Committee think they are entitled to the rate provided in the foregoing table for the age 45, the constitutional limit of age for admission to membership.

The foregoing plan will provide per annum, with the present membership maintained, an income of \$10,245.80, which will pay eight beneficiary claims of \$2,000 each, amounting to \$16,000, leaving a surplus of \$3,245.80.

The average death rate in the Association for the past thirteen years has been six per year.

The greatest death loss in any one year has been eleven.

PLAN II.

Amount of the beneficiary, \$2,000. The following plan may be regarded with favor by those who prefer the present plan of assessment and dues:

1. Amend the constitution, making the limit of the beneficiary claim \$2,000. This plan, with the present membership maintained, would produce, with each assessment, an income of \$2,800.

Six assessments per year (the average death rate for the past thirteen years) would produce annually \$16,800. To this add dues as now paid, \$5,600, and the annual income would be \$22,400, which will pay eight death claims of \$2,000 each, amounting to \$16,000, leaving an annual surplus of \$6,400.

This rate of six assessments and the dues would cost each member \$20 per \$1,000, or \$40 per year for \$2,000 insurance, irrespective of age, or make the dues \$5 per year, and the annual cost to each member would be \$35 per year.

M. J. MATTHEWS,
C. C. SNEDEKER,
H. G. VAN TUYL,
Committee.

NOTICE OF MEETING.

The adjourned annual meeting of the Michigan Commercial Travelers' Association will be held at Detroit, July 3, 1896, to receive and act on the report of the Committee appointed by resolution adopted at the last annual meeting, to prepare some plan of graded assessment. The meeting will be called to order at 2 p. m., at the Hotel Cadillac.

D. MORRIS, Sec'y.

He Paid Extra, As Usual.

The commercial traveler for a shoe house approached a stranger as the train was about to start and said:

"Are you going by this train?"

"I am."

"Have you any luggage?"

"No."

"Well, sir, can you do me a favor, and it won't cost you anything? You see, I've two big trunks, and they always make me pay extra for one of them. You can get one passed on your ticket, and we'll do them. Do you see?"

"Yes, I see, but I haven't any ticket."

"But I thought you were going by this train?"

"So I am; I'm one of the directors of the road."

"Oh!"

He paid extra, as usual.

A Reconciling Thought.

"Arthur, dear," she said, "I do wish you would not use cigarettes."

"Why?"

"Because you don't know what is in them."

"Oh, yes, I do. Why, for the trifling sum that a cigarette costs, you get nicotine, valerian, possibly a little morphia, and any quantity of carbon."

She looked up into his eyes and murmured:

"Arthur, dear, it does seem like a bargain, doesn't it?"

We heard a woman telling how much will-power she had. She had a good deal, but it's nothing to her won't-power.

Hardware Price Current.

AUGURS AND BITS

Snell's	70
Jennings', genuine	25&10
Jennings', imitation	60&10

AXES

First Quality, S. B. Bronze	5 50
First Quality, D. B. Bronze	9 50
First Quality, S. B. Steel	6 25
First Quality, D. B. Steel	10 25

BARROWS

Railroad	\$12 00 14 00
Garden	net 30 00

BOLTS

Stove	60
Carriage new list	65
Plow	40&10

BUCKETS

Well, plain	\$ 3 25
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BUTTS, CAST

Cast Loose Pin, figured	70
Wrought Narrow	75&10

BLOCKS

Ordinary Tackle	70
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CROW BARS

Cast Steel	per lb 4
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CAPS

Ely's 1-10	per m 65
Hick's C. F.	per m 55
G. D.	per m 35
Musket	per m 60

CARTRIDGES

Rim Fire	50& 5
Central Fire	25& 5

CHISELS

Socket Firmer	80
Socket Framing	80
Socket Corner	80
Socket Slicks	80

DRILLS

Morse's Bit Stocks	60
Taper and Straight Shank	50& 5
Morse's Taper Shank	50& 5

ELBOWS

Com. 4 piece, 6 in	doz. net 60
Corrugated	dis 50
Adjustable	dis 40&10

EXPANSIVE BITS

Clark's small, \$18; large, \$26	30&10
Ives', 1, \$18; 2, \$24; 3, \$30	25

FILES—New List

New American	70&10
Nicholson's	70
Heller's Horse Rasps	60&10

GALVANIZED IRON

Nos. 16 to 24; 22 and 24; 25 and 26; 27	28
List 12 13 14 15 16	17
Discount, 75	

GAUGES

Stanley Rule and Level Co.'s	60&16
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KNOBS—New List

Door, mineral, jap. trimmings	70
Door, porcelain, jap. trimmings	80

MATTOCKS

Adze Eye	\$16 00, dis 60&10
Hunt Eye	\$15 00, dis 60&10
Hunt's	\$18 50, dis 20&10

MILLS

Coffee, Parkers Co.'s	40
Coffee, P. S. & W. Mfg. Co.'s Malleables	40
Coffee, Landers, Ferry & Clark	40
Coffee, Enterprise	30

MOLASSES GATES

Stebbin's Pattern	60&10
Stebbin's Genuine	60&10
Enterprise, self-measuring	30

NAILS

Advance over base, on both Steel and Wire	
Steel nails, base	2 80
Wire nails, base	2 85
10 to 60 advance	50

8	60
7 and 6	75
4	90
3	1 20
2	1 60
Fine 3	1 60

Case 10	65
Case 8	75
Case 6	90
Finish 10	75
Finish 8	90
Finish 6	10
Clinch 10	70
Clinch 8	80
Clinch 6	90
Barrel 3	1 75

PLANES

Ohio Tool Co.'s, fancy	@50
Sciota Bench	60&10
Sandusky Tool Co.'s, fancy	@50
Bench, first quality	@50
Stanley Rule and Level Co.'s wood	60

PANS

Fry, Acme	60&10&10
Common, polished	70& 5

RIVETS

Iron and Tinned	60
Copper Rivets and Burs	60

PATENT PLANISHED IRON

"A" Wood's patent planished, Nos. 24 to 27	10 20
"B" Wood's patent planished, Nos. 25 to 27	9 20
Broken packages 1/2c per pound extra	

HAMMERS

Maydole & Co.'s, new list	dis 33 1/2
Kip's	dis 25
Yerkes & Plumb's	dis 40&10
Mason's Solid Cast Steel	30c list 70
Blacksmith's Solid Cast Steel Hand	30c list 40&10

HOUSE FURNISHING GOODS

Stamped Tin Ware	new list 70&10
Japanned Tin Ware	20&10
Granite Iron Ware	new list 40&10

HOLLOW WARE

Pots	60&10
Kettles	60&10
Spiders	60&10

HINGES

Gate, Clark's, 1, 2, 3	dis 60&10
State	per doz. net 2 50

WIRE GOODS

Bright	80
Screw Eyes	80
Hook's	80
Gate Hooks and Eyes	80

LEVELS

Stanley Rule and Level Co.'s	dis 70
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ROPES

Sisal, 1/2 inch and larger	5 1/2
Manilla	9

SQUARES

Steel and Iron	80
Try and Bevels	
Mitre	

SHEET IRON

Nos. 10 to 14	com. smooth. com. \$3 30
Nos. 15 to 17	3 30
Nos. 18 to 21	3 45
Nos. 22 to 24	3 55
Nos. 25 to 26	3 70
No. 27	3 80

All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra	
List acct. 19, '89	dis 50

SAND PAPER

Solid Eyes	per ton 20 00
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TRAPS

Steel, Game	60&10
Oneida Community, Newhouse's	50
Oneida Community, Hawley & Norton's	70&10&10
Mouse, choker	per doz 15
Mouse, delusion	per doz 1 25

WIRE

Bright Market	75
Anneal d Market	75
Coppered Market	70&10
Tinned Market	62 1/2
Coppered Spring Steel	50
Barbed Fence, galvanized	2 35
Barbed Fence, painted	2 00

HORSE NAILS

Au Sable	dis 40&10
Putnam	dis 5
Northwestern	dis 10&10

WRENCHES

Baxter's Adjustable, nicked	30
Coe's Genuine	50
Coe's Patent Agricultural, wrought	80
Coe's Patent, malleable	80

MISCELLANEOUS

Bird Cages	50
Pumps, Cistern	75&10
Screws, New List	85
Casters, Bed and Plate	50&10&10
Dampers, American	40&10

METALS—Zinc

600 pound casks	6 1/2
Per pound	6 3/4

SOLDER

1/2 @ 1/2	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	



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Published at the New Blodgett Building,
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E. A. STOWE, EDITOR.

WEDNESDAY, - - - JUNE 10, 1896.

THE HIGHER EDUCATION.

In this glad season of college commencements and festivals of learning, a few words concerning the so-called higher education may not be amiss. Everybody understands that many fashionable people, and not a few fathers of traditional respectability and distinction, send their sons to college because Society with a big S has decided that the sons of gentlemen ought to have that vague opportunity, and the rule is almost as inexorable as that which prescribes a white cravat and a black swallow-tail on dress occasions. But to the number thus made up must be added the multitude who believe that knowledge is power, and the select few who cherish the ancient ideals of culture. Collegiate education, therefore, is supported, and insisted upon, from several quite distinct points of view; and if it be asked how far results justify the expenditure, a corresponding variety of answers may be expected.

Men who have acquired wealth without even the meager tincture of the humanities have very often, perhaps most generally, very little faith in the power of abstract knowledge, or any knowledge that has no obviously practical relation to the control of those interests which are summed up under the common name of business. They may be willing to pay for a diploma as a kind of letter of introduction to good society, and may even consent to defray the expense of a collegiate course without a diploma for the sake of the intimacy into which it brings their sons with young men who may be useful to them in after life, socially, politically, or commercially. But that Greek and geology, German and botany, astronomy and calculus, are worth what they cost as direct sources of power and immediate satisfaction, they cannot at all understand. They do not care to dispute the proposition, but more or less skepticism is always lurking under the prudence of their reserve. They are thinking men, in their way; but they think under the limitations of their experience; and if they have not quite the courage of their opinions, it is because they are crossing the threshold of a new world, which fortune has made accessible to them, and which they prefer to take on its own terms, or, at all events, with an aboriginal air of confidence in the wisdom of its customs. It is easy enough to sneer at the superficial philosophy of this class; but

should they challenge their critics to meet them on their own ground and prove the value of collegiate education by the average result, it is a question whether the tables might not be turned. Men who delight to call themselves self made, men who have gone very far without the aid of tutors or the introduction of diplomas, occasionally ask some rather awkward questions. How many college graduates can read even the standard Greek and Latin authors at sight? How many can ascertain, with absolute accuracy, and without the assistance of a professional surveyor, the area of an irregularly-shaped field? How many would be trusted, or would trust themselves, to analyze the waters of a mineral spring, or to "put up a prescription?" And it would be too much to say that searching questions of this sort are asked only by envious persons who are disposed to decry the quality of grapes beyond their reach. Many teachers, many learned professors, who have given their lives to the cause of education, must have their hours of despondency when they contrast the costliness of the provision, the appliances, the whole apparatus, of the average college with the slenderness of its actual achievement. And when a teacher of world-wide fame, an educator of the rank of President Elliot, of Harvard, openly and in plain terms declares that the accepted scheme, the prevalent system, of modern education is fundamentally false, leaving a country so highly civilized as the United States unprovided with reasoning leaders and reasonable constituencies, it would not be strange if the ungraduated public should begin to suspect sciolism and sniff humbug in the academic air.

Despite the high authority behind it, however, and despite the justice of many of the charges upon which it rests, all this criticism is radically at fault. Conceding whatever there is of truth in it—and there is only too much—what patriotic and enlightened citizen, whether self made or otherwise, would support a proposal to close the doors of all the universities, colleges and high schools in the land to-morrow, once and for all? Such a proposal would insult the proud memories of age, discourage the noble aspirations of youth, and elicit the earnest opposition of philanthropic hearts everywhere. The really thorough scholar is an exceptional man always. Our colleges are preparatory schools at the best. When a student of marked ability, manifestly imbued with a genuine love for learning, graduates from one of them, he knows very well how imperfect his equipment still is for the achievement of distinction in any department of letters or of science. If he cherishes any hope of that sort, he makes his way, if he can, to some great university, where he may devote all his time and strength to some single study. As yet he knows nothing thoroughly, and he is destined to learn at last that all the sciences are still in their infancy. But the common college is, nevertheless, a nursery of talent, a spring of inspiration, a touchstone to test and prove special capacity. There, at least the general principles and methods of science are taught, and the way is opened up for further advance. Above all, there the youth of the land are taught to love learning for its own sake, and to find enjoyment and un-failing interest in the endless riches of the romances of nature and history—the truth and beauty and mystery which everywhere environ him.

THE SITUATION IN CUBA.

It is now practically certain that Congress will adjourn without taking any further action on the Cuban question, and at the present time there is no sign that the administration proposes to recognize the insurgents as belligerents. In the meantime, however, General Fitzhugh Lee has arrived in Havana to represent the United States there as Consul-General. General Lee, being an accomplished soldier, will be in a position to carefully weigh the facts of the situation in Cuba and advise the Government as to the exact status in the island. Should General Lee report that the insurgents are actually making sufficient headway to entitle them to recognition, President Cleveland will, no doubt, feel compelled to recognize the belligerency of the Cubans.

That a state of war actually exists in Cuba the Spanish government has acknowledged by its actions, although indignantly denying it in words. Spain now maintains more than a hundred thousand men in Cuba, while a large fleet of gunboats is engaged in cruising around the island to intercept the filibustering expeditions. The maintenance of such a force is sufficient of itself to prove that a state of war exists, as no mere insurrection should require so large a force as Captain-General Weyler has in Cuba. Outside of the large towns the Spanish government has little authority, and the officials are unable to move from place to place, except under strong military escort. If this does not constitute a state of war, then what, in heaven's name, does?

Unfortunately for those who desire to form a just and unbiased opinion of the merits of the controversy and its progress, it is difficult to credit the information received from the island. Numerous skirmishes are reported, but just which side comes off victorious remains doubtful in everybody's mind. But few of the fights since the war began deserve to be characterized as more than mere skirmishes; hence the only substantial advantage gained has been the loss inflicted upon the Spanish resources by the insurgents in compelling the Spanish government to waste large sums of money in seeking to put down the revolution.

The advantage so far has been all on the side of the insurgents, as the financial losses inflicted upon Spain have greatly weakened her and rendered her less capable of sustaining a prolonged conflict. The rainy season is now at hand in Cuba, and the campaign will soon be practically at an end for some time. This rainy season, being the sickly period, will prove a drain upon the invading forces; while in the case of the insurgents, who are mainly acclimated natives, they will be able to recuperate and prepare for a fresh start after the rains cease.

TRADE SITUATION.

The approach of the conventions and the uncertainty as to crop prospects combine to produce a condition of waiting. At the same time the general tendency of prices is in the wrong direction, different products continually making records for low quotations, as cotton manufactures, pork products, etc. The branch making the most favorable showing continues to be the shoe and leather trade. Prices continue firm and factories report a large number of orders on hand, which strengthens leather and hides.

The iron trade is far from satisfac-

tory. Combinations are making a desperate fight to maintain prices, but, of course, this results in increasing outputs by outside concerns. Thus there is already an output of three-fourths as many nails outside the combination as in it. A serious result of this contest in bars and billets is the check in demand caused by the uncertainty.

Textiles are continuing the same downward tendencies, with quotations in several lines of cotton goods lower than ever before. It is significant that the demand for export causes most of the activity there is to report. Idle machinery in both woolen and cotton manufacture is increasing.

The decline in wheat caused a degree of activity which resulted in quite a sharp advance at the close of the week, to be followed by an unstable condition this week, sharp speculative variations in both directions rapidly succeeding each other. The prospect, in view of crop reports, does not seem favorable for maintaining any material advance.

The general waiting tendency is especially manifest in the stock market. Questions of currency policy keep the foreign buyers out of the market. There has been a lessening of the gold export, only \$1,100,000 having gone out last week.

Bank clearings increased 5 per cent. for the week, and failures were 236, compared with 227 for preceding week.

ECONOMY IN THE SCHOOLS.

The matter of cutting off \$6,000 or \$7,000 from the expense fund for teachers' salaries by the Board of Education of this city, while a matter of comparatively small importance, is an indication in the right direction, although a considerable part of this reduction is the result of the operation of the normal department, which is now beginning to be a factor in the question of the supply of efficient teachers. Instead of supplying the resignations by bringing high priced teachers from outside, the places have been filled with the graduates of the normal department, at lower salaries, under the rules of the Board. The other items of the reduction have been made by changes in some high school salaries and by increasing the duties of other teachers. It is probable that this is all that could be done in this direction compatible with the highest efficiency in school work, as a general reduction in salaries would cause the loss of many of the best of the instructors.

But there yet remains a duty in the matter of the courses of study in the high school. The variety—some twelve or more distinct courses—is altogether too great. The number of these should be heroically diminished. Many of the abstract science branches, properly the province of the university, should be cut off. This should be done in the interest of the schools, for there is a strong sentiment, on the part of those interested in the undue increase of taxation, against the maintenance of municipal high school instruction, which would be greatly lessened by keeping the variety of school work within practical needs.

One of the effects of the recent tornado is to have cooked the growing corn in certain parts of Indiana. In some sections the corn is brown and dead, and can be reduced to powder by rubbing between the hands. It is blistered as though subjected to a most terrific heat. The theory advanced is that there were electrical currents in the air that were brought in contact with the ground by the wind, and that they were so hot as to blister the growing corn. The matter has attracted a great deal of attention.

THE STORE A SALESROOM.

What we Americans denominate a "store" in most countries is called by some term more appropriate to its use, not so much a place in which to keep commodities as a place in which to sell them. Unfortunately for the American merchant, too frequently he not only calls his establishment by the wrong name, but at the same time conducts it too much in harmony with that name. He is too apt to content himself with storing his goods instead of selling them.

The conventional store consists of two side walls filled with shelving, guarded by two counters placed equidistant from either, one side being an exact duplicate in reverse of the other. This probably presents the most commodious arrangement for holding a large quantity of accessible goods that can be devised, or it would not be so common. While this arrangement is undoubtedly an excellent one for storage, it is a question whether it is the best that can be devised for selling goods. There is in this rectangular symmetry, this perspective of counters and shelving, accentuated by the sentinel rows of uncomfortable stools, something that, to say the least, is unattractive. If I were planning a store I should sacrifice the obtaining of the utmost of storage room by making some positive break in the continuity and even length of both shelving and counters. I would plan to have some clear space aside from a narrow passage or alleyway and to make some variation in the appearance of the two sides of the room. If the store had not sufficient room so that I could introduce a bit of counter extending crosswise of it, curved, or in some way varying from the type described, I would at least have them of different lengths and with intervals in their continuity more than provision for the convenience of clerks in passing out and in. And, not only that, if my store was already furnished on the conventional plan, I would immediately set a carpenter at work to change it.

There can be no hard and fast rules laid down as to the proper manner of arranging goods that will be applicable to any line, for the reason that the individuality of the merchant and his clerks should have full play. A few hints, however, may be given that will be of use in the management of the display. The thought may be repeated that the prime object of selling is to be kept constantly in mind. While the arrangement of the stock should be made as ornamental and attractive as possible, care should be used to display such articles as are most apt to be sold by meeting the customer's eye. Goods that will always be asked for anyway should be placed for convenient access but need not be displayed.

But of more importance than the original placing of the wares is the management of them afterward. No arrangement should be permitted to remain until it becomes so familiar to the customer as to lose the interest of novelty. There is no advantage in continuing an arrangement of the stock until customers know as well as you do where to find every article. Keep the goods moving. If they are not moved by sales they should not be permitted to become familiar as old acquaintances to the customers. Re-arranging, dusting and overhauling are less destructive on any kind of goods than lying too long without moving.

Rainy and quiet days should be utilized in the work of re-arranging stock,

Radical changes should be made, of course as far as possible improving on previous arrangements, but even if this advantage is not attained there should be the changes. Sections of counters and wall cases should be planned so that there can be removals and re-arrangements. Of course it is not desirable to keep at this work of change all the time, but the error of neglecting it too long is likely to be more common than the opposite.

Make the display as attractive as possible. The position of unattractive articles, such as barrels, etc., must be made as retiring as possible if they must be tolerated at all. Covers of all kinds should be of the best kinds obtainable; care in this is worth while, and they must be kept scrupulously clean.

The display may be embellished and made attractive by the proper use of the advertising pictures and show cards which it is desirable to give prominence. These, as furnished by most manufacturers, are works of real art, and they will enhance the attractiveness of a store if taste, which is another word for attention and thought, is used in their arrangement. They should not be hung helter-skelter, hit and miss—wherever any traveling man may select a salient position for their location—but should be carefully arranged in well-balanced groups or otherwise to the best possible advantage. And remember that there is no arrangement that will not be improved by frequent changes. Seeing the same old show card in the same old location soon becomes tiresome to the frequent customer. Show cards should not be permitted to become old in service—destroy them. If the frames become dingy and fly-specked use them for kindling. If the houses you deal with have not enterprise or interest enough to keep you supplied with display matter that is fresh and artistic, do not disgrace your store by using that which is not suitable, even if their lines of goods suffer.

There is no store however situated that can afford to disregard these admonitions. The only store in a town will sell enough more goods to make it worth while to give careful attention to display and an appearance of novelty. The store subject to sharp competition can even less afford it. Keep your goods moving.

Some employees, on accepting a position, enter upon their duties with so much enthusiasm that they soon tire and come to think more of pay-day and getting away at the close of their day's work than of anything else in connection with their business. It is vastly better to start in with less of a rush and do your work in a calm, steady-going way, than to give way to meteoric spurts of speed occasionally and then fall flat the remainder of the time. An employer should reason with a clerk about this matter and, where there is good material to build upon, the employee will most likely be convinced of the error of his ways and institute a reform accordingly. But, should no show or improvement be noted, it is wise to dispense with the services of such an individual, for, while it is not desirable to have new faces behind your counters too frequently, it certainly is not good policy to keep incompetent old ones in such a position.

In order to succeed in business, four things are necessary: You must have the goods, and you must have them at the right prices, you must let the people know that you have the goods, and let them know that you have them at the right prices.

Standard Oil Co.

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Illuminating and Lubricating

OILS

Naptha and Gasolines

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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

HAS NO EQUAL

FOR CARRIAGES AND HEAVY WAGONS



Keeps axles bright and cool. Never Gums.

1 lb.	} TIN BOXES	4 doz. in case.
3 lb.		2 doz. in case.
5 lb.		2 doz. in case.

25 lb. Wooden Pails.
Half Bbls. and Bbls.

Scofield, Shurmer & Teagle,
GRAND RAPIDS.

CAPTAIN BIMLEY'S COW.

Captain Abel Bimley pounded salt out of our port for many years and then gratified the master mariner's dream by purchasing a little place ashore, whose narrow acres he laid off with great care and settled down to the ideal life of a farmer. Standing a trick at the wheel, with the salt spray freezing upon him as it flew over the rail, and the deck at frequent intervals sliding out from under him, this farm life had appeared very sweet. Subsequently, his views altered, as time and the interest upon the mortgage went on.

One day I saw a man driving a tall brindie cow into Captain Bimley's front yard. The Captain came out and surveyed the animal critically, then paid some money to the man, who went jauntily away.

"Ahoy!" hailed the Captain some time later.

I got up from my strawberry bed and waved an answer over the fence.

"Can't ye come aboard?" bawled the Captain, making a trumpet of his hands.

I climbed the fence and waded through the new ploughed field up to his house. The Captain was sitting on the back stoop, glowering at his new purchase.

"What ails this blamed old fool?" he said as soon as I got near.

It was an angular cow, with horns that corkscrewed in opposite directions. Where her hair wasn't worn off, it stuck up, full of burrs, and she had a rakish air that instinctively inspired alarm. I don't think I ever knew a cow to be so sunken away in so many different parts of her organization at one time as she was. When I got there she was slowly feeling around in the air with one of her hind feet, and there was a look of regret on her countenance as she failed to connect with anybody.

The Captain was holding one end of a rope which passed through a ring in the hitching post, the other end being attached to the horns of Cleopatra. Her name, the Captain said, was Cleopatra. It was a name the man's wife had got out of a book.

"Be'n settin' this way since four bells!" the Captain snorted. "I tried to tow the critter into the dock with a fair tide, but she's dead ag'in me. Got this painter rove through the ring yonder and 'lowed I'd warp her up, but we struck a head flaw, and got her aback, and she's ripped the canvas half off'n me—and here I am—bilged!"

I saw that the cow had torn up the back of the Captain's vest and I wondered she hadn't hooked him. But she evidently had done as well as she could. In a burst of neighborly kindness I lent the Captain a hand and, after the expenditure of more effort than I would have thought a single cow could demand, we had her moored at the slip, and made fast fore and aft, as the Captain graphically expressed it. This was not accomplished till one of my trousers legs had been split to the knee, and the Captain had been jammed and rolled along the whole side of the barn, thereby inserting into his face and hands a larger number of spruce splinters than he had ever had inserted there before, a performance that the Captain accompanied with some sea language that curled and crisped in the air and appeared to do him a great deal of good.

I wondered why he should insist upon tying her up so tightly. "You don't

think she'll break away?" I asked mildly.

"Don't mean she shall slip a cable on me!" the Captain retorted.

Then he went and got an oak stake out of his hayrack.

"I allus favored discipline on ship-board," he said, firmly, baring a tattooed arm, "an' now I'm old I'll not depart from it!" Saying which, he smote Cleopatra a blow that would have made the welkin ring if there had happened to be one present. Cleopatra jumped and roared but the Captain's lashings held taut.

"That boarding house shark I bought her of said she'd allus be'n a pet in the family," the Captain puffed, when he had got done; "said she might be lonesome and contr'y at first but, if I was kind and affectionit, she'd soon wear round and git softened. And, by gravy, so she will," he grimly added, "if she tries any more of her monkey shines on me!"

I went home for repairs, wondering what the Captain would do when milking time came, for he assured me that this was the first cow he had ever "laid alongside of."

Later in the afternoon, I heard a sound of martial music, and came out to the fence to see the advertising band of an itinerant "Uncle Tom's Cabin" company procession coming up the street.

It was an inspiring sight. Ahead marched the manager, in a long linen duster and tall hat; behind him trooped some boys, leading three or four unwilling bloodhounds, of about the size and disposition of suckling calves, and these were followed by the musicians, blowing mightily and now and then hitting the right notes, while behind them, according to advertisement, pranced the

2—MARKS, THE LAWYER—2
Count Them!

Just before the procession came abreast of my premises, and while everybody was laughing at the funny Marks, a sudden and terrific noise arose in the direction of Captain Bimley's barn. Everybody heard it but the musicians, and, turning, we saw the large barn doors burst open and the form of Captain Bimley bulge forth, with a speed of which his years gave no adequate promise, his coat off and his scant locks flying wildly. Close behind him appeared Cleopatra, her tail pointing straight toward the church vane and her whole manner indicative of business.

Down across the ploughed muck the Captain charged, his feet sinking into the moist dirt, and every time he plucked them up you could see that they were gaining ground. One end of the long rope was caught about the Captain's waist. At the first he held it taut, having a good lead, but, when Cleopatra began overhauling him, the slack trailed on the ground, impeding his progress, and he at length stumbled and went down, burying his face in a furrow. Cleopatra came hurriedly on, and, as she passed, she fetched a vicious rake at the prostrate Captain, one of her corkscrews catching in his boot, and, snatching this neatly off, she bore it away with her. I never saw one brindie cow clear so wide an expanse of ploughed land so suddenly.

Cleopatra's blood, as well as her tail, was up, and at that instant her blazing eyes caught sight of the band. With a loud cry, she instantly bore down upon it.

The = Best = Seller = in = the = Market



Retail Prices:
Half Pint.....\$.25
Pint......50
Quart......75
Half Gallon.....1.10
Gallon.....2.00
A Combined Cleaner, Polish and Disinfectant.

The Only One.

Sample (¼ pint can) and prices sent to dealers free on receipt of business card and 20 cents postage. See wholesale quotations in Grocery Price Current.

W. F. Henderson & Co.,
Sole Manufacturers,
2952 Cottage Grove Ave., CHICAGO.

In New Quarters

We beg leave to inform the trade that we have removed our office and sales rooms from our old location to 30 North Ionla St. (opposite Ball-Barnhart-Putnam Co.), where we have enlarged capacity and increased facilities for meeting the requirements of our customers. Besides being the largest handlers of vinegar in the State, we are headquarters for

Absolute Teas, Coffees and Spices

which have a wide reputation for purity and strength. We solicit an inspection of our new location.

MICHIGAN SPICE CO.,
GRAND RAPIDS.

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.



MILLAR'S PENANG SPICES

We assert that all goods put up under the above style are not only genuine, but that the selections for the manufactured articles are made from the highest grade of stock, are of the highest possible grade of commercial purity, and packed net weight and will also be found always unsurpassed in style of package, milling or manufacture. As proof of this statement, we take pleasure in submitting the following testimonial from the State Food Commissioner:

CHAS. E. STORRS,
Dairy and Food Commissioner.
Lansing, Mich., Feb. 25, 1896.

E. B. MILLAR & CO., Chicago, Ill.,

GENTLEMEN:

The December number of the Bulletin of this department contains the analysis of a sample of Pepper from R. B. Shank & Co., of Lansing, produced by your firm.

In a re examination of this Pepper it has been found that a mistake was made in classifying it as an adulterated product, which correction will be published in the next number of the Bulletin.

Respectfully yours,
(Signed) C. E. STORRS,
Dairy and Food Commissioner.

E. B. MILLAR & CO.,

Importers and Grinders.

CHICAGO.

I raised my voice in a warning scream. "Look out!" I yelled, waving my arms wildly. "The cow! Look out for the cow!"

They thought I was applauding the music. The manager executed an extra flourish with the enormous baton he was carrying, and smiled upon me patronizingly; the slide trombone blew some triple notes of triumph in quick succession; the bass drum struck a double-accented sharp, and the two funny Marksies sprang right up in the air.

Then Cleopatra burst through the light hedge and behind her, the length of the rope, trailed the mud-streaked Captain Bimley. With one snort she was in the midst of the procession. I do not think she had ever heard of Uncle Tom's Cabin before, or realized how ferocious bloodhounds are apt to be, for at the very first motion she caved in the whole side of the largest dog, while the others, evidently brought up on runaway slaves and not accustomed to beef, at least on the hoof, turned and crawled through a barbed wire fence, dragging the boys after them.

What followed I could hardly keep track of, so swift was the action. With one whirl Cleopatra caught the trombone player and drove nearly fifteen inches of his brass slide down his oesophagus, and the rest of the instrument she hung up on her other horn beside the Captain's boot, whirling them lightly around with a centrifugal motion.

A purple-faced musician who played upon a huge German pipe with keys let into it had been the last to see the danger; and, when Cleopatra bore down on him with her mouth wide open, he gave a hoarse shriek of terror; thrust his crooked instrument into her open jaws and left it there. Then, with a succession of snorts, rendered weird and awful by the air passing through this instrument, Cleopatra bucked three or four times and fell upon the bass drum, putting one hind foot clean through both its sheepskin heads. Waving this about in the air, and smiting the two funny lawyers to the ground with it, she vaulted down the street, still followed by the battered Captain Bimley and the drum, both giving forth a hollow sound every time she struck them against things in waltzing by.

Readers of nautical literature know how frequently the exclamation, "Shiver my timbers!" is put into the mouth of the sailor of fiction. All the years I have spent in a seaport town, I have longed to hear some genuine mariner make use of the well-known phrase. I sat by Captain Bimley's bedside through many of those long summer afternoons while he was engaged in convalescing from Cleopatra, hoping that the familiar words might fall upon my ears, but I listened in vain. And yet I never met a man whose timbers appeared to be more unanimously in that condition.

W. O. FULLER, JR

Beware of Slovenly Habits.

A trip through the country, visiting stores of moderate size, reveals many disagreeable practices that might easily be remedied. Your object should be to elevate the general tone of your establishment to the highest possible point. Your own personal habits will control those of your subordinates. Do away with everything that tends toward the careless or slovenly. There are multitudes of merchants who wait on their lady customers with their coats off.

Pertinent Queries Addressed to Country Merchants.

Correspondence Dry Goods Chronicle.

I put some other questions to these country merchants: What class of goods do you carry, and how does your stock to-day compare with some years ago? I find that they carry the same lines now that they did then—a stock of general staple dry goods, and in some cases shelf groceries or boots and shoes.

Did they carry silks? Yes, a few, black and staple colors; the fancy things that folks went out of town for they didn't keep—they couldn't sell 'em; people would go to the city for them, anyway.

Had they added any departments to their original lines in late years? No. Had they improved the appearance of the old place to keep step with the growth of the town—if any? No. They hadn't made any change. The store was as good as ever, except a little shabbier, perhaps. They couldn't see as that made any great difference.

Did they advertise? Yes. They had the same space in the weekly papers they always had had, and changed their ad. several times a year, as usual. They advertised in a general way that they kept a general line of dry goods, etc., and sold them cheaper than any other store in town.

How about dress goods? Did they keep a pretty good assortment? Why, yes, they kept a pretty fair line of staple stuff; couldn't afford to keep much fancies or novelties; wasn't any sale for them in their town—that is another thing that people went to the city for.

Sheetings and shirtings, calico and gingham—they always kept a pretty good stock of these goods. Such goods were safe and didn't go out of style—didn't turn into money very fast, and they didn't pay very big profits, either; still they were safe, good property, and one couldn't get stuck very bad on such staple goods—that's some consolation.

In rapid succession I named a list of goods that sell every minute of every day in every city, none of which were kept by my country friends.

How can any storekeeper hope to increase his trade when he neither increases his stock nor improves his store or his advertising, and relies upon staple dry goods for business? Such a hope is founded upon crazy expectation. People do not buy as much staple goods by the yard as formerly, simply because there is more ready-made apparel to take its place.

People buy ready-made underwear nowadays who didn't dream of it some years ago, simply because they find it more convenient and cheaper, and they buy oftener because every purchase does not entail the labor and bother of making up. They have been educated up to this matter of ready-made underwear. Is there any reason why they should not be educated, in the country, up to buying ready-made outer wear?

There are few other branches of business which have developed so rapidly and completely in recent years as women's ready-made clothes.

The most fastidious woman can to-day go into the average city dry goods store and fit herself from top to toe, from bonnet to stockings, without a moment's notice, and in the extreme of fashion, so far has the ready-made clothing advanced into favor in the city. Yet she could scarcely get a tasty calico wrapper in many country towns.

Now, then, my friend of the village store, let us reason together. I believe that you are prepared to admit that your trade in staple dry goods has shown no disposition to improve its ways. You already feel the competition of those little calico stores that have sprung up about you in every small town. Places smaller than your own now have stores that carry staple dry goods; if not in as large assortment as you do, they at least carry enough to block a good deal of trade that once came your way, and certainly enough to satisfy the needs of a numerous class of quiet country folks, in this direction at least.

COMPUTING SCALES WHICH IS BEST?

DEAR SIR:

Your scale arrived all O. K. We are using it now for about a month, and like it very well, as it is accurate and very sensitive—a small piece of paper bringing up the balance. Are sorry that we didn't discard any sooner our Stimpson Computing Scale, which we have used only about six months.

Yours truly,

BECK & SCHWEBACH,
Dealers in general merchandise.

To the Computing Scale Co., Dayton, Ohio, U. S. A.

THE "DAYTON" IS THE BEST!

So over 23,000 Merchants say.

You can't fool The people all the time

You buy inferior bakery goods because they are cheap and the salesman who sells them is a "good fellow," but the trade will soon learn which grocer keeps the best goods and will patronize him. **Is it not so?**

Sears' Superb Fruit Coffee

- • • • • Sells on its merits.
- • • • • Retailers profitably at a low figure.
- • • • • Is in constant demand.
- • • • • Is an all-around cake for every occasion.

Not a Single Slow Thing about It.

It is not made from poor flour, inferior fruit and rancid butter, but will bear the strictest analysis. Its pleasing flavor recommends it to everyone.

THE NEW YORK BISCUIT CO., GRAND RAPIDS.

COLUMBUS.

He Starts Out to Kill Indians.

Last night we heard a sound. I mention this particularly because in Ransom it is not customary to hear sounds in the night. That is one reason why life is so delightful here. When you go to your couch you may relax completely, knowing that silence will envelop you as in some mantle of peace. Only the crickets and the katydids will say anything, unless it be a whip-poor-will. And the katydids are in the hollow in the pasture across the road, not near enough to be anything but soothing.

But last night it was different. I was in that "first sweet sleep" of which Shelley speaks, when I thought I heard my name pronounced. I immediately said "What?" with a glibness that I believed would betoken that I had not been asleep at all.

"Don't shout so!" whispered Gertrude.

"I'm not shouting," I answered with loud promptness, "I'm only answering you. What's the matter?"

It was moonlight and I could see Gertrude standing by the bed with a shawl huddled about her shoulders.

"Hush!" she responded.

I sat up.

"Why doesn't Rab bark?" I asked.

"I don't know; that's the queer thing about it. He always barks, you know."

"Well, it's all your imagination, or he would bark now," I answered; and then my companion said, "Hush!" again, and I returned that if I said anything I must speak, and why did she come in here, if she were not going to allow me to utter a word?

She stood motionless by my bed. As there was a moon she had brought no lamp. It is a very discomposing thing to be awakened about midnight, and have some one stand by your bed as still as Gertrude was standing, and see that person listen to something you cannot hear yourself.

"There!" she exclaimed after a moment.

I tried as hard as I could to hear some noise.

At the same time I stared at the open window. It was foggy, and I could see the mist drift by, driven by the southerly wind. But I could hear nothing.

"I suppose you are under the impression that you've heard a sound," I said at last, "but I don't think you have. And even if you're not mistaken, why need you be alarmed? Haven't we Columbus in the house?"

"So we have," she responded with an air of relief; "I forgot him. And you know we hired him partly for protection."

"I know we did; and I hope he will be more successful as a protector than as a puller of weeds."

"I wish you wouldn't be so flippant," said Gertrude. "I feel something as I do in a thunder tempest when I never know where the lightning will strike next. I don't know in which place I shall hear that sound again. There!"

This time I did hear it. I cannot describe the noise, but it made me cry out:

"There's somebody in the house!"

This time it was Gertrude who spoke scornfully.

"Yes," she said, "we're in the house, and so is Columbus."

"If he is here to protect us let's rouse him."

Having said this, I rose. I could not find a shawl, and Gertrude seemed to object to having a lamp lighted. So I

took a blanket from the bed and wrapped it about me.

I will not try to describe the sound we had heard because I don't believe descriptions given under such circumstances are trustworthy.

We groped our way toward the "porch chamber," where Columbus took his nightly repose after the arduous duties of the day were left undone.

"I do wish Rab would bark!" I whispered; and then I added that I supposed the house was full of burglars, and our dog had been poisoned.

We were now in what we called "the corridor," that led from the front of the house toward the little chamber in the rear. It was while we were in the corridor that we heard the sound again, and it seemed to come from Columbus' room.

I wished that I had brought my pistol, which I keep in its case on the floor under my bed. I keep it for just such an experience as this, but I had forgotten to take it, and now I did not feel like going back through the corridor. I had a feeling that as fast as we left a room or a vacant space in the house that room and that space filled up with burglars; and, having this feeling, it could not be expected that I should wish to retrace my steps.

Gertrude went bravely on and I followed her. She put her hand on the latch of the boy's door.

"Are you going in?" I whispered.

"Yes; but you may go first," she answered.

"No."

We stood there a moment.

"If the door were only wider we could go together."

Presently Gertrude resolutely unlatched the door. But she did not then open it. She held the latch in her hand and resolutely called:

"Columbus! Columbus, I say!"

There was no answer; but we distinctly heard an indistinct sound.

"We've got to go in," she said, and she went. I followed so closely that we almost fell in.

The curtain to the one window was rolled to the top, therefore, despite the fog, the room was quite light.

An object on the floor made a rolling, tumbling movement toward us. It was at this precise instant that we both screamed.

Gertrude found her self-possession enough to say:

"I wish you'd light a match." I never shall know why I had strength given me to get to the shelf, just as my groping fingers touched what they sought, Gertrude cried out shrilly:

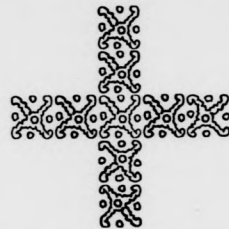
"It's Rab!"

And it was our Gordon setter. The light revealed him struggling about in the room and trying to reach us. His head had been thrust into the leg of a pair of Columbus' thick winter trousers, and then the leg had been tied securely in front of the dog's nose and around his neck. Besides, Rab's front legs were fastened together.

I ran back to my room and brought a pair of scissors, and with these instruments I released the poor creature, who whined and capered and licked our hands in his gratitude.

Then we looked about the apartment for our hired boy. We did not find him. But we found a note; it was short; it was written on a crumpled sheet of wrapping paper and was spread out on top of the bureau, the ends being securely fastened by tacks driven half-way to the heads.

A GREAT DEAL



Of trouble and loss might be saved by the retailer if he would buy his flour, feed, bran, corn and oats and everything in the milling line in mixed car loads of one firm. There would be less freight, no torn or soiled flour sacks, no shortages and no delays. A great deal depends on how you manage the little things, and pennies are little things, but if you are trying to make a great deal of money

Valley City
Milling Co.....

Sole makers of

LILY WHITE FLOUR

Grand Rapids, Mich.

EVERY CENT COUNTS

Entire Wheat Flour

To Grocers in Grand Rapids and dealers generally:

Why pay enormous prices for "Entire wheat" flour from the Eastern States when you can buy it from a Michigan mill, equally good, at a much less price? We have special machinery for the purpose and would like to confer with you on the subject.

WM. CALLAM & SON,

215-217 N. Franklin street,

Saginaw, E. S., Mich.

Write for Special Prices.

O. E. BROWN MILL CO.

SHIPPERS OF

FLOUR, GRAIN, BALED HAY

In Carlots.

Western Michigan Agents for Russell & Miller
Milling Co. of West Superior, Wis.

Office 9 Canal street,

Grand Rapids.

I held the lamp to this note and Gertrude read aloud:

"Gorn to kill indians."

She read these words twice over, and then she turned to me, and as if explaining the matter she repeated:

"Columbus has gone to kill Indians."

"Yes," I said, "I understand; and I am sorry for the poor red men."

Then we examined the room more closely. In the midst of the examination I suddenly exclaimed:

"I wonder if he took my pistol!"

I ran back to my chamber again and looked under my bed. Yes, my pistol had also "gorn to kill Indians."

We discovered several small pamphlets lying about in the boy's room. These were all written by "Random Rover," and the first one I found was entitled, "The Boy Scalper of the Northwest," and the picture on the cover was a tall youth dressed in fringed pink leather, with a rifle over his shoulder and his belt hung with scalps dripping gore.

"It's curious that we never saw any of these books until now," I said.

"He has kept them hidden," was Gertrude's answer. "And now what are we to do?"

"Go and tell his mother."

And we dared not wait. I pulled up the tacks from the top of the bureau and folded the note, that I might take it with me.

Then Gertrude and Rab and I went to the barn, I carrying a lighted lantern. We harnessed the much-surprised horse into the democrat; when we had backed the animal out of the barn we heard the clock in the house strike one.

It was not a pleasant hour of the twenty-four in which to take a drive, but duty was pushing us on. If you want to know what loneliness with an admixture of fright is, try a drive at 1 o'clock some night.

We set the lighted lantern down in front of the wagon; then we locked the house and started.

I do not know how it is, but a lantern placed in the position which ours occupied has the effect of making a moving wall of darkness in advance of the horse. I drove, and Gertrude sat bent forward, peering painfully ahead.

We could see plainly the horse's hind legs and his tail, and that was all we could see.

To be able to drive safely, it seemed necessary for us to distinguish more of our surroundings.

After what we judged to be about a quarter of a mile, we decided to extinguish the lantern and trust to Providence to guide us.

A moonlight mist seems to have a certain brilliance, but at the same time it seems to be opaque.

When we thought we had come to the turn in the road that led to Columbus's house we could not see any turn; so Gertrude got out and fumbled about with her hands to find the sharp cornered rock that was in the wall at this place. This process was tedious to me, and probably still more so to her. She uttered some exclamations, and when she returned to the wagon she told me that she had almost decided to let Columbus kill the Indians, for she was nearly certain that this was not the right corner, though it seemed to be some corner.

After a consultation we drove on, and very soon it began again to seem exactly as if we were at the turn, so my friend again alighted and groped and grovelled at the roadside.

But I do not think I ought to harrow the mind of the dear reader with the description of the remaining part of our ride.

Suffice it to say, we did reach the small red house where our hired boy resided when he was at home, though I never knew how we did it, and the doing it has left an indelible mark on our minds.

Gertrude took the whip and pounded with the handle of it on the door. She did not spare the whip or the door. It would have been a relief to me if I could have heard the panels crackle beneath the blows.

After a time a man's voice shouted somewhere within the house:

"What in thunder's the matter?"

Then Gertrude shouted in reply:

"The matter is that your son has gone to kill Indians. I thought you ought to know it."

Upon this I was sure I heard a woman scream somewhere upstairs.

In a moment more the door was opened and then I heard distinctly a woman's voice saying:

"Poor boy! It's all 'cause he's had to work so hard for them women! Oh, dear! Oh, dear!"

And the man said:

"Shet up!"

And inwardly I thanked the man. I thanked him still more when he added: "You know there can't nothin' on this earth make C'lumbus work."

To Gertrude he said:

"Come in, can't ye?"

No; we guessed we wouldn't go in. Gertrude told rapidly all we had just discovered, the man standing in the doorway and his wife close behind him with a lamp in her hand.

She was whimpering and saying at intervals:

"Poor boy! Poor boy!"

The father took the matter quite calmly. He assured us that "C'lumbus wouldn't git fur—not in his opinion."

And he said that as soon as it was daylight he would start out.

So we went back home. This was easy enough, for we let the horse choose his course.

The father of Columbus proved to be right. That youth had slept the rest of the night on the hay in Mr. White's barn. He said that Tim had promised to go with him to kill Indians, but had backed out.

"I tell you, if Tim hadn't done that, you wouldn't seen me agin; I tell you!" (This to us on the following morning.)

I asked for my pistol. Columbus said he had dropped it somewhere, but he would try to find it.

MARIA LOUISE POOL.

It Can Be Done.

You say you cannot do a cash business, nobody in town does it and it never would do to start it, it would simply burst up business, etc. Not a bit of it. Trade might drop off somewhat at first, to be sure, but with goods, prices, etc., all right it would soon turn about, with the exception of those who never pay their debts when it is possible to get out of doing so. These are better to lose, for there is nothing gained in selling to those who always require prodding to pay what they owe. Starting on a cash basis would have the merit of novelty to recommend it, and certain it is that better results would follow for both seller and buyer, the former being enabled to purchase at lower rates and the latter getting the benefit of such purchasing in the lower prices asked, as they would not be required to make up the deficit entailed by the "slow payers" and "no payers."

Did You Ever

Have a good customer who wasn't particular about the quality of her flour? Of course not. We offer you a flour with which you can build up a paying trade. The name of the brand is

GRAND REPUBLIC

And every grocer who has handled the brand is enthusiastic over the result, as it affords him an established profit and invariably gives his customers entire satisfaction. Merchants who are not handling any brand of spring wheat flour should get into line immediately, as the consumer is rapidly being educated to the superiority of spring wheat over winter wheat flours for breadmaking purposes. All we ask is a trial order, feeling sure that this will lead to a large business for you on this brand. Note quotations in price current.

BALL-BARNHART-PUTMAN CO.,
GRAND RAPIDS.

WONDER

WONDER

FANCY ROLLER MILLS
SPRING WHEAT

FLOUR

For Sale Only by

MUSSELMAN GROCER CO.,
GRAND RAPIDS, MICH.

WONDER

WONDER

LAUREL FLOUR

"Once tried---always used."

Although this flour has been in this market but a short time it has forced its way into favor by possessing real merit. What the consumer wants is a flour that will produce the greatest quantity of light, delicious bread to the barrel. "Laurel" will do that in every instance. Try it and be convinced.

We are exclusive agents for the sale of "Laurel."

WORDEN GROCER CO.,

Cor. Ionia and Fulton Sts.

GRAND RAPIDS,

MICHIGAN.

Shoes and Leather

A Shoe Salesman, a Bicycle and a Pretty Girl.

He was a drummer. You knew it the minute you set eyes on him. There were the manly, self-reliant air; the dash and vigor that frown down opposition; the genial spirit that is the halo of this particular clan; and the inevitable sample grip swinging in his grasp.

A glance at that grip, and its long, lean look, told you his "line" was shoes.

His was a sprightly, well-dressed figure, from the tips of his razor-toed patent leathers to the top of the shiny silk tile that perched on the back of a curly brown head.

He stopped whistling the latest popular air, as he caught sight of two jaunty sailor hats and a pair of neat shirt waists conspicuously silhouetted against the plate glass show window of the "Hub Shoe Store."

Softly whistling "Two Little Girls in Blue," he gripped the handle of his sample case more firmly, and with one eye straight ahead and the other looking over his right shoulder, disappeared inside the store.

"Hello, Tom," he sung out to the clerk.

"How de do, Mr. Somers?"

"Cheerful, my boy, cheerful," and his eagle eye went on a tour of the shelves, piercing the rows of boxes, and finding at a glance the innocent-looking "empties" that made up a good share of the ample "stock."

His eye soon tired of the inanimate pasteboard and wandered to the show window, making a grand discovery.

Firstly: that those two sailor hats and shirt waists were still on the other side of the glass; and, secondly, that what kept said waists and hats there was their owners absorbed inspection of a new natty ladies' bicycle that was perched in the window amid an assortment of modest shoes and flashy rubbers.

The shoe man had also suddenly fallen a victim to the charm of the wheel.

Never did a bicycle have such a searching investigation.

Examining the frame critically, as "brother shoes" was doing, one could not but admire its graceful appearance, and there was a charm about that particular wheel that one rarely ever sees.

Two pairs of eyes, one blue and mild, the other saucy and brown; two pretty heads, golden and brown; two fair faces, one dimpled and laughing, the other pensive and sweet—all this loveliness centered on the cold, unresponsive bicycle, that neither saw the rapturous gaze nor even felt the passionate admiration it created.

That salesman would have changed places with that bike, marked-down placard and all, and throw in a fiver to boot, could he but have done so.

The shirt waists and hats are gone now, so he turns solemnly around, and finding the proprietor of the "Hub" has completed making the sale of two pairs of shoe strings, that has absorbed his attention for the last quarter of an hour, he is soon deep in the algebraic problem of how many C's, B's, and A's can go in a case of assorted 2½'s to 6's—Lot 45.

Soon they got to talking of bicycling, and Joe Somers discovered in his customer an earnest advocate of that healthiest and most pleasurable of all outdoor sports.

He even offered Joe his wheel for a spin after supper. Joe could ride, but was not an enthusiast, and was on the point of refusing when the gentleman said:

"Joe, did you notice those two young ladies looking in at the wheel in the window when you came in?"

Did he? Well! He only said:

"I believe I did if I'm not greatly mistaken, —"

"Well, those two girls are the best lady riders in this town; there's hardly a night they don't go for a run up the river road in the cool of the evening."

Joe suddenly grew warm on the subject of bicycling.

"Mr. Bronson, as long as you have been so kind as to offer me your wheel, —I believe I would like to have a ride after supper."

"Why, of course, Joe. It'll do you a heap of good. You fellers on the road need exercise."

Joe did not argue the point. He was thinking about shirt waists, brown eyes and sailor hats, and in this haze he packed up his samples and departed for the hotel.

* * *

The river road was a charming spot at any time, but on a June evening, just as old Sol has sunk behind the horizon, leaving his sunny smile still faintly hovering over the fields and filtering through the fresh green leaves, or sparkling on the sluggish waters of the river, it has a beauty that appeals strongly to one's romantic nature, and fills the soul with a quietude and peacefulness that for the time shut time out from all remembrance of the sordid side of life.

Joe Somers felt all this very keenly as he glided swiftly along on his silent steed of steel, calmly smoking a good cigar, and enjoying to his uttermost the elbow touch of untrammelled nature.

The dreamy look has gone from his eye, for surely he has seen that blue shirt waist before that suddenly comes in view around the bend in the road.

Instinctively his feet press the pedals harder, and faster his true steed goes, closing up the gap between them.

Another bend in the road shuts her from sight for a moment, and then he hears a rush and yell back of him, and glancing over his shoulder he sees a runaway horse tearing down the road.

The driver is an old man, whose white, drawn face shows the despair he feels, and whose set, staring eyes gaze hopelessly at the frightened beast and the dragging reins.

Quick as thought Joe is after the shirt waist, his only aim to warn and save her from the danger that threatens.

It is a noble sprint, and he bends over the handle bar with a desperation that life shows when fighting death.

He calls to her; she turns quickly, drops from her wheel and, leaving it in the road, runs up the high bank and is safe.

The maddened horse dashes on and his fore feet crash into the slender steel spokes of her recumbent wheel.

The horse stumbles, rears and then falls heavily, smashing the shafts of the light buggy and becoming intermingled with the splintered woodwork and twisted wheel.

The old man is thrown heavily and lies as if dead. Joe is off his wheel in an instant, and lifts the gray head tenderly, just as a slim, girlish figure in a blue shirt waist runs wildly down the bank, her pretty face horror-stricken and her little hands wildly beating the air.

OUR SAMPLES FOR FALL of

Boots, Shoes, Wales=Goodyear Rubbers,

Grand Rapids Felt Boots, Lumbermen's Socks,

Are now on exhibition at our salesroom, and in the hands of our travelers. Kindly hold for them.

HEROLD-BERTSCH SHOE CO.,

57 PEARL STREET.

Rindge, Kalmbach & Co.,

12, 14, 16 Pearl Street,

Grand Rapids, Mich.

Our Factory Lines are the Best Wearing Shoes on Earth.

We carry the neatest, nobbiest and best lines of jobbing goods, all the latest styles, everything up to date.

We are agents for the best and most perfect line of rubbers made—the Boston Rubber Shoe Co.'s goods. They are stars in fit and finish. You should see their New Century Toe—it is a beauty.

If you want the best goods of all kinds—best service and best treatment, place your orders with us. Our references are our customers of the last thirty years.

OUR SHOE DEPARTMENT

Is your stock complete for spring trade? Look it over and write us for samples in Misses and Children's.

Our Bob and May is the best grain shoe made.

For a Kangaroo calf, we can give you one that competition cannot meet.

You ought to see our Berlin Needle toe, Misses' and Childs' Dongola; this is the neatest shoe out for spring.

Our Little Gents' 9-13, 1-2 is on Needle Toe and as tony as any made.

Our Rochester Misses and Childs' Dongola they all swear by. Send us your order for turns 2-5 and 4-8.

Hirth, Krause & Co.
GRAND RAPIDS.

Closing Out Stock

Reeder Bros. Shoe Co. are closing out their entire Leather Stock of Boots and Shoes. Come in and see the bargains or see samples of our men on the road. We will do an exclusive rubber business in the future. Hold your rubber orders until we see you, as Lycomings and Keystones are the best.

REEDER BROS. SHOE CO.
GRAND RAPIDS.



CHAS. A COYE

Manufacturer of

**Tents, Awnings,
Horse, Wagons and
Binder Covers.**

Send for prices.

11 PEARL STREET,

GRAND RAPIDS, MICH

"O papa, papa, what shall I do, what shall I do?"

"Pardon me, Miss, he is only stunned. He is badly hurt. Believe me, miss, he is not fatally hurt." Only a frightened voice replied:

"O papa, speak to me! It's Madge, your Madge." The eyes of the old man open wearily, and he tries to smile, but swoons again. Running to the river, Joe fills his hat with water and bathes the old man's white face, washing away the dirt and blood from the forehead, showing an ugly cut made by a stone on which he had fallen.

Picking up the unconscious form, he bears it in his arms to the bank and lays it softly down.

Soon the eyes open again, and his weak voice speaks so low, Joe can but catch the words as he bends closely over him. "Madge, dear, I'm all right. Can you get a doctor?"

She cast a despairing glance at Joe, who immediately said:

"Miss, he's all right for a time. You stay here, and I'll ride for a doctor."

Another instant and he was gone, his wheel flashing back the last rays of the sun as he whirled towards the town.

* * *

It is June again.

Up the street comes the drummer, but this time he has no sample case for a companion.

In front of a snug cottage set back from the road in a grove of pine trees, he stops a moment, and with a hand on the gate pauses to watch a charming group at the porch of the old house.

A pretty girl is bending over a gray head that is raised so its eyes can look into the bright face over it.

A worn old hand fondly caresses a dimpled white one. The warm kiss that is fondly pressed on the old lips brings a smile of contentment on the scarred face.

Joe is inside the gate now.

A little happy cry of welcome; soft arms are around his neck, loving lips meet his, and a happy wife says:

"Papa, Joe is home again."

RUSSELL GARDNER.

How to Influence Business in Hot Weather.

From Shoe and Leather Facts.

Because the warm season is upon us is no reason why every business man should not continue to make an effort to keep up his trade to a fair volume. Of course, it is to be expected that there will not be that freedom of buying and general activity that should materialize with the opening of the other seasons of the year. A great many tradesmen, however, do not secure their full share of what business there is at this season, simply because they do not put forth the amount of effort that, in these days of strong competition, is necessary at any time in order to secure proper recognition.

It is one of the curious features of human nature, too, that a great many people are eternally seeking for and finding excuses why the present is not opportune for any great activity in business. In winter it is too cold, and in summer too hot; prices are either too high or too low; money is too scarce and credit too shaky, and so on to the end of a long chapter of reasons which they deem sufficient to warrant their letting opportunities slip. The man whose stock consisted of overcoats, overshoes, fans and lemonade was not so ignorant, after all, as were some of his critics, who found great delight in pointing out the incongruous mixture. Are there not a good many retailers of shoes, for example, who do a better business in the winter than in the summer, simply because they have studied more thoroughly the requisites for the successful

drawing and retaining of winter trade? They are like the physician who, finding one of his patients very low with a fever, gave him a prescription which threw him into fits. Then, rubbing his hands gleefully, he said: "Now I can speedily handle the case, for I am an expert on fits." So, if it were always summer or always winter, some merchants would be immensely successful; but they seem to lack that quality of adaptability which is necessary for the changing seasons. What they make in winter they lose in summer, or conversely.

As we have before taken occasion to mention, it is well enough to try to keep cool during the heated term, but often one of the best ways to do that is to look after a successful business. Do not get into the wrong groove, because, besides the loss immediately entailed, it often takes months to get back into the proper selling groove again.

Integrity in Business.

From Shoe and Leather Facts.

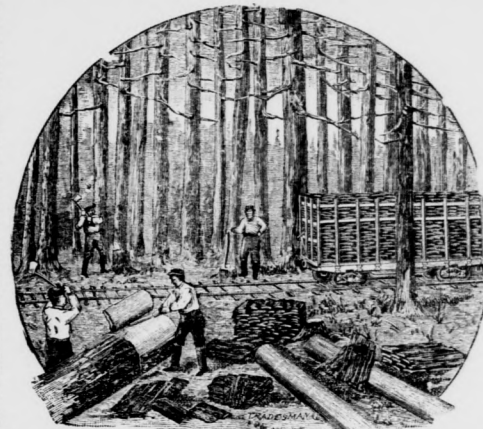
One of our contemporaries recently called attention to a subject of more than passing importance. It stated that among the hindrances to a rapid return of commercial wealth and strength is the deplorable fact that debt is no longer regarded with the same feeling of dread it once was. That there has been too much of a willingness to go into business with other men's money there is no doubt. So long as business prosperity and the borrowed capital furnished rich returns, borrower and lender were well satisfied. With the changed conditions, however, and the panic, which was long protracted, capital has been crippled and the borrower embarrassed, and while both move painfully from the appalling wreck, the man whose business and borrowed money have been swept away, under cover of hopeless failure, often declares himself free from all responsibility and repudiates the debt.

There is much said these days of new methods in business, of not being a back number and of keeping up with the times, but there are some sterling qualities which know no fashion and which are hampered by no changed method. Integrity is one of these. It is the basis of every business transaction. Its word is as good as its bond—it is its bond—and whatever tends to lessen or in any way to destroy that integrity is a harm. It was true in the old and slow days—it is true now. In no way can business regain its old prosperity so quickly and so surely as for every debtor to fully realize the obligation imposed upon him by his indebtedness. Business can never be on a healthy basis so long as there is so great a number of settlements on a basis ranging from ten to fifty per cent. on the dollar as there have been.

That there are many cases where the debtor undoubtedly does his full duty when he pays but a fraction of his obligation, there can be no doubt. It is usually not difficult to single out such, and they receive what they are justly entitled to—the consideration and sympathy of their fellow tradesmen. They do not come under the category made up of those to whom we have referred.

Instruct Your Salesmen.

Many errors committed by salesmen are due to lack of instruction. Employers set them at work, and expect them to learn for themselves. That is both unwise and unjust. It is risking too much, in the first place. Ignorance is costly. For his own protection the merchant should instruct and coach the boys diligently, training them in qualities and customary designations of all classes of goods, in the system to be pursued in showing them, and in the good manners to be exemplified toward customers. In too many stores the in-comer is treated by word or manner as if he were asking a favor. At least, there is a total absence of that deference and seemingly sincere desire to show what he wants, rather than to thrust upon him what the shopkeeper wants to sell.



Michigan Bark & Lumber Co.

Grand Rapids, Mich.

508, 509 and 510
Widdlecomb Bld.

N. B. CLARK,
Pres.
W. D. WADE,
Vice Pres.
C. U. CLARK,
Sec'y and Treas.

We are now ready to
make contracts for bark
for the season of 1906.

Correspondence Solicited.



We Pay HIGHEST MARKET PRICES in SPOT CASH and Measure Bark When Loaded.
Correspondence Solicited.

Send in your orders now for your

FISHING OUTFIT

We have a full line of

Mackintoshes, Wading
Pants and Boots and
Rubber Goods of all kinds.

We would also remind you that the dealer who places his orders early for his fall stock of Rubber Boots and Shoes, Felt Boots and Sox, will have them when the wearer wants them. We guarantee prices. Ask for price list.

STUDLEY & BARCLAY.

4 Monroe St.

Grand Rapids.



BOSTON

RUBBERS

All Sizes and
Widths

Exclusive Rubber
House of

W. A. McGRAW
& CO., DETROIT, MICH.

Why Are Some Men More Successful in Business than Others?

This fact in human experience has been variously accounted for, the subject being a wide one. Thus, gifts or accomplishments which lead to success in one direction may act as hindrances in another. To be successful in some lines it will be to one's advantage to be born a fighter. That is to say, he must be aggressive, always on the alert to stand up for his interests, rather than literally to love his neighbor as himself. The question under review is not considered on its merits from a moral standpoint, but strictly in its practical bearings. Many successful men who have amassed wealth have done so because every other consideration was made to yield to the one of making money. It may be that they have become more grasping and unscrupulous in proportion as they felt the sense of power which large possessions are apt to give. It is conceded that A. T. Stewart, John Jacob Astor, Cornelius Vanderbilt, of a past generation, and Jay Gould, of the present, developed a genius for money-making, from better or meaner motives. We know of some men whose fortunes have been amassed by money lending on real estate, which property became theirs through foreclosure, because the borrower could pay neither principal nor interest; others we know who disclaimed this right, although legally warranted to put it in execution. This, however, does not bear directly on our main question.

Some men are excellent salesmen, either because they have a glib tongue to throw a glamor over the desirability of their wares, or because of personal magnetism in making the customer like to deal with such a man in spite of himself. A degree of this faculty often makes up for deficiencies, intellectual or otherwise, on the part of the salesman. Many are successful because their goods are desirable, low in price as those of competitors and popular in those times. Some men have a trick of holding certain customers against all competition, from the feeling of obligation, either by occasionally getting them bargains or in some way or other creating the impression that it is the buyer's interest to keep in with this seller. Many a salesman loses his trade by changing to an inferior house on the temptation of a larger salary; as if the traveler necessarily owned his connection and could take it with him to the new house represented. Some men are popular because they have imparted useful ideas to their customers, thereby helping them, to some extent, to make sales. Habitual cheerfulness and a habit of telling one good anecdote each time they meet have had a wonderful influence in drawing an order out of a buyer after his protestations of being unable to grant a single line. Croakers or those who habitually look on the gloomy side of things are likely to give up in despair because nowhere made welcome. No merchant needs to be told too often about hard times or commercial stagnation. Some men succeed because they are known to adhere to the truth always; they never represent a thing different from what it is; at the same time they secure confidence by anticipating the wants of the buyer, making it appear that this is the prime object. Some men become failures because they treat a buyer as if he did not know anything, or as if he had no rights of choice. A customer may be lost by allowing him to find out the merchant does not know enough about his business. While some buyers are wide-awake enough to make their own selection every time, more are willing to be set right if the seller is able to present an alternative. In the latter case the buyer is helped toward the selection, although ostensibly it was conceded he had used the right of choice. Knowledge of human nature is a most important factor in the art of selling goods. Respectful attention and promptitude will often make up for the lack of other faculties, in any calling. To be always on time at one's post is a good reputation for anyone serving the public. The boy never late at school bids

fair to win favor by promptness in after life. Some young merchants have scored a success by sending an immediate reply to an order they were unable to fill, suggesting where it might be filled. This kind of alertness (especially in wholesale) is sure to be appreciated, implying a sense of obligation. Owning a useful patent has created many a fortune. Certain houses get a large share of business by making reasonable concessions in cases of emergency or distress. The man who acts a dishonest part is soon found out; the strain to reputation may outlive him. A clean record is the best recommendation to a renewal of credit after it has once been lost. Heavy expenses cause many a merchant to lose credit and the confidence of friends. They may have come from extravagant habits of living, or from an over-ambitious spirit, as if to astonish the world by this semblance of success. Some men can work well in a subordinate position, but could never succeed as the responsible head. Over-sensitive natures often break down, and such persons die before their time because unequal to the strain of responsibility involving such care and worry. Stolid indifference has sometimes been utilized to good purpose, since it often passes for stability of character, inspiring a degree of confidence on the part of creditor and customer. Verily, "The race is not always to the swift nor the battle to the strong." The man may count himself fortunate, in any sphere of life, who has found his proper niche. Many a good man never finds it, but becomes a waif, as it were, on the billows of so-called fate. In not a few instances this is the result of parental preference misplaced. Many a boy has been obliged to learn a profession who would have shone as a business man, and vice versa. A more prudent course would have been to test the boyish preference for trade or profession; also to watch the bent of aptitude. The origin of most commercial failures may be set down either as insufficient capital or the giving of too much credit. While in places remote from business centers it may be easy to get a handsome profit, the crying evil of our time is that so many fall into the temptation to sell without adequate profit. This touches on another topic—one of supreme importance, viz., Commercial demoralization, its cause and dire results. We are assured, "There is a tide in the affairs of men which, taken at its flood, leads on to fortune." "There is no royal road to learning; neither can any one path be outlined which leads to inevitable success.—Commercial Journal.

Heed the Moral Contained.

An exchange lately published a story which runs somewhat like this: A woman entered a grocery store in a country town and asked a salesman in attendance to send her a bushel of "them pertaters." The salesman said he would forward a bushel of "those potatoes," with an emphasis upon the words which displeased the fair customer, who afterward spoke of the occurrence to the proprietor, who hesitated whether to discharge the clerk or reprimand him. He took the latter course, however, and informed the clerk that he did not employ him to teach grammar but to sell goods. Before long he noticed that almost everybody who came in wanted to be waited on by that particular clerk. One day a colored woman came in and made several purchases, and proceeded to sum them up as follows: "Two pounds of blueing at 9 cents makes 15 cents; 6 pounds of soap at 7½ cents makes 40 cents, and 12 yards of clothesline at 2½ cents a yard makes 24 cents." The clerk accepted the amount without comment, whereupon the proprietor, who was standing near, said: "Here, that isn't right!" "Of course it isn't," replied the clerk, "but you told me that I was put here to sell goods and not to educate the customers, and I obeyed your instructions." Notwithstanding its seeming absurdity, a good moral can be drawn from this anecdote. Do not require those in your employ to be mere machines and expect good results.

The Stimpson Computing Scale

Declared Honest by the Court and all dealers and their customers.



Nothing is more important to the retail Grocer than a perfect scale. Why waste time and increase liability of mistakes by using a complicated scale that must be adjusted with absolute accuracy to every change in price and which at best only gives one-half the information sought?

The Stimpson gives both weight and value by the movement of one poise without adjustment of any kind.

Customers prefer to trade with grocers using the Stimpson Scale, which gives pounds and ounces as well as money value.

L. O. Barber.
C. B. Crow.

BARBER & CROW.

Fruits, Groceries and
Farm Produce.
LOWELL, Mich., March 16, 1896.

Gentlemen: After using the Stimpson Computing Scale for two months we are pleased to say that we are perfectly satisfied with them and no money could take them off our counter. They are saving money for us every day.
BARBER & CROW.

Write for circular giving full particulars.

STIMPSON COMPUTING SCALE CO.,
TECUMSEH, MICH.

Why not include in your order this week, some or all of the following lines of goods:

Worcester Salt Ideal Cheese
Brooms
5th Ave. Coffee Salmon Steaks

Sixty million pounds of Worcester Salt were consumed last year in the United States alone. It has become a household word from Maine to the Rocky Mountains. Cheap and Imitation goods may flourish for a short time, but genuine merit is sure to win in the long run.

We are receiving large shipments of New Full Cream Cheese from our Ideal Factory. Ideal cheese has no superior, and but few equals.

Add a 50 lb. can of our bulk Coffee to your order. We have all grades, and we positively guarantee satisfaction. We handle O'Donohue's full line.

We have made a leader of Brooms. Ask your neighbor. Do you meet any manufacturers who want to make them for you at our prices?

This is the season for canned salmon. Kinney's Salmon Steaks will draw trade. They are very fine; all middle cuts. We are agents for them.

I. M. Clark Grocery Co.,
Grand Rapids.

Commercial Travelers

Michigan Knights of the Grip.

President, S. E. SYMONS, Saginaw; Secretary, Geo. F. OWEN, Grand Rapids; Treasurer, J. J. Frost, Lansing.

Michigan Commercial Travelers' Association.
President, J. F. COOPER, Detroit; Secretary and Treasurer, D. MORRIS, Detroit.

United Commercial Travelers of Michigan.
Chancellor, H. U. MARKS, Detroit; Secretary, EDWIN HUDSON, Flint; Treasurer, Geo. A. REYNOLDS, Saginaw.

Michigan Division, T. P. A.

President, Geo. F. OWEN, Grand Rapids; Secretary and Treasurer, Jas. B. McINNES, Grand Rapids.

Meeting of the Board of Directors, Michigan Knights of the Grip.

At the regular quarterly meeting of the Board of Directors, Michigan Knights of the Grip, held at the Hudson House, Lansing, Saturday, June 6, all were present except Director Peake, who was detained by important business duties.

The following communication from H. P. Dearing was accepted and placed on file:

Chicago, April 16—I had some correspondence with you and Mr. Jacklin in reference to the membership of my late brother, Van Dearing, in the Michigan Knights of the Grip, and the question as to notices of assessments sent to him, etc. At first I was considerably puzzled to know why I did not find any evidence of his having received such notices, but on Tuesday, April 14, I was at my mother's residence in Sandstone and, in looking through her effects (my mother had died April 11), I found in that house, tucked up in a secure place, the notices received from you, the last being dated August 22, and which, it appears, my poor brother, in his peculiar mental condition, had hidden, the same as he had some other correspondence, instead of turning it over to me. I simply make this statement, as I had previously maintained that I did not think he had ever received the notices. It is a great pity, of course, that I could not have realized his condition and discovered these notices before it was too late, but, as a matter of fact, I did not, nor did any of us dream that he was in the peculiar condition in which he appears to have been.

Secretary Owen presented his financial report, showing total receipts for the quarter of \$121 in the general fund and \$232 in the death fund, making a total of \$353, for which he held the Treasurer's receipt. The report was approved by the Finance Committee, adopted and placed on file.

Treasurer Frost reported a balance of \$403.37 and outstanding checks of \$564.32, making a total of \$967.69. The report was accompanied with a statement from the City National Bank of Lansing, showing that the books of the Bank corroborated Mr. Frost's report. Accepted and adopted.

There being less than \$500 in the death fund, the Board ordered the Secretary to issue assessment No. 2 for 180¢, payable on or before July 15.

J. J. Frost, who was appointed a committee of one to adjust the claim of W. S. Cooper against Fred Kohl, of Quincy, reported that he had been unable to effect a settlement and that Mr. Kohl positively declined to give any reason why he would not adjust the matter in man fashion. The following resolution was thereupon adopted:

Whereas, W. S. Cooper, a member of our Association in good standing, has furnished satisfactory proofs that he lost a coat at the Quincy House, owned and run by Fred Kohl; and

Whereas, Said Fred Kohl has made statements reflecting on the good name of W. S. Cooper; and

Whereas, Said Fred Kohl refuses to settle for coat or retract said statements; therefore be it

Resolved, For the protection of their property and their good name, the Board of Directors would recommend that members of the Michigan Knights of the Grip patronize some other hotel when they visit Quincy.

On motion, the President appointed F. M. Tyler, F. R. Streat and Jas. F. Hammell a special Committee on Constitution and By-Laws to report at the annual meeting.

Notice of the death of W. G. Hazelrigg, of Detroit, was received and the claim ordered paid as soon as proofs of death were accepted by the Board.

The following bills were properly audited by the Finance Committee and the Treasurer was instructed to draw orders for the amounts:

Tradesman Company, stationery.....	\$10 50
Geo. F. Owen, salary account.....	41 55
J. J. Frost, salary account.....	7 06
S. E. Symons, attendance board meeting.....	5 66
Geo. F. Owen, attendance board meeting.....	4 10
F. M. Tyler, attendance board meeting.....	4 00
John R. Wood, attendance board meeting.....	5 02
F. R. Streat, attendance board meeting.....	3 60
B. D. Palmer, attendance board meeting.....	4 56
Geo. F. Owen, for receipt issued.....	2 00

On motion, a warrant was ordered drawn in favor of Sarah A. Zink, as beneficiary of the late J. B. Zink, for the sum of \$500.

Geo. F. Owen presented a report of his attendance at the meeting of the General Passenger Agents' Association at Chicago, April 23, in the interest of a 5,000 mile interchangeable mileage book. Accepted.

The next order of business being the selection of the next place of meeting, an urgent invitation was received from James Monroe, Mayor of Kalamazoo, to hold the next annual convention in that city. The invitation was accompanied by a cordial appeal from John A. Hoffman, a prominent member of the Kalamazoo Post.

Director Wood moved that the invitation received from Detroit at the previous meeting of the Board be accepted. The motion was supported by Director Streat, whereupon Director Tyler moved as an amendment that the next meeting be held at Kalamazoo. The amendment was supported by Director Hammell and the vote resulted in a tie—three votes for each place—whereupon President Symons cast the deciding vote in favor of Detroit, and the Secretary was instructed to call the convention for Tuesday and Wednesday, December 29 and 30.

Director Tyler moved that it be the sense of the Board that at all future conventions and meetings of the Association no speaker be invited other than traveling men, manufacturers, jobbers and employers of traveling men. Adopted.

The President and Secretary were authorized to contract with G. W. Lambkin, of Chicago, to compile and publish a book setting forth the material advantages of Michigan, in consideration of the publisher's turning over 25 per cent. of the gross proceeds to the organization. Treasurer Frost was designated to receive all checks and other remittances, retaining 25 per cent. thereof for the Michigan Knights of the Grip and turning the balance over to the contracting party above referred to.

The meeting then adjourned until September 5.

Traveling Men Invited to Cedar Springs.

Cedar Springs, June 8—The business men of Cedar Springs have decided to hold an old-fashioned Fourth of July celebration, and the merchants have decided to extend an invitation to the Grand Rapids traveling men to visit Cedar Springs in a body. The boys can leave the city at 2:10 p. m., reaching Cedar Springs at 3:03 and returning home at 4:24 or 10:09. Special races and other interesting features will be provided for the traveling men, and everything possible will be done to render their stay in town pleasant to all concerned. We don't propose to go into the boycotting business—that is a species of tyranny which we are willing the trades unions should monopolize to their hearts' content—but we have "passed it around" that those traveling men who come and see us on the Fourth will not go out of town without good orders on their next trip around.

CEDAR SPRINGS MERCHANTS.

The Dodge Club cigar is sold by F. E. Bushman, Kalamazoo.

Appeal for Assistance.

Geo. F. Owen, Secretary of the Michigan Knights of the Grip, has received the following letter:

Chicago, May 27—The writer was formerly a member of your order, but, owing to severe sickness and the death of wife and children, became hard up and fell back in his dues. Sept. 7, 1894, I was stricken with paralysis and have used up every dollar I had in endeavoring to effect a cure, and I am now pronounced incurable. I wish to get into the Home for Incurables, but need some little money. Therefore, I appeal to the traveling men for a small contribution, and ask you to give my case all the publicity you can and take charge of any money that may be raised for me.

I have the assurance of the proper officials that a chain of letters soliciting aid from the traveling men will not be interfered with; and if you can send me a dime and write three letters to three traveling men, asking them to each send a dime and push it along, I hope, by that means, to raise enough to keep me out of the poorhouse and enable me to get into the institution I mentioned, where I may be made comfortable for the remainder of my life. I can refer you to the German Hospital of Chicago, that my condition is as I represent it to be. I traveled out of Chicago for fourteen years.

ROBT. E. LUETKE.

Owing to press of business duties, Mr. Owen is unable to give the appeal personal attention at this time, but has kindly volunteered to act as custodian for any sums which may be sent him by those who would like to assist Mr. Luetke in securing an entrance to the Home for Incurables. Contributions can be sent to the Tradesman or to Mr. Owen direct, and in either case will be properly acknowledged through the columns of the Tradesman.

Gripsack Brigade.

Have your ear always attuned to business.

Bustling on the road wastes time, while hustling gets there.

T. J. Lucas, formerly engaged in the retail shoe business, is now on the road for Wilhelm & Co.

The firm who refuses to recognize the services of an efficient traveling representative is doing itself an injustice.

It is currently reported that Marshall D. Elgin (Musselman Grocer Co.) is seriously contemplating the adoption of the profession made famous by the late Mr. Worth, of Paris.

The appreciative firm believes in reciprocity and is aware of the fact that it's a good investment to pay the traveling salesman what his services are actually worth. "Poor pay, poor preach," said the country parson. Poor pay is what makes the shiftless commercial traveler.

The regular meeting of Post E, Michigan Knights of the Grip, will be held at Sweet's Hotel, Saturday evening, at which time the date and location of the annual picnic will be decided upon. Some of the boys are in favor of holding the picnic at John Ball Park, while others favor Cascade Springs. A full attendance is requested.

The commercial traveler is sent out to solicit trade for the firm he represents, and hence it takes two to make a bargain—the salesman and his customer—and often it takes these two a long while to come to terms, etc. But when a bargain is made between the two it should stick. There should be no backing out on either side and there should be no clause which will compel one side to keep it and allow the other to break it. That's business.

Frank W. Hadden, who has been identified with H. Leonard & Sons for the past eighteen years, having put in ten consecutive years on the road in Western Michigan, severed his connection with that house June 1, to take a similar position with Geo. W. Wheelock & Co., of South Bend, Ind., dividing the territory of that house with G. C. Adams, who has been traveling in Western Michigan for several years.

The man on the road who hustles only when results are actually in sight is likely to die in the poorhouse. It requires eternal "pegging at it" on your part to make a successful commercial traveler. The fact that you may have won distinction by hard and constant endeavor is no guarantee that you can hold it without constant effort. On the contrary, what you have gained by hard work you will find requires still harder work to retain.

Cutler House in New Hands.

H. D. and F. H. Irish, formerly landlords at the New Livingston Hotel, at Grand Rapids, have leased the Cutler House, at Grand Haven, where they bespeak the cordial co-operation and support of the traveling public. They will conduct the Cutler House as a strictly first class house, giving every detail painstaking attention.

COMMERCIAL HOUSE

Iron Mountain, Mich.

Lighted by Electricity. Heated by Steam.
All modern conveniences.

\$2 PER DAY.

IRA A. BEAN, Prop.

HOTEL BURKE

G. R. & I. Eating House.

CADILLAC, MICH.

All modern conveniences.

C. BURKE, Prop.

W. O. HOLDEN, Mgr.

PUREST BEST
10 CENTS
GREEN SEAL

SELL THESE

CIGARS

and give customers good satisfaction.



CLIFTON HOUSE

Michigan' Popular Hotel.

Remodeled and Refitted Throughout.

Cor. Monroe and Wabash Aves.,
CHICAGO.

Moderate rates and special attention to Detroit and Michigan guests. Located one block from the business center. Come and see us.

GEO. CUMMINGS HOTEL CO.,

Geo. Cummings, Pres.
Geo. Cummings is an Honorary member of the Michigan Knights of the Grip.

Drugs==Chemicals

STATE BOARD OF PHARMACY.

One Year—C. A. BUGBEE, Charlevoix
Two Years—S. E. PARKILL, Owosso
Three Years—F. W. R. PERRY, Detroit
Four Years—A. C. SCHUMACHER, Ann Arbor
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President, C. A. BUGBEE, Charlevoix.
Secretary, F. W. R. PERRY, Detroit.
Treasurer, GEO. GUNDRUM, Ionia.
Coming Meetings—Detroit (Star Island), June 23.
Lansing, November 3.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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F. D. STEVENS, Detroit; H. G. COLMAN, Kalamazoo;
E. T. WEBB, Jackson; D. M. RUSSELL, Grand Rapids.

The Drug Market.

Acetanilid—Quiet and without change.
Acids—Tartaric remains quiet; prices the same. Phosphoric steady and unchanged.
Arsenic—Quiet and unchanged.
Balsams—Copaiba, demand continues good with advance for best qualities. Tolu, situation is easier than indications would seem to warrant last week.
Peru—No demand. Canada fir, quiet.
Beans—Vanilla, the prospects of increased demand are being realized and the outlook is for still higher prices.
Cacao Butter—Quiet and prices steady.
Caffeine—Demand light and quotations the same.
Cascara—Sagrada—Quiet but with prices maintained.
Cassia Buds—Prices steady with continued good demand.
Castor Oil—Prices have been reduced somewhat, to meet foreign competition.
Cinchona—Prices have advanced on account of increasing scarcity.
Cocaine Muriate—Quiet, quotations unchanged.
Cod Liver Oil—Quiet with only jobbing demand.
Colocynth Apples—Demand small, prices nominally the same.
Cream Tartar—Quiet at former prices.
Cubeb Berries—Demand moderate, with steady values.
Cuttle Fish Bone—Prices firm, with good demand.
Essential Oils—A reduction has been made by the manufacturers affecting most lines. These include bergamot, bitter almond, cajepot, lemon, peppermint, rose, rosemary, spearmint, tansy, wintergreen and wormwood.
Flowers—American saffron, continued weakness has resulted in a decline in price and the prospect of further supplies is unfavorable to maintaining quotations. Arnica is without change and German camomile scarce and firm.
Glycerine—Slightly improved, but quiet.
Gums—Cape aloes have advanced slightly. Camphor, the decline of last week has been followed by very small demand.
Leaves—Buchu senna continue in good demand and prices are firm.
Lycopodium—Strong, good demand.
Menthol—Quiet and prices still declining.
Morphine—Quiet and prices unchanged.
Opium—The dullness has resulted in a decline in prices.
Potash, Cyanide—Competition has resulted in a break in prices.
Quicksilver—Weaker with lower prices.
Quinine—Demand has improved and the outlook is more favorable, but quotations remain the same.

Roots—Jamaica ginger continues firm and strong on account of declining stocks. Mexican sarsaparilla continues strong.

Seeds—Continue slow with little change in prices.

Some Famous Tea-Drinkers.

The noted lexicographer, Samuel Johnson, LL.D., was a man whose only safety from injury through alcohol was by a policy of total abstinence, from which he at times relaxed. His tendency to excess is indicated by his describing himself, in 1757, when editing Shakespeare, as "a hardened and shameless tea-drinker, who has for twenty years diluted his meals with only the infusion of this fascinating plant; whose kettle has scarcely time to cool; who with tea amuses the evening, with tea solaces the midnight, and with tea welcomes the morning." From which we infer that the habit was formed in 1739, possibly when with Garrick he visited London, where he became a slave to tea, as he would have been the slave of wine had he not possessed the strength of character to resist the temptation to use it, which came frequently and to which he at times yielded, seldom indulging to excess. In his diary he claimed that he never felt the least inconvenience from it, but this was the tea-lover's excuse, probably, for over-indulgence, as his rest at night was bad.

Boswell was of the opinion that "no person ever enjoyed with more relish the infusion of that fragrant leaf than Johnson," in spite of Johnson's statement to Jonas Hanway: "I allowed tea to be a barren superfluity, neither medicinal nor nutritious, that neither supplied strength nor cheerfulness, neither relieved weariness, nor exhilarated sorrow." At a sitting with Sir Joshua Reynolds he drained a dozen cups, while Mrs. John Scott was fond of telling that she had herself helped Dr. Johnson one evening to fifteen cups of tea. It is related (Northcote's "Reynolds," i., 81) that at Dunvegan, Lady Macleod, having poured out for Dr. Johnson sixteen cups of tea, asked him if a small basin would not save him trouble and be more agreeable. "I wonder, madam," answered he, roughly, "why all the ladies ask me such questions. It is to save yourselves trouble, madam, and not me." The lady was silent and resumed her task. Dr. Johnson's frequent night interviews with Miss Williams were closed over a cup of tea, no matter how late the hour.

Mixed Metaphors.

During an exciting debate in the House of Representatives the members sometimes indulge in mixed metaphors. A member, referring to one of his colleagues, said: "The gentleman, like a mousing owl, is always putting in his oar where it is not wanted." In another speech occurred this expression: "The iron heel of stern necessity darkens every hearthstone." And another member, in a very forcible and dramatic manner, asked the house this question: "Would you stamp out the last flickering embers of a life that is fast ebbing away?"

Overproduction of currants has upset Greece's finances. The world's consumption is about 130,000 tons. When only this amount is raised, the crop sells for about \$10,000,000, while a crop of 170,000 tons sells for only \$5,000,000. France's demand for the grapes some years ago led to planting new vineyards, the acreage having doubled in fifteen years, but the improvement in the French vintage and heavy import duties have closed that market. Half the crop goes to England.

The Dodge Club cigar is sold by F. E. Bushman, Kalamazoo.

PECK'S HEADACHE..... POWDERS

Pay the Best Profit. Order from your jobber

The Etiquette of Gum Chewing.

More properly speaking there are certain rules, not etiquette as some would have it, to be observed in abstracting the sweetness and reducing the obstinacy of a stick of gum. In the first place one should have an object in view. It is more than probable that chewing gum merely to keep the jaws in operation will not produce any marked benefits. If one is troubled with disordered stomach, however, the right kind of gum will not only correct the trouble, but keep the breath from becoming offensive. There is but one gum made that is really meritorious as a medicinal gum, and that is Farnam's Celery & Pepsin. Mr. J. F. Farnam of Kalamazoo, Mich., is the most extensive grower of celery in the world, and his knowledge of that toothsome plant has been turned to account in the form of the pure essence of celery which he has incorporated with pure pepsin into chewing gum. Celery is a splendid nerve remedy and pepsin is equally valuable for stomach disorders. To use this gum regularly after meals there can be no question as to the ultimate recovery from indigestion or any other form of stomach trouble. Druggists and dealers generally are finding a ready demand. The trade is supplied by all good jobbers.

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Acidum Aceticum..... 80¢ 10 Benzoicum, German 75¢ 80 Boracic..... 15 Citricum..... 40 Citricum..... 40 Hydrochlor..... 30 Nitrosum..... 80 Oxalicum..... 10 Phosphoricum, dil. 15 Salicylicum..... 55 Sulphuricum..... 13 Tannicum..... 14 Tartaricum..... 38	Conium Mac..... 35 Copaiba..... 90 Cubebae..... 150 Exechthitis..... 120 Erigeron..... 120 Gaultheria..... 150 Geranium, ounce..... 75 Gossypii, Sem. gal. 50 Hedera..... 125 Juniper..... 150 Lavandula..... 90 Limonis..... 130 Mentha Piper..... 225 Mentha Verid..... 265 Morrhuca, gal..... 200 Myrica, ounce..... 75 Olive..... 75 Picea Liquida..... 100 Picea Liquida, gal. 100 Ricina..... 91 Rosmarini..... 10 Rosae, ounce..... 65 Succini..... 40 Sabina..... 90 Santal..... 250 Sassafras..... 50 Sinapis, ess., ounce. 125 Tiglli..... 125 Thyme..... 40 Thyme, opt..... 1 Theobromas..... 15
Ammonia Aqua, 16 deg..... 40 Aqua, 20 deg..... 60 Carbonas..... 12 Chloridum..... 12	Tinctures Aconitum Napellis R 60 Aconitum Napellis F 50 Aloes..... 60 Aloes and Myrrh..... 60 Arnica..... 50 Assafoetida..... 50 Atropine Belladonna. 50 Auranti Cortex..... 50 Benzoin..... 50 Benzoin Co..... 50 Barosma..... 50 Cantharides..... 75 Capsicum..... 75 Cardamon..... 75 Cardamon Co..... 75 Castor..... 100 Catechu..... 50 Cinchona..... 50 Cinchona Co..... 50 Columba..... 50 Cubeba..... 50 Cassia Acutifol..... 50 Cassia Acutifol Co. 50 Digitalis..... 50 Ergot..... 50 Ferri Chloridum..... 35 Gentian..... 50 Gentian Co..... 60 Guaiaca..... 50 Guaiaca ammon..... 50 Hyoscyamus..... 75 Iodine..... 75 Iodine, colorless..... 50 Lobelia..... 50 Myrrh..... 50 Nux Vomica..... 50 Opil..... 75 Opil, camphorated..... 50 Opil, deodorized..... 50 Quassia..... 50 Rhatany..... 50 Rhei..... 50 Sanguinaria..... 50 Serpentina..... 50 Stomoniolum..... 60 Tolutan..... 60 Valerian..... 50 Veratrum Veride..... 50 Zingiber..... 20
Aniline Black..... 200 Brown..... 80 Red..... 45 Yellow..... 250	Potassium Bi-Barb..... 15 Bichromate..... 13 Bromide..... 48 Carb..... 12 Chlorate, po. 17@19c 16 Cyanide..... 50 Iodide..... 200 Potassa, Bitart, pure 30 Potassa, Bitart, com 15 Potassa Nitras, opt. 80 Potassa Nitras..... 70 Prussiate..... 25 Sulphate po. 15, gr'd 15
Bacca Cubebae..... po. 18 Juniperus..... 6 Xanthoxylum..... 25	Radix Aconitum..... 20 Althae..... 22 Anchusa..... 12 Arum po..... 12 Calamus..... 20 Gentiana..... po. 15 Glycyrrhiza, pv. 15 Hydrastis Can. po. 15 Hellebore, Alba, po. 15 Inula, po..... 15 Ipecac, po..... 15 Iris plox..... po. 35@38 Jalapa, pr..... 40 Maranta, 1/4s..... 40 Podophyllum, po. 15 Rhei..... 75 Rhei, cut..... 125 Rhei, pv..... 75 Spigelia..... 35 Sanguinaria, po. 15 Serpentina..... 30 Senega..... 55 Similax, officinalis H 40 Smilax, M..... 40 Scilla..... po. 35 Symplocarpus, Foeti- dus, po..... 25 Valeriana, Eng. po. 30 Valeriana, German. 15 Zingiber a..... 12 Zingiber j..... 23
Balsamum Copaiba..... 45 Peru..... 40 Terabin, Canada..... 40 Tolutan..... 75	Miscellaneous Ether, Spts. Nit. 3 F 30 Ether, Spts. Nit. 4 F 34 Alumen..... 24 Alumen, gro'd. po. 7 30 Annatto..... 40 Antimony, po..... 40 Antimony et Potass T 50 Antipyrin..... 14 Antifebrin..... 15 Argenti Nitras, oz 55 Arsenicum..... 10 Balm Gilead Bud..... 38 Bismuth S. N..... 100 Calcium Chlor., 1s..... 9 Calcium Chlor., 1/4s 10 Calcium Chlor., 1/4s 12 Cantharides, Rus. po 75 Capsici Fructus, af..... 1 Capsici Fructus, po. 15 Capsici Fructus, B. po 15 Caryophyllus, po. 15 10 Carmine, No. 40..... 37 Cera Alba, S. & F..... 50 Cera Flava..... 40 Coccus..... 40 Cassia Fructus..... 25 Centaria..... 10 Cetaceum..... 45 Chloroform..... 60 Chloroform, squibbs 63 Chloral Hyd Crst..... 115 Chondrus..... 20 Cinchonidine, P. & W 15 Cinchonidine, Germ 7 Cocaine..... 530 Corks, list, dis. pr. ct. 65 Creosotum..... 12 Creta..... bbl. 75 Creta, prep..... 2 Creta, precip..... 11 Creta, Rubra..... 8 Crocus..... 50 Cubebe..... 24 Cupri Sulph..... 10 Dextrine..... 75 Ether Sulph..... 75 Emery, all numbers..... 8 Emery, po..... 6 Ergota..... po. 40 Flake White..... 12 Galla..... 23 Gambier..... 9 Gelatin, Cooper..... 80 Gelatin, French..... 30 Glassware, flint, box 60 Less than box..... 12 Glue, brown..... 13 Glue, white..... 19 Glycerina..... 19 Grana Paradisi..... 15 Humulus..... 25 Hydrag Chlor Mite..... 75 Hydrag Chlor Cor..... 65 Hydrag Ox Rub'm..... 85 Hydrag Ammoniat..... 95 Hydrag Unguentum..... 45 Hydragrym..... 60 Ichthyobolla, Am..... 125 Indigo..... 75 Iodine, Resubi..... 380 Iodoform..... 40 Lupulin..... 225 Lycopodium..... 60 Macis..... 65 Liquor Arsen et Hy- drag Iod..... 27 Liquor Potass Arsin..... 10 Magnesia, Sulph..... 3 Magnesia, Sulph, bbl 14 Mannia, S. F..... 60 Menthol..... 550
Cortex Abies, Canadian..... 18 Cassia..... 12 Cinchona Flava..... 18 Eufomyus atropurp..... 30 Myrica Cerifera, po. 20 Prunus Virgin..... 10 Quillaja, gr'd..... 12 Sassafras..... 15 Ulmus..... po. 15, gr'd 15	Semen Anisum..... po. 20 Apium (gravelons) 14 Bird, 1s..... 40 Cardui..... po. 18 Cardamon..... 100 Coriandrum..... 80 Cannabis Sativa..... 34 Cydonium..... 75 Chenopodium..... 100 Dipterix Odorate..... 290 Feniculum..... 15 Fennugreek, po..... 6 Lini..... 24 Lini, gr'd..... bbl. 24 Lobelia..... 34 Phalaris Canarian..... 34 Rapa..... 44 Sinapis Albu..... 7 Sinapis Nigra..... 11
Extractum Glycyrrhiza Glabra. 24 Glycyrrhiza, po..... 28 Haematox, 15 lb box. 11 Haematox, 1s..... 13 Haematox, 1/4s..... 14 Haematox, 1/4s..... 16	Spiritus Frumenti, W. D. Co. 200 Frumenti, D. F. R. 200 Frumenti..... 125 Juniperis Co. O. T. 105 Juniperis Co..... 175 Saacharum N. E..... 190 Spt. Vini Galli..... 175 Vini Oporto..... 125 Vini Alba..... 125
Flora Arnica..... 12 Anthemis..... 18 Matricaria..... 18	Sponges Florida sheeps' wool carriage..... 250 Nassau sheeps' wool carriage..... 200 Velvet extra sheeps' wool, carriage..... 110 Extra yellow sheeps' wool, carriage..... 85 Grass sheeps' wool, carriage..... 65 Hard, for slate use..... 75 Yellow Reef, for slate use..... 140
Folia Barosma..... 15 Cassia Acutifol, Tin- nevelly..... 18 Cassia Acutifol, Alx. and 1/4s..... 25 Salvia officinalis, 1/4s and 1/4s..... 12 Ura Ursi..... 80	Syrups Acacia..... 50 Auranti Cortes..... 50 Zingiber..... 50 Ipecac..... 60 Ferri Iod..... 50 Rhei Arom..... 50 Smilax Officinalis..... 50 Senega..... 50 Scilla..... 50
Gummi Acacia, 1st picked..... 65 Acacia, 2d picked..... 45 Acacia, 3d picked..... 35 Acacia, sifted sorts. 28 Acacia, po..... 60 Aloe, Barb. po. 20@28 14 Aloe, Cape..... po. 15 Aloe, Socotri..... po. 40 Ammoniac..... 55 Assafoetida..... po. 30 Benzoinum..... 50 Catechu, 1s..... 13 Catechu, 1/4s..... 16 Catechu, 1/4s..... 16 Camphora..... 45 Euphorbium, po. 35 10 Galbanum..... 100 Gamboge po..... 65 Guaiacum..... po. 35 Kino..... po. 3.00 Mastic..... 65 Myrrh..... po. 45 Opil..... po. 3.20@3.40 25 Shellac..... 40 Shellac, bleached..... 40 Tragacanth..... 50	Oleum Absinthium..... 325 Amygdale, Dule..... 300 Amygdale, Amare..... 800 Anisi..... 290 Auranti Cortex..... 230 Bergamli..... 300 Cajuputi..... 70 Caryophylli..... 55 Cedar..... 35 Chenopadi..... 250 Cinnamonil..... 250 Citronella..... 550

Morphia, S.P. & W..... 1 65@ 1 90	Sinapis..... 18	Linseed, boiled..... 42 45
Morphia, S.N.Y. Q. & C. Co..... 1 55@ 1 80	Sinapis, opt..... 30	Neatsfoot, winterstr 65 70
Moschus Canton..... 40	Snuff, Maccaboy, De Voers..... 34	Spirits Turpentine..... 33 40
Myristica, No. 1..... 65@ 80	Soda Boras..... 7	Paints BBL. LB.
Nux Vomica..... po. 20 15@ 18	Soda Boras, po..... 7	Red Venetian..... 13 2 @ 28
Ox Sepia..... 15@ 18	Soda et Potass Tart. 26@ 28	Ochre, yellow Mars. 13 2 @ 4
Pepsin Saac, H. & P. D. Co..... 1 00	Soda, Carb..... 1 1/2@ 2	Ochre, yellow Ber. 13 2 @ 3
Picis Liq. N.N. 1/2 gal. doz..... 2 00	Soda, Bi-Carb..... 3 1/2@ 4	Putty, commercial..... 2 1/2 @ 3
Picis Liq., quarts..... 1 00	Soda, Ash..... 3 1/2@ 4	Putty, strictly pure 2 1/2 @ 3
Pil Hydrag..... po. 80 50	Soda, Sulphas..... 2 60	Vermillion, Prime 13@ 15
Piper Nigra..... po. 22 18	Spts. Cologne..... 50@ 55	Vermillion, English. 70@ 75
Piper Alba..... po. 35 30	Spts. Myrcia Dom..... 2 00	Green, Peninsular..... 15 @ 24
Plix Burgun..... 7	Spts. Vini Rect. bbl. 2 49	Lead, red..... 5 1/2 @ 5 3/4
Plumbi Acet..... 10@ 12	Spts. Vini Rect. 1/2 bbl. 2 54	Lead, white..... 5 1/2 @ 5 3/4
Pulvis Ipecac et Opil 1 10@ 1 20	Spts. Vini Rect. 10 gal 2 57	Whiting, white Span @ 0
Pyrethrum, boxes H. & P. D. Co., doz..... 1 25	Spts. Vini Rect. 5 gal 2 59	Whiting, gilders @ 90
Quassia..... 80	Less 5c gal. cash 10 days.	White, Paris Amer. @ 1 00
Quinia, S. P. & W. 37@ 42	Strychnia, Crystal..... 1 40@ 1 45	Whiting, Paris Eng. @ 1 00
Quinia, S. German..... 30@ 40	Sulphur, Subl..... 2 1/2 @ 3	Universal Prepared. 1 00@ 1 15
Quinia, N.Y..... 35@ 40	Sulphur, Roll..... 2 @ 2 1/2	
Rubia Tincturum..... 14	Tamarinds..... 8 @ 10	
Saccharum Lact..... pv 24@ 26	Terebenth Venice..... 28 @ 30	
Salacin..... 3 00@ 3 10	Theobromae..... 42 @ 45	
Sanguis Draconis..... 40@ 50	Vanilla..... 9 00@ 16 00	
Sapo, W..... 12@ 14	Zinci Sulph..... 7 @ 8	
Sapo, M..... 10@ 12		
Sapo, G..... 15		
Siedlitz Mixture..... 20 @ 22		

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GRAND RAPIDS.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 5 50 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Mica.....70 8 00 Paragon.....55 6 00 BAKING POWDER. Absolute. 1/4 lb cans doz.....45 1/2 lb cans doz.....85 1 lb cans doz.....1 50 Acme. 1/4 lb cans 3 doz.....45 1/2 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk.....10 Dwight's. 1 lb cans per doz case.....1 50 JaXon. 1/4 lb cans 4 doz case.....45 1/2 lb cans 4 doz case.....85 1 lb cans 2 doz case.....1 60 Home. 1/4 lb cans 4 doz case.....35 1/2 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 Our Leader. 1/4 lb cans.....45 1/2 lb cans.....75 1 lb cans.....1 50 BATH BRICK. American.....70 English.....80	COFFEE. Green. Rio. Fair.....18 Good.....19 Prime.....21 Golden.....21 Peaberry.....23 Santos. Fair.....19 Good.....20 Prime.....22 Peaberry.....23 Mexican and Guatamala. Fair.....21 Good.....22 Fancy.....24 Maracaibo. Prime.....23 Milled.....24 Java. Interior.....25 Private Growth.....25 Mandehling.....25 Mocha. Imitation.....25 Arabian.....25 Roasted. Quaker Mocha and Java.....25 Toko Mocha and Java.....25 State House Blend.....25 Package. Arbuckle.....21 30 Jersey.....21 30	COUPON BOOKS.   "Tradesman." \$ 1 books, per 100.....2 00 \$ 2 books, per 100.....2 50 \$ 3 books, per 100.....3 00 \$ 5 books, per 100.....3 00 \$ 10 books, per 100.....4 00 \$ 20 books, per 100.....5 00 "Superior." \$ 1 books, per 100.....2 50 \$ 2 books, per 100.....3 00 \$ 3 books, per 100.....3 50 \$ 5 books, per 100.....5 00 \$ 10 books, per 100.....6 00 \$ 20 books, per 100.....6 00  "Universal." \$ 1 books, per 100.....3 00 \$ 2 books, per 100.....3 50 \$ 3 books, per 100.....4 00 \$ 5 books, per 100.....5 00 \$ 10 books, per 100.....6 00 \$ 20 books, per 100.....7 00 Above prices on coupon books are subject to the following quantity discounts: 200 books or over.....5 per cent 500 books or over.....10 per cent 1000 books or over.....20 per cent Coupon Pass Books. Can be made to represent any denomination from \$10 down. 30 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50 Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC Apples. Sundried.....@ 3/4 Evaporated 50 lb boxes.....@ 6/4 California Fruits. Apricots.....9 @11 Blackberries.....5/4 @ Nectarines.....5/4 @ Peaches.....5 @14 Pears.....8/4 @ Pitted Cherries.....@ 6/4 Prunelles.....@ 6/4 Raspberries.....@ 6/4 California Prunes. 100-120 25 lb boxes.....@ 4/4 90-100 25 lb boxes.....@ 4/4 80-90 25 lb boxes.....@ 5/4 70-80 25 lb boxes.....@ 5/4 60-70 25 lb boxes.....@ 6/4 50-60 25 lb boxes.....@ 6/4 40-50 25 lb boxes.....@ 7/4 30-40 25 lb boxes.....@ 7/4 1/4 cent less in bags Raisins. London Layers.....1 00 @1 25 Loose Muscatels 2 Crown.....3/4 Loose Muscatels 3 Crown.....4 Loose Muscatels 4 Crown.....5 FOREIGN. Currants. Patras bbls.....@ 3/4 Vostizias 50 lb cases.....@ 4 Cleaned, bulk.....@ 5 Cleaned, packages.....@ 5/4 Peel. Citron Leghorn 25 lb bx.....@13 Lemon Leghorn 25 lb bx.....@11 Orange Leghorn 25 lb bx.....@12 Raisins. Sultana 25 lb boxes.....@ 8 Sultana 20 lb boxes.....@ 7 Valencia 30 lb boxes.....@ EGG PRESERVER. Knox's, small size.....4 80 Knox's, large size.....9 00	FARINACEOUS GOODS. Biscuitine. 3 doz. in case, per doz.....1 00 Farina. Bulk.....3 Grits. Walsh-DeRoo Co.'s.....2 00 Hominy. Barrels.....3 25 Flake, 50 lb. drums.....1 50 Lima Beans. Dried.....4 Maccaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Empire.....2 1/2 Chester.....1 1/2 @2 Peas. Green, bu.....90 Split, per lb.....2 1/2 Rolls Oats. Rolled Avena, bbl.....3 00 Rolled Avena, 1/2 bbl.....1 65 Monarch, bbl.....2 60 Monarch, 1/2 bbl.....1 45 Private brands, bbl.....2 40 Private brands, 1/2 bbl.....1 40 Quaker, cases.....3 20 Oven Baked.....3 25 Lakeside.....2 25 Sago. German.....4 East India.....3 1/2 Wheat. Cracked, bulk.....3 24 2 lb packages.....2 40 Fish. Cod. Georges cured.....@ 4/4 Georges genuine.....@ 6 Georges selected.....@ 8/4 Strips or bricks.....6 @ 9 Halibut. Chunks.....13 Strips.....10 Herring. Holland white hoops keg.....55 Holland white hoops bbl.....6 50 Norwegian.....2 30 Round 100 lbs.....1 10 Round 40 lbs.....1 10 Sealed.....10 Mackerel. No. 1 100 lbs.....13 00 No. 1 40 lbs.....1 50 No. 1 10 lbs.....8 00 No. 2 100 lbs.....8 00 No. 2 40 lbs.....3 50 No. 2 10 lbs.....95 Family 90 lbs.....95 Family 10 lbs.....95 Sardines. Russian kegs.....55 Stockfish. No. 1, 100 lb. bales.....10 1/4 No. 2, 100 lb. bales.....8 1/4 Trout. No. 1 100 lbs.....5 50 No. 1 40 lbs.....2 40 No. 1 10 lbs.....70 No. 1 8 lbs.....59 Whitefish. No. 1 No. 2 Fam.....7 25 6 75 2 00 100 lbs.....3 20 3 00 1 10 40 lbs.....88 83 35 10 lbs.....88 83 35 8 lbs.....73 71 31	Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. doz.....75 2 oz.....1 50 4 oz.....1 50 Regular Grade Vanilla. doz.....20 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50 FLY PAPER. Tanglefoot. "Regular" Size. Less than one case, per box.....32 One to five cases, per case.....2 75 Five to ten cases, per case.....2 65 Ten cases, per case.....2 55 "Little" Tanglefoot. Less than one case, per box.....13 One to ten cases, per case.....1 45 Ten cases, per case.....1 40 FURNITURE Cleaner and Polish. Henderson's "Diamond." Half Pint.....1 75 Pint.....3 50 Quart.....5 40 Half Gallon.....7 75 Gallon.....14 40 GELATINE. Knox's sparkling.....1 10 Knox's acidulated.....1 20 GUNPOWDER. Rifle—Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....30 1/2 lb cans.....18 Choke Bore—Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....34 Eagle Duck—Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb cans.....45 HERBS. Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 JELLY. 15 lb pails.....36 17 lb pails.....44 30 lb pails.....66 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT.  Mince meat, 3 doz in case.....2 75 Pie Prep. 3 doz in case.....2 75 PATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 MOLASSES. Blackstrap. Sugar house.....10 @12 Cuba Baking. Porto Rico Prime.....20 Fancy.....30	New Orleans. Fair.....18 Good.....22 Extra good.....24 Choice.....27 Fancy.....30 Half-barrels 3c extra. PICKLES. Medium. Barrels, 1,200 count.....3 60 Half bbls, 600 count.....2 30 Small. Barrels, 2,400 count.....4 75 Half bbls, 1,200 count.....2 88 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob. No. 3.....1 20 POTASH. 48 cans in case. Babbitt's.....4 00 Penna Salt Co.'s.....3 00 RICE. Domestic. Carolina head.....6 1/4 Carolina No. 1.....5 Carolina No. 2.....4 1/4 Broken.....2 1/4 Imported. Japan, No. 1.....5 Japan, No. 2.....4 1/4 Java, No. 1.....4 1/4 Java, No. 2.....4 1/4 Patna.....4 SALERATUS. Packed 60 lbs. in box. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 SAL SODA. Granulated, bbls.....1 10 Granulated, 100 lb cases.....1 50 Lump, bbls.....1 Lump, 145 lb cases.....1 10 SEEDS. Anise.....13 Canary, Smyrna.....8 Caraway.....10 Cardamom, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/4 Mustard, white.....6 1/4 Poppy.....8 Rape.....4 Ruttle Bone.....20 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 SYRUPS. Corn. Barrels.....14 Half bbls.....16 Pure Cane. Fair.....16 Good.....20 Choice.....25 SPICES. Whole Sifted. Allspice.....9 1/4 Cassia, China in mats.....10 Cassia, Batavia in bund.....15 Cassia, Saigon in rolls.....32 Cloves, Ambony.....10 Cloves, Zanzibar.....10 Mace, Batavia.....70 Nutmegs, fancy.....65 Nutmegs, No. 1.....60 Nutmegs, No. 2.....55 Pepper, Singapore, black.....10 Pepper, Singapore, white.....20 Pepper, shot.....16 "Absolute" in 1/4 lb. Packages. Allspice.....75 Cinnamon.....75 Cloves.....75 Ginger, Cochin.....75 Mace.....2 10 Mustard.....75 Nutmegs.....2 10 Pepper, cayenne.....75 Pepper, white.....75 Pepper, black shot.....60 Saigon.....1 50 "Absolute" Butcher's Spices. Wiener and Frankfurter.....16 Pork Sausage.....16 Bologna and Smoked S'ge.....16 Liver S'ge and H'd Cheese.....16
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SALT.

Diamond Crystal.	
Cases, 24 3-lb boxes.....	1 60
Barrels, 1-0 3 lb bags.....	2 75
Butter, 40 7 lb bags.....	2 50
Butter, 56 lb bags.....	65
Butter, 20 14 lb bags.....	3 00
Butter, 280 lb bbls.....	2 50
Common Grades.	
100 3 lb sacks.....	2 60
60 5-lb sacks.....	1 85
28 11-lb sacks.....	1 70

Worcester.

50 4 lb. cartons.....	3 25
115 2 1/2 lb. sacks.....	4 00
60 5 lb. sacks.....	3 75
22 14 lb. sacks.....	3 50
20 10 lb. sacks.....	3 50
28 lb. linen sacks.....	32
56 lb. linen sacks.....	60
Bulk in barrels.....	2 50

Warsaw.

56-lb dairy in drill bags.....	30
28-lb dairy in drill bags.....	15

Ashton.

56 lb dairy in linen sacks.....	60
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Higgins.

56-lb dairy in linen sacks.....	60
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Solar Rock.

56-lb sacks.....	22
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Common Fine.

Saginaw.....	85
Mauistee.....	85

SODA.

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

STARCH.

Diamond.	
64 10c packages.....	5 00
128 5c packages.....	5 00
32 10c and 64 5c packages.....	5 00

Kingsford's Corn.	
20 1-lb packages.....	6 1/2
40 1-lb packages.....	6 1/2

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

Common Corn.	
20-lb boxes.....	5
40-lb boxes.....	4 1/2

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

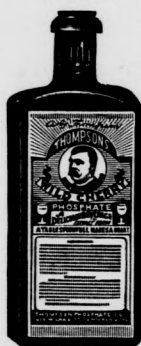
SUMMER BEVERAGES.	
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Wild Cherry Phosphate.

"Little Giant" case, 28-15c bottles.....	2 50
"Money Maker" case, 24-25c and 24-15c bottles.....	5 00
Free with above. Large Bottle, Easel and Advertising Matter.	

Concentrated Extract for Soda	
Fountain, per gal.....	2 00
Root Beer Extract, 3 doz case, \$2 25, per doz.....	75
Acid Phosphate, 8 oz., per doz.....	2 00
Beef, Iron and Wine, pints, per doz.....	3 00



Thompson's Wild Cherry Phosphate "Hummer Case" contains 3 doz. 25c 8 oz bottles, \$5.00. One Big Bottle Free. 24 oz. 50c case, 1 doz. to a case, 4.00. Special Soda Fountain Extract per gal. \$2.00. Big Demonstrator contains 15 doz. 5c size, 1 doz 50c size, 1 jug and fixtures. See add.

TOBACCO.

Cigars.	
G. J. Johnson's brand.....	



S. C. W.....	35 00
H. & P. Drug Co.'s brand.....	
Quintette.....	35 00
Clark Grocery Co.'s brand.....	
New Brick.....	35 00
Michigan Spice Co.'s brand.....	
Absolute.....	35 00

SOAP.

Laundry.	
Gowans & Sons' Brands.	
Crow.....	3 10
German Family.....	2 15
American Grocer 100s.....	3 30
American Grocer 60s.....	2 75
Mystic White.....	3 80
Lotus.....	3 90
Oak Leaf.....	3 00
Old Style.....	3 20
Happy Day.....	3 10

JAXON

Single box.....	3 00
5 box lots, delivered.....	2 95
10 box lots, delivered.....	2 85
Lautz Bros. & Co.'s brands.....	
Aome.....	3 25
Cotton Oil.....	5 75
Marseilles.....	4 00
Master.....	3 70
Henry Passolt's brand.....	



Single box.....	3 00
5 box lots, delivered.....	2 95
10 box lots, delivered.....	2 85
25 box lots, delivered.....	2 75
Jas. S. Kirk & Co.'s brands.....	
American Family, wrp'd.....	3 33
American Family, plain.....	3 27
Thompson & Chute's Brand.....	



Single box.....	3 00
5 box lot, delivered.....	2 95
10 box lot, delivered.....	2 85
25 box lot, delivered.....	2 75
Allen B. Wrisley's brands.....	
For special quotations on Old Country ask traveling man. Doll, 100 bars.....	2 50
Good Cheer 60 1-lb.....	3 90

WOLVERINE

Single box, delivered.....	3 25
5 box lots, delivered.....	3 00
10 box lots, delivered.....	2 90
25 box lots, delivered.....	2 80

Scouring.

Sapallo, Kitchen, 3 doz.....	2 40
Sapallo, hand, 3 doz.....	2 40

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

VINEGAR.

Leroux Cider.....	10
Robinson's Cider, 40 grain.....	10
Robinson's Cider, 50 grain.....	12

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.

Cut Leaf.....	5 69
Domino.....	5 56
Cubes.....	5 31
Powdered.....	5 37
XXXX Powdered.....	5 44
Mould A.....	5 31
Granulated in bbls.....	5 66
Extra Fine Granulated.....	5 18
Extra Coarse Granulated.....	5 18
Diamond Confection A.....	5 06
Confection Standard A.....	4 94
No. 1.....	4 69
No. 2.....	4 62
No. 3.....	4 56
No. 4.....	4 56
No. 5.....	4 56
No. 6.....	4 44
No. 7.....	4 37
No. 8.....	4 31
No. 9.....	4 18
No. 10.....	4 18
No. 11.....	4 12
No. 12.....	4 06
No. 13.....	4 00
No. 14.....	3 69
No. 15.....	3 41

WICKING.

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

Fresh Meats.

Beef.	
Carcass.....	5 @ 7
Fore quarters.....	3 @ 4
Hind quarters.....	6 @ 8
Loins No. 3.....	10 @ 12
Ribs.....	8 @ 12
Rounds.....	6 @ 7
Chucks.....	4 @ 5
Plates.....	2 1/2 @ 3
Pork.	
Dressed.....	4 @ 4 1/2
Loin.....	7 @ 7 1/2
Shoulders.....	6 @ 5 1/2
Leaf Lard.....	6 @ 6
Mutton.	
Carcass.....	5 @ 6 1/2
Easter Lambs.....	@ 10
Veal.	
Carcass.....	4 @ 6

Candies.

Stick Candy.	
Standard.....	6 @ 7
Standard H. H.....	6 @ 7
Standard Twist.....	6 @ 7
Cut Leaf.....	7 1/2 @ 8 1/2
Extra H. H.....	@ 8 1/2
Boston Cream.....	@ 8 1/2
Mixed Candy.	
Standard.....	@ 7
Leader.....	@ 7 1/2
Conserve.....	@ 8
Royal.....	@ 7 1/2
Ribbon.....	@ 7
Broken.....	@ 7
Cut Leaf.....	@ 8 1/2
English Rock.....	@ 8 1/2
Kindergarten.....	@ 9
French Cream.....	@ 9
Dandy Pan.....	@ 10
Valley Cream.....	@ 13

Fancy-In Bulk.

Lozenges, plain.....	@ 8 1/2
Lozenges, printed.....	@ 8 1/2
Choc. Drops.....	12 @ 14
Choc. Monumentals.....	@ 13
Gum Drops.....	@ 5
Moss Drops.....	@ 8 1/2
Sour Drops.....	@ 8 1/2
Imperial.....	@ 9

Fancy-In 5 lb. Boxes.

Lemon Drops.....	@ 50
Sour Drops.....	@ 50
Peppermint Drops.....	@ 60
Chocolate Drops.....	@ 65
H. M. Choc. Drops.....	@ 75
Gum Drops.....	35 @ 50
Licorice Drops.....	100 @ 50
A. B. Licorice Drops.....	@ 55
Lozenges, plain.....	@ 55
Lozenges, printed.....	@ 60
Imperial.....	@ 60
Motives.....	@ 65
Cream Bar.....	@ 60
Molasses Bar.....	@ 50
Hand Made Creams.....	80 @ 90
Plain Creams.....	60 @ 80
Decorated Creams.....	@ 90
String Rock.....	@ 60
Burnt Almonds.....	1 25 @ 25
Wintergreen Berries.....	@ 55

Caramels.

No. 1 wrapped, 2 lb. boxes.....	@ 30
No. 1 wrapped, 3 lb. boxes.....	@ 45
No. 2 wrapped, 2 lb. boxes.....	@ 45

Fish and Oysters

Fresh Fish.	
Whitefish.....	Per lb. @ 8
Trout.....	@ 8
Black Bass.....	@ 12 1/2
Halibut.....	150 @ 4
Ciscoes or Herring.....	@ 10
Bluefish.....	@ 10
Live Lobster.....	@ 15
Boiled Lobster.....	@ 17
Cod.....	@ 10
Haddock.....	@ 8
No. 1 Pickerel.....	@ 8
Pike.....	@ 7
Smoked White.....	@ 7
Red Snapper.....	@ 7
Cold River Salmon.....	@ 20
Mackerel.....	@ 20
Shell Goods.	
Oysters, per 100.....	1 25 @ 1 50
Clams, per 100.....	90 @ 1 00

Crackers.

The N. Y. Biscuit Co. quotes as follows:	
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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.....	5 1/2
Salted XXX, 3 lb. carton.....	5 1/2
Soda.	
Soda XXX.....	6
Soda XXX, 3 lb. carton.....	6 1/2
Soda, City.....	7
Cryolite Water.....	10 1/2
Long Island Wafers.....	10 1/2
L. I. Wafers, 1 lb. carton.....	12

Oyster.	
Square Oyster, XXX.....	5 1/2
Sq. Oys. XXX, 1 lb. carton.....	5 1/2
Farina Oyster, XXX.....	5 1/2

SWEET GOODS-Boxes.

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

Grains and Feedstuffs

Wheat.

Winter Wheat Flour.	
Local Brands.....	64
Patents.....	4 10
Second Patent.....	3 60
Straight.....	3 40
Clear.....	3 00
Graham.....	3 25
Buckwheat.....	3 00
Rye.....	2 65
Subject to usual cash discount.	

Spring Wheat Flour.

Flour in bbls., 25c per bbl. additional.	
Worden Grocer Co.'s Brand.....	
Quaker, 1/2s.....	3 60
Quaker, 1/4s.....	3 60
Quaker, 1/8s.....	3 60
Spring Wheat Flour.	
Olney & Judson's Brand.....	
Ceresota, 1/2s.....	4 20
Ceresota, 1/4s.....	4 10
Ceresota, 1/8s.....	4 00
Ball Barnhart-Putman's Brand.....	
Grand Republic, 1/2s.....	4 20
Grand Republic, 1/4s.....	4 10
Grand Republic, 1/8s.....	4 00
Worden Grocer Co.'s Brand.....	
Laurel, 1/2s.....	4 15
Laurel, 1/4s.....	4 05
Laurel, 1/8s.....	3 95
Lemon & Wheeler Co.'s Brand.....	
Parisian, 1/2s.....	4 20
Parisian, 1/4s.....	4 10
Parisian, 1/8s.....	4 00

Entire Wheat Flour

as follows, delivered in Grand Rapids:	
Wood.....	4 00
10 lb. cotton sacks.....	4 00
1-lb. cotton sacks.....	3 55
1/2s.....	3 75

Meal.

Bolted.....	1 75
Granulated.....	2 00

Feed and Millstuffs.

St. Car Feed, scree. ed.....	13 50
No. 1 Corn and Oats.....	13 00
No. 2 Feed.....	12 00
Unbolted Corn Meal.....	12 50
Winter Wheat Bran.....	9 50
Winter Wheat Middlings.....	10 00
Screenings.....	9 00

The O. E. Brown Mill Co

quotes as follows:

Corn.	
Car lots.....	31 1/2
Less than car lots.....	34

Oats.

Car lots.....	22
Less than car lots.....	25

Hay.

No. 1 Timothy, ton lots.....	14 00
No. 1 Timothy carlots.....	13 00

Fruits.

Oranges.

Fancy Seedlings	
Medt. Sweets.....	4 25
150-175-200.....	4 00
Messinas 200s.....	5 00

Lemons.

Strictly choice 300s.....	@ 3 50
Strictly choice 300s.....	@ 3 50
Fancy 300s.....	@ 4 00
Fancy 300s.....	@ 4 00

GOTHAM GOSSIP.

News from the Metropolis—Index of the Market.

Special Correspondence.

New York, June 6—The weeks go by and, as midsummer approaches, the grocery trade seems to doze if it does not actually go to sleep. Whatever the cause, there is certainly a feeling that something is "out of joint." Just what the fault is no one seems to know. Trade lunges forward and then, like the toad in the well, slips back again. To read the city papers one would think the cloud was owing to the free silver movement, while to examine the outside journals—many of them, at least—it would be supposed that everything was dull because McKinley was not already President.

A few buyers are here—or, rather, they are here part of the time, for, as a rule, they are mostly at the watering resorts around town; while they seem anxious to have a good time, they are not particularly concerned about the markets and, if they do talk business, it is of supplies enough to last for the day and to-morrow can take care of itself.

Coffee is unwontedly dull. When buyer and seller meet they seem to be far apart. The tendency is toward a lower basis. Quotations cannot be made with any certainty, as prices are nominal. On Friday the figure for Rio No. 7 was about 13½c. Mild coffees are steady, but transactions are not large and the dullness in Brazil sorts is reflected in the market for the milder grades.

Sugar advanced ½c to-day, but the general tone of the market is not full of encouragement for holders. Yet everything favors higher quotations. Granulated has been in moderate request and the whole situation seems to be a puzzling one for both sides.

In teas it is the same old story. Quietness reigns supreme and, except in a few instances, the market drags and drags. Prices show no change and we can learn of no important transactions.

There is a scarcity of the choicest sorts of domestic molasses and such command full and firm quotations. Lower grades are meeting with no inquiry—this for domestic. Foreign molasses is quiet and very little interest is being shown. Stocks in the interior appear to be sufficiently ample to keep dealers going until later in the season.

The best grocery grades of syrups move with some freedom and at rates which must be fairly satisfactory to dealers. Sugar syrups, choice to fancy, are held at about 17½c. Rock candy syrup is a seasonable article now.

The rice market is rather quiet but not altogether unsatisfactory. Holders firmly maintain their position and would-be purchasers do not haggle over quotations. Domestic leads the demand and advices from primary points are firm.

Canned goods show no material change. There is no prospect of higher rates and as we are entering the era of fresh fruits the canned article is taking a back seat. A short pack of peas is reported from Baltimore, especially of the finer varieties. The pack of peaches promises to be huge, while the packers of tomatoes will probably materially reduce their acreage. To read the reports of "those interested," one would suppose that the crop of small fruits would be nil this year; but wait and see. One California paper says that "Many believe that fruit canning has reached its limit," as fresh fruit can be obtained so large a portion of the year.

While there is a better demand for lemons, the supply is more than sufficient and the price was lower during the latter part of the week for 300s. For oranges the demand is lighter and the supply is less, so that the condition of things in this line is about unchanged, although, if anything, the tone is weaker. The supply of California fruit is increasing in quantity, but still leaves a good deal to be desired, so far as quality is concerned. Cherries are sell-

ing on the streets for 25@30c a lb. Some Southern peaches are here, but quotations are nominal. Huckleberries are worth from 8@14c per quart.

Butter is coming more freely and, although there has been no particular change during the week, holders are disposing of their supplies at current rates without attempting to bolster them up the least. Best creamery is worth 15½c.

Cheese is meeting with light home demand. There is a little doing in an export way, but at low rates. Small sized white full cream stock is worth 7c. Under grades are moving slowly.

Eggs are quiet and weaker under the influence of larger supplies. For best Western stock 12c is about all that can be obtained. Near-by, fresh gathered stock, 14@14½c and in good demand.

The bean market is dull and prices are tending downward. For choice pea beans, crop 1895, the top seems to be \$1.02½; choice medium, \$1.25.

How Chickens Sometimes Come Home to Roost.

A Worker in Men's Outfitter.

Business was dull, and, as is invariably the case at such times, customers were very particular lest they should buy something too suddenly or without looking around.

"Did you sell him, Tom?" said the boss, with a tone which had a sort of ring of self-confidence in it. The man had passed out without the semblance of a bundle, though I had spent one hour and exhausted my whole fund of argument, which I have been five years in collecting, in trying to make him buy an overcoat.

Now I like "Tommy" much better than "Tom," especially from the boss, so I waited some moments before answering, and the silence was deathly.

"No, sir," I said, after swallowing rapidly once or twice.

"Why not?"

"He wanted a brown, and I couldn't fit him."

"Why didn't you sell him a black or a blue? We are the only ones in town who have carried a line of brown coats this season. Besides, blue and black are all the style; everyone wears blue or black. You should have talked him off a brown. You should know more about what he wanted than he did. He only thought he wanted a brown. Anyone can sell a man what he wants. You must sell him what you've got. Twenty-five years ago I'd never lose a customer, and we hadn't quarter part the stock we have now."

I was beginning to feel smaller and smaller when he was interrupted at this point by a man who inquired for Mr. R—.

"Right in back," I said, glad to give him a chance, and, I must confess, with the secret hope that he might strike a snag.

"I want you to show me a suit of clothes such as Mr. F. got here last week."

"All right, sir," and the boss, rubbing his hands and with kinks in his knees from sitting, started for the pile of 38s. Charley, the head clerk, with all the smiles in his possession, was trying to allure a man into buying a pair of light-weight trousers by telling him the cloth was close-woven.

"Charley, where is the 38 on this gray suit?" said the boss.

"Thirty-eight is sold."

"Some time ago," I put in as mildly as possible.

Forty was too large, and 37 was too small. The boss said he would order 38, but the customer couldn't wait. He would look around.

"There was a man who knew just what he wanted, size and all, and I couldn't fit him."

"Couldn't you sell him something else?" Charley courageously remarked.

"That was a good chance to change his mind; can't keep up all the sizes," I further ventured.

The boss made no reply, but we could see by his manner that he appreciated the situation, and ever since that circumstance occurred he has been less free with his criticisms and more charitable in his treatment of the boys.

A Cool Suggestion

To your customers is an attractive fan, with your advertisement neatly printed thereon. The Tradesman Company is prepared to furnish you with fans, at the lowest prices consistent with good goods. Send for samples and prices.

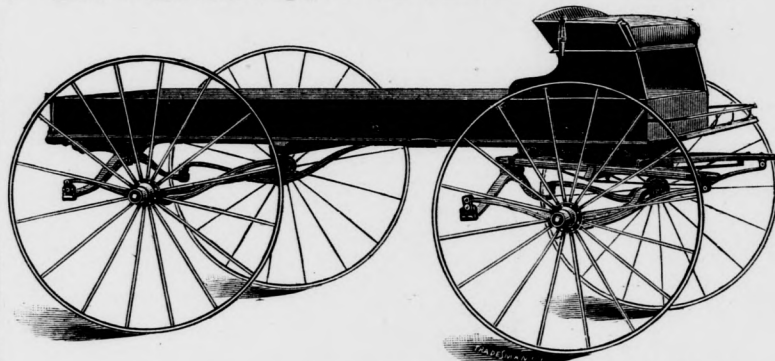
It ought to be a comfort to most people to know that when they go to dust they won't be mist.

Young man, don't reform. Live so that you won't have to.

Whom the gods would destroy they should nominate for some political office.

Your trade is like a kite—it keeps up all right so long as you can hold onto the string of control, but the moment you let loose the hold a tumble is certain.

BROWN, HALL & CO.



SPECIAL DELIVERY WAGON.

MADE 2 SIZES ONLY.

1½ Concord Steel Axles. Body, 9 ft. long, 36 in. wide, inside, 1¼ Sarven patent Wheels. \$55 net. 1¼ Concord Steel Axles. Body, 9 ft. long, 36 in. wide, inside, 1¼ Sarven patent Wheels. \$60 net.

ESTABLISHED 1876.

FIELD SEEDS.

We have a full line extra choice Common and German Millet, White, Green and Scotch Field Peas, Clovers and Grass Seeds. No. 1 Pine and No. 2 Whitewood Egg Cases. No. 1 and No. 2 Egg Case Fillers for Cold Storage and Shipping. Write us for prices on Lemons and Oranges. If you have any BEANS, mail us sample. Will be glad to trade at market price.

MOSELEY BROS.,

Wholesale Beans, Seeds, Potatoes, Fruits. 26, 28, 30, 32 Ottawa St., Grand Rapids, Mich.

E. C. STILES.

C. H. PHILLIPS.

STILES & PHILLIPS,
Commission Merchants.

Wholesale Fruits and Produce

Apples and Potatoes in Carload Lots a Specialty.

9 NORTH IONIA STREET.

TELEPHONE NO. 10.

GRAND RAPIDS.

Strawberries and New Potatoes

We are Headquarters for New Fruits and Vegetables.....

BUNTING & CO., 20 and 22 Ottawa street,
.....Grand Rapids, Mich.

We Guarantee

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

ONE HUNDRED DOLLARS

We also guarantee it to be of not less than 40 grains strength.

ROBINSON CIDER & VINEGAR CO.,

J. ROBINSON, Manager.

BENTON HARBOR, MICH.

SALT

SALT

SALT

If you want anything in the line of salt, write to us for prices. It will be to your advantage to do so.

JOHN L. DEXTER & CO.,

12 Griswold St., Detroit.

SAVED BY CHANCE.

Traveling Men Mistaken for Detectives by Moonshiners.

Samuel Munson, a traveling man of Indianapolis, writes home concerning an exciting adventure he recently had among moonshiners in the mountains of Northern Georgia. Mr. Munson is a lightning-rod man, being a member of an Indianapolis firm. He belongs to a leading fraternal organization, and to members of this organization he has written of his narrow escape as the victim of a plot planned and executed by the moonshiners. There is a link in the story which will have to be omitted, for it concerns the fraternal organization to which he belongs. Through the membership in this order his own life and that of his friend, he says, were probably saved. As Munson is still in Georgia selling lightning-rods, the name of the town near where the adventure was had, with a few other incidents, will not be given.

While traveling through that part of the State which is in the northern and mountainous section, Munson made the acquaintance of an insurance man, who was also out hustling for business. It chanced they both were making for the same town, so the mutual purpose made them friends. Munson was delighted with the insurance man and during their several days of companionship they became the best of friends. They stopped at the same hotel in the Georgia town, making the place headquarters during frequent tours of the neighboring country. So far as possible they joined each other in these trips and both were encouraged with the success they had. Munson and his friend were wholly innocent of being in a moonshine district, or within a hundred miles of a mountain still. They had no thought that their presence in the town was causing suspicion. By later developments it appears that Mr. Munson and his friend were mistaken for Government officials and "spotted."

One day the insurance man was informed that a wealthy farmer wished to have a \$10,000 policy written. The direction was given to the writer of policies whereby he could find the place. Although his visit had been fairly successful, the value of the policies written had been small, so he was delighted with the prospect of writing one for "ten." Munson gladly agreed to go with the insurance man on his trip, which was said to be a ride of ten or fifteen miles. Accordingly they procured a horse and buggy and started forth.

The first part of the journey was without event. They traveled over the road which had been marked out for them, but mile after mile was traversed, yet no landmarks such as given appeared. The road was fairly good, but no fast time could be made on it. The hours passed, yet the great white farmhouse, as described, did not appear. At the end of the road, or rather where it divided in two, a man on a horse was overtaken. He was hailed and asked if he knew where so and so lived. The man on horseback replied that he knew exactly where such a man lived; that he was going that way and would be glad to direct them.

The Georgian took the two traveling men down the road to the right. The way was rough, and led toward a forest of yellow pine, where it developed into little more than a path.

The two traveling men thought it rather strange that such a road should lead to the house of a prosperous Georgian farmer, but the thought of a \$10,000 policy blinded them to conditions. They rode through the forest and out into a "deadening." The surroundings became more rugged and wild as they advanced. It was late in the afternoon. The red glare was so bad that they could hardly have turned around if they wished. The Georgian rode ahead, whistling to himself. The traveling men became restless, but no thought of danger entered their minds. They asked repeatedly concerning the distance to the farmhouse, and each time the guide had an answer ready. Finally

the rider who had been so very kind in pointing out the road drew rein and said to the two traveling men:

"Right ahead there in the clearin' you'll find the place," and at the same moment he removed his hat and rode away. He had gone but a few yards when he gave an unearthly yell, which echoed through the forest. The travelers were at a loss to explain his strange action, but being so near to the object of their trip, they drove on, determined to see the place. Instead of the anticipated white house in the clearing they found an old cabin, in front of which stood a negro. The latter, in answer to a question, said this was where the man lived who wanted the insurance policy. Two other negroes came around the cabin, and before the traveling men could say a word their horse was unharnessed and led toward the stable. Munson says in his letter that about this time he was feeling most peculiar.

"We can't remain," said the insurance man. "We must be returning soon, so you need not unhitch the horse."

"Guess you had better stay with us to-night," said the negro. "It is late and the road back to town is bad."

The two traveling men accepted the situation and passed to the cabin. The sight they saw within made them wonder. Five mountaineers, armed to the teeth, stood on one side, talking in an undertone. The entrance of the traveling men was unnoticed. The latter stood uncomfortably by the door watching the men. They realized for the first time that they had been led astray for some purpose, which was yet to develop. The appearance of the armed mountaineers was not hopeful for a safe return to home and friends. The travelers realized how far they were from assistance, the great expanse of wild territory between them and civilization, and how helpless they were in the hands of the armed men.

Mr. Munson was the first to regain his power of speech, and he commenced as if he intended to sell each of the five armed men a lightning rod.

"Gentlemen, as we are your guests, I suppose we might as well make ourselves at home. The hour is late and we must prepare for the night. I left my valise in the buggy and it contains some things I wish. I will go—"

"I will go, boss," interposed one of the negroes.

"No, no," said Mr. Munson. "I know just where it is and just what I want, which I can find without bringing the valise in."

Mr. Munson pushed out of the cabin. On a bench in front lay a rifle. Mr. Munson picked it up and hastened to the stable. He says that he was not a minute getting the rifle on a horse and getting a start in his ride for liberty. He looked back once to see a mountaineer standing by the cabin with rifle in hand, but the distance was too great for a shot. Mr. Munson pushed the horse to the limit of his speed. The animal stumbled and plunged through the forest, keeping the path, which Mr. Munson could not see because of the approaching darkness. The horse was kept on the road until the woods were put behind and the better road was reached. Munson rode to the first house and hailed the occupants. He was received and to the farmer he told his adventure.

"Government detectives, eh?" asked the farmer.

"No, nothing but two traveling men."

"Well, you were mistaken for detectives, and you are the first man I have known to escape from the cabin alive. You were not 200 feet from the still. The gang is suspicious of all strangers who come to these parts."

Mr. Munson urged that a posse be organized to return and rescue his friend, the insurance man. The farmer said that it would be suicide to attempt it. He argued that no injury would be done the insurance man with Munson at liberty with the secret of the location of the still. A crime could be traced directly through Munson to the cabin in the woods. Munson remained with the

farmer during the night. The next morning several farmers were collected, and altogether they rode to the still. The business of Munson and the insurance man was vouched for, and, after a council of war, the two traveling men were allowed to go. Had not Munson escaped he probably could have talked all night without convincing his captors that he was a lightning-rod agent from Indianapolis, and his friend an insurance agent, and neither a Government detective. It was through the efforts of the farmers that the situation was explained to the moonshiners. The insurance man said he was treated kindly during the night. The moonshiners seemed much enraged because of the escape of Munson. He argued that, had it not been for the escape, both of them would have been killed, but, with one supposed Government detective at large, the mountaineers did not dare to add murder to the charge of running a still.

Antiquity of Tea as a Beverage.

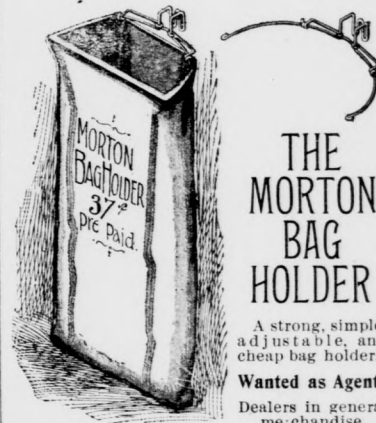
The antiquity of tea as a beverage is a favorite subject of discussion by confirmed tea-drinkers. China claims the origin of the use of tea as a drink. Of course, there are various stories connected with it, among which, perhaps, the following is quite as interesting and believable as any: As the tale runs, one of the daughters of a reigning sovereign was hopelessly enamored of a young nobleman whose caste did not permit him to aspire to her hand; but they exchanged glances, and occasionally he gathered a few blossoms and took means to have them conveyed to her. One day the Princess met her admirer in the grounds of the palace, and as the attention of her attendants was attracted in another direction, the young man tried to put a few flowers in her hand, but all that she could grasp was a little twig with green leaves. This she treasured, and when she reached her apartments she placed the twig in a goblet of water, there to remain for some hours, the object of her tenderest care.

Towards evening she was seized with a sentimental attack, during which she drank the water in which the twig had been kept. It had a most agreeable taste, and then she ate the leaves and stalk. The flavor pleased her greatly, and every day, in memory of her admirer, she had bunches of the tea-tree brought to her, and ate them or put them in water and drank the infusion. The ladies of the Court observed her, and were moved to try it themselves, and did so, with such pleasing results that the practice spread throughout the kingdom, and one of the great industries of China was thus established. It is claimed that the date of the sentimental origin of tea-drinking was nearly 3,000 years before Christ.

Infusion, Not a Decoction.

"People will insist on boiling tea," said a prominent tea importer, in a recent interview with one of our dailies. "They have an idea that they can't get the strength out of the leaves unless it is boiled. Now, the value of the tea leaf

consists in the sap which is dried in the leaf when the tea is cured. Everyone knows the structure of an ordinary leaf, and a tea leaf is the same, composed of little woody fibres and sinews. Boiling water poured on tea leaves will extract all the flavor and strength that is worth having. When the pot is put to simmer or boil, the woody structure of the leaf is made to yield up its properties, embittering the taste. The tannin which comes out so perceptibly then is one of the chief components in the manufacture of ink, and ink would scarcely be desirable as a beverage."



THE MORTON BAG HOLDER

A strong, simple, adjustable, and cheap bag holder.

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PRICE: One, prepaid \$.37
One Doz., prepaid 2 00

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EARLY FRUITS AND VEGETABLES

Ask for our weekly quotations

F. J. Dettenthaler,

117 and 119 Monroe street,
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FRUIT and VEGETABLES

are good and very cheap.

Send your orders to

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Guaranteed that prices will be right.

I want you for a customer.

German Coffee Cake
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Ask our salesmen to show you samples.

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TRY HANSELMAN'S
Fine Chocolates and Bon Bons

Goods which are sure to please. Once used always used. Sold by all dealers. Also fruits, nuts and fireworks.

HANSELMAN CANDY CO.,

KALAMAZOO, MICH.

Fruits and Produce.

The Tradesman again feels called upon to warn its readers against shipping goods to irresponsible commission houses. Both Grand Rapids and Detroit are cursed with a considerable number of swindlers who are masquerading under the guise of commission merchants and attempting to secure consignments by promising returns largely in excess of legitimate market conditions.

Asparagus—Nearly out of market. What is left finds ready sale at 20c per doz. bunches.

Beans—Owing to light demand, the market has been weak. Prices are merely nominal.

Beets—Home grown are now in market, commanding 25c per doz. bunches.

Butter—While receipts are coming in very freely, local handlers are preventing a glutted condition of the market by repacking and reshipping to Eastern markets, where prices rule higher. Retail dealers are permitted to make their own selections of choice dairy on the basis of 10c, while factory creamery is in moderate demand at 14c.

Cabbage—Cairo stock commands 75c @ \$2.50 per crate, according to size. Home grown has put in an appearance—the earliest on record—being held at 50c per doz. The heads are small, but hard and attractive looking.

Cherries—Nearly all offerings so far have been the sweet varieties, which command \$1.50 per bu. The price will surely go lower before the end of another week.

Clover Seed—\$5@5.25 for Mammoth, \$4.85@5 for Medium, \$4.75 for Alsike, \$3@3.25 for Crimson and \$5.50 for Alfalfa.

Cucumbers—15@20c for Southern stock and 25c per dozen for home grown.

Eggs—The market is fully 1c higher than a week ago, owing to the falling off in receipts here and the advancing market East. Local handlers have raised their quotations to 10c per doz.

Green Onions—Silver Skins, 10c per doz.

Lettuce—Outdoor stock commands 4@5c per lb.

Melons—Nutmegs are beginning to arrive, commanding \$1.50 per doz. The stock comes from Southern Illinois. Millet—Common, 60@65c; German, 65@70c; Hungarian, 70@75c.

Onions—Mississippi stock commands \$1 per bu. in bags or bbls. Home grown stock is no longer marketable.

Peas—Home grown, 75c per bu. Pieplant—About played out, the ruling price being 1c per lb.

Potatoes—Old stock is looking up a little, having advanced to 20c per bu. New stock from Arkansas commands \$1 per bu., but Missouri stock will begin to come in later in the week, being sold on the basis of 75c per bu.

Radishes—Charters command 8c per doz. bunches. China Rose bring 10c.

Raspberries—Small shipments of red and black are being received daily, commanding about 12½c per qt.

Strawberries—Large quantities remain to come forward, probably commanding 50@80c per 16 qt. case.

String Beans—75c per bu.

Timothy—\$1.65 per bu. for prime to strictly prime and \$1.75 for choice.

Tomatoes—Mississippi stock commands \$1.75 per 4 basket crate.

Wax Beans—\$1.25 per bu.

A Grocer Who Did Not Grind.

Stroller in Grocery World.

I tried to tell last week how a grocer who had stuck too close to the store looked to me. I happened last week to be in the place of another grocer who is as nearly his opposite as could possibly be, and a few words about him will make quite an interesting contrast to the history of the other.

This second grocer does business in an Ohio town, which really looks hardly as much alive as the town in which the first grocer lives. When I got to the town I climbed up several hills, got by mistake into the portion of the town corresponding with our own Lombard street, and finally found myself in a grocery store. It was quite an ordinary

looking little store, but still looked entirely up to date.

"Where's the proprietor?" I asked the clerk.

"In his private office," he said, and I gasped. A private office for a country grocer? The clerk must be guying me, I thought.

"If you'll let me have your card," said the clerk, at this juncture, "I'll take it in."

Phew! This was coming it pretty steep, I observed to myself, as I combed my hair with my fingers and wished I'd gotten shaved that morning. I scarcely felt equal to such style as this.

"Mr. So-and-So says, 'please step in,'" remarked the clerk, and he pointed the way. I walked to the back of the store and saw a regular enclosure just like any private office. I went in. There was carpet on the floor and a roll-top desk in the corner by a window. Before this sat the proprietor, with his coat off. He had a fancy shirt on, russet shoes and a light suit of summer clothes. I heard the clickety-click of the typewriter as I entered, and he said! there was a young lady stenographer working the thing for dear life. She was mighty good looking, too—but let that pass.

As I stood in that private office and looked about me a moment I found it hard to believe I was in a grocery store. There was nothing suggestive of cheese, molasses or kerosene. It looked the up-to-date business house, as it should be.

When the grocer turned around I sat down and had quite a talk with him. While we were conversing an employee came in for directions.

"Hurry up," said the grocer as the clerk went out; "you've only got an hour." It was then 5 o'clock.

"Surely you don't close at 6 o'clock in a town like this?" I said.

"I certainly do," he answered.

"Well, this is the first town of this size I ever saw where the grocers could do that," I said. "Have you an association here?"

"No," was the reply, "each man's for himself."

"Do the rest close at 6 o'clock?"

"Well, to tell the truth, I don't know. I don't pay much attention to them. I attend to my own things and do what I think I ought to make my business pay."

"You don't find that you lose business by closing while the other places are keeping open?" I asked.

"Not a bit."

"How's summer business here?" I asked.

"Oh, fair," was the reply. "Summer's my off season a little. I usually go away a month or two in the summer."

I grabbed at the chair to keep myself from collapsing. A private office and a two-months' summer vacation! Surely the millennium was not so far off as we thought.

"How can you leave your business?" I asked.

"I have a man here who is as good a business man as I am," was the answer. "I pay him a good salary, and I can depend on him. He takes sole charge while I'm away. It does me good to get away in the hot weather. It will do every grocer good."

"You certainly are conveniently fixed here," I said. "Very few grocers whose places I see have offices like this."

"I long ago tried to get my place as far away from the old country store idea as I could," he answered, "and I've found it paid me. People have more respect for you when you show you have respect for yourself."

Gad! I think he's right.

As to Woman.

A woman can keep some secrets. You can find out what her bonnets cost, but not her age.

A woman never seems to know she's done anything wonderful when she has stepped backward off a street car and still lives.

A woman is almost divine in her capacity for forgiveness—towards persons of the other sex.

THE RIGHTS OF FOREIGNERS.

News has but recently been made public of an occurrence which, while it occurred several weeks ago, is of sufficient importance to merit more than passing notice. It was the landing of British and American marines at Corinto, Nicaragua, for the purpose of protecting the property of foreigners residing at that place.

At the time of the occurrence the revolutionary government in Nicaragua had about collapsed, and the disbanded soldiery had flocked into Corinto, committing many excesses and finally threatening to seize the custom-house and take possession of the goods of foreigners stored therein. It being evident that lawlessness reigned in Corinto, and that prompt interference was needed to prevent damage to the property of foreigners, the commanders of the American warship Alert and the British gunboat Comus, which were lying in the harbor of Corinto at the time, decided to land a force and temporarily occupy the town for the purpose of protecting life and property, particularly the interests of American and other foreign residents.

Accordingly, a force of 150 marines was landed from the ships and order promptly restored, the town remaining in the hands of the foreign forces until regularly commissioned officials of the Nicaraguan government arrived to take control, making it certain that all danger of further disturbance had passed and that the lives and property of foreigners were again safe.

The action of the two naval commanders merits the approval of their respective governments. Their prompt action without doubt preserved the property of many foreigners and saved the town of Corinto from disgraceful scenes of disorder and riot. It too frequently happens that American naval commanders receive the censure of their superiors for the course they adopt in emergencies; but in the case of the captain of the Alert his course was too conspicuously right and successful to be criticised by the Government. It is to be hoped that he will meet with praise and that the Navy Department will appropriately recognize the valuable character of the service rendered.

It is pleasant to note also that, notwithstanding the many recent causes for friction, the marines of the American and British ships acted in concert, the whole force being under the command of an officer of the American vessel, doubtless because he happened to be the officer of highest rank. The incident also shows the importance of maintaining warships in close proximity to all points where a state of war or revolution exists, so that there may be a force at hand to render prompt succor to foreign residents, should such aid be required.

Heavy Tax on Cigarette Dealers.

The Evansville, Ind., common council has passed an ordinance placing a license of \$500 per annum on cigarette dealers. The ordinance makes it a violation of the law to sell cigarettes in that city after June 30, 1896, without a license. No license is to be issued for more than one year, and no license is transferable. The ordinance provides a fine of not less than \$1 nor more than \$100 for a violation of its provisions. The measure is said to have the approval of the larger dealers and to be popular with the general public.

A woman will stuff her fingers in her ears when a firecracker goes off, but face death with the utmost composure.

WANTS COLUMN.

BUSINESS CHANCES.

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.

FOR SALE—DRUG STOCK AND FIXTURES. Invoicing about \$1,500, in best city in Northern Michigan. Best of reasons for selling. Address Druggs, care Michigan Tradesman. 42

TO EXCHANGE—FOR LIVELY OR GROCERY STOCK 80 acre improved farm in fruit belt, Newaygo county. Z. V. Payne, Reed City, Mich. 43

TO EXCHANGE—FOR STOCK GOODS OR improved farm, title perfect, 360 acres farming land in Crawford county. Z. V. Payne, Reed City, Mich. 44

FOR SALE—STOCK OF FURNISHING goods, hats, caps, boots and shoes, with good store fixtures and good trade; stock nearly all new; grand chance for right party; population, 1,600; 400 men employed in factories; good farming country 'round about. Terms easy, part cash. Address No. 45, care Michigan Tradesman. 45

FOR SALE—DRUG STOCK AND FIXTURES. Invoicing about \$2,000. Can be bought at a bargain. Surrounded by best farming country in Michigan. Best of reasons for selling. Address No. 36, care Michigan Tradesman. 36

WANTED—TO EXCHANGE A NEW SEVEN room house and lot in Grand Rapids in first-class shape, with fine plastered cellar, price, \$1,500, for stock shoes. Will pay a small cash difference. Address box 87, Bowling Green, Ohio. 37

TO EXCHANGE—A GOOD LIVELY STOCK and barn in one of the best towns of Northern Michigan for a stock of goods. Address No. 40, care Michigan Tradesman. 40

NOTICE TO DRUGGISTS—I HAVE FOR sale a good stock of drugs, paints, etc., usually found in a first-class drug store; good location. For particulars, address L. B. Lull, Sparta, Mich. 33

FOR SALE—STAPLE AND FANCY GROCERY stock, invoicing about \$1,400, located in live Southern Michigan town of 1,200 inhabitants; good trade, nearly all cash. Reasons for selling, other business. Address No. 907, care Michigan Tradesman. 907

FOR SALE—A FIRST-CLASS HARDWARE and implement business in thriving village in good farming community. Address Brown & Sehler, Grand Rapids, Mich. 881

MISCELLANEOUS.

FOR RENT—CORNER STORE WITH SHELVING, counters, etc. Excellent location for first-class grocery. Dunton Rental & Collection Agency, 63 Lyon St., Grand Rapids, Mich. 46

FOR RENT—BRICK BUILDING IN NEWBERRY, MICH. Best location in the village. Specially adapted for drug trade. J. A. Shattuck, Newberry, Mich. 41

WANTED—TO HEAR FROM SHIPPERS OF seasonable produce and fruits. W. C. Robb & Co., 82 West Woodbridge St., Detroit. 30

BUTTER, EGGS, POULTRY AND VEAL Shippers should write Coughle Brothers, 178 South Water Street, Chicago, for daily market reports. 26

WANTED—POSITION AS TRAVELING salesman, house salesman, clerk or office man by married man thoroughly acquainted with the grocery and general merchandise business. Best of references. Salary not so much an object as permanent position. Address No. 22, care Michigan Tradesman. 22

WANTED—BUTTER, EGGS, POULTRY, POTATOES, onions, apples, cabbages, etc. Correspondence solicited. Watkins, Axe & Co., 54-56 South Division St., Grand Rapids. 23

WANTED, BY APRIL 1—A LINE OF GOODS for Lower Michigan or Upper Peninsula; last six years in Upper Peninsula; the highest reference to character and ability. Address No. 970, care Michigan Tradesman. 970

WANTED TO CORRESPOND WITH SHIP- pers of butter and eggs and other seasonable produce. R. Hirt, 36 Market street, Detroit. 951

WANTED—SEVERAL MICHIGAN CEN- tral, mileage books. Address, stating price, Vindex, care Michigan Tradesman. 899

"HOW TO MAKE MONEY"

Sell "Old Country Soap"

It is a big, pure, full weight, solid one pound bar (16 oz.) which retails for only 5 cents. Get the price you can buy it at from your Wholesale Grocer or his Agent. One trial and you will always keep it in stock.

DOLL SOAP

100 Bars in Box, \$2.50. This is a Cracker Jack to make a run on, and it will be a winner for you both ways.

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