

MICHIGAN TRADESMAN

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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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Save Losses
Save Dollars

TRADESMAN COUPONS

TIME TO QUIT.

Several years ago the Tradesman exposed the fraudulent practices of the then firm of Tucker, Coade & Parker, in consequence of which the house was compelled to abandon the produce commission business.

A year ago the Tradesman felt called upon to warn the trade against F. J. Parker—now landlord of the American House, at Cadillac—because he was conducting a swindle shop at 33 Ottawa street. As a result of the exposure, Parker was compelled to shut up shop and leave town, at which time he expressed much repentance for his misdeeds and promised immediate restitution. Up to this time, however, the repentance has not been sufficiently sincere to result in atonement.

This week the Tradesman deems it a duty it owes the trade of Michigan and Indiana to expose the fraudulent practices of one of the most dangerous associations of swindlers which ever infested a jobbing market. Aside from the moral aspect of the matter, the exposure is necessary from a business standpoint, for a continuance of the piratical methods of the gang for any considerable length of time would serve to make a large number of dealers "sore" on the Grand Rapids market, while the influx of fruit and produce which has been thrown on the market with no intention of making adequate returns therefor—and more often no returns at all—has demoralized the market to that extent that reputable dealers have been utterly unable to obtain full prices for goods purchased or sent in to be sold on commission. The Tradesman therefore stands in the twofold position of protecting the country trade from imposition and upholding the credit and dignity of the Grand Rapids market.

THE SUGAR SITUATION.

For some weeks past there appears to have existed a veritable feeling of demoralization in the European sugar markets. Prices have declined steadily until there has been a shrinkage of fully 2 shillings per hundred pounds from the high figures of a month or more ago.

The most remarkable part of this heavy decline appears to be the inability of any of the accepted authorities on the European markets to assign any sufficient reason for the depression. It is true that visible stocks have not diminished as rapidly as was expected, but this halt in the consumption has been more apparent than real. The stocks were increased by the unloading by refiners of large surplus stocks of sugar they had accumulated in anticipation of an advance, which stocks were returned to the visible supply. The actual outturn of the various crops did not show any increase over the estimated production; hence there was no expectation of any increase in the stocks from that source.

When the liquidation consequent upon the recent flurry has been completed, there is every reason to look for a sharp reaction from the depression. Not-

withstanding the causes which apparently added to the visible supply, the general stocks are again on the down grade, and, as there is no prospect of their being added to for many months to come, the process of depletion, compared with last season, must become more and more rapid, until the strength of the statistical position will become too apparent to be resisted.

From present indications, the revolution in Cuba must continue; hence there will be practically no crop made in the island during the coming year. The heavy loss in production represented by the total failure of the Cuban crop will more than offset any increase which may take place in the beet-sugar crops. There is, therefore, every reason to expect a recovery from the present depression at an early date, as well as a satisfactory range of prices during the coming season. The growing Louisiana crop promises a very large yield, as the stand of cane is excellent and the crop is making fine progress. It is, therefore, to be hoped that prices will prove satisfactory, as the sugar industry needs a few prosperous seasons to enable it to fully accommodate itself to the changed conditions brought about by the loss of the bounty.

The Drug Market.

Acetanilid—Quiet and steady, with little demand.

Acids—Fair jobbing demand with unchanged quotations.

Alcohol—Prices firm with good trade demand for grain. Wood, active with unchanged prices.

Arsenic—Quiet with unsettled prices, but no material change in quotations.

Balsams—Copaiba, active, prices firm. Tolu steady with small offering. Reports of foreign advances have strengthened the market. Peru and Canada fir quiet and unchanged.

Beans—Vanilla, the promise of strong demand and improved prices is being realized.

Cocoa Butter—Quiet and quotations unchanged.

Caffeine—Prices unchanged, with light jobbing demand.

Cassia Buds—Good demand; prices firm but unchanged.

Cocaine, Murate—Improved demand has strengthened prices, which are unchanged.

Cod Liver Oil—Quiet and small inquiry.

Colocynth Apples—Quotations unchanged and small demand.

Cubeb Berries—Quiet jobbing demand.

Cuttle Fish Bone—Steady with firm demand.

Ergot—Market continues dull but with prospect of improvement, on account of short crop.

Essential Oils—Prices have declined in lemon and bergamot and the general market continues quiet.

Flowers—German camomile has advanced 25 per cent. in two weeks, on account of crop failure. American saffron continues unsettled with tendency to lower prices.

Glycerine—Unchanged with fair de-

mand for consumption.

Gums—Asafetida, in small demand. Camphor, domestic refined is quiet with unchanged quotations.

Leaves—Short buchu, fair consumptive demand. Senna is in strong request on account of small crop prospects.

Lycopodium—Prices firm but without change.

Manna—Quiet and prices unchanged.

Menthol—The downward tendency of prices continues with very little demand.

Morphine—Quiet and unchanged.

Opium—Quiet with no foreign advances to influence prices.

Quinine—Is in fair consuming demand with prospects of firmer prices on account of decreasing stocks.

Roots—Jamaica ginger, firm on account of continued scarcity. Ipecac, quiet and featureless. Mexican sarsaparilla, firmer on account of decreasing stocks. Colchicum, dull with declining prices. Galangal, new crop coming in in prime quality.

Seeds—General market conditions quiet. Canary, unchanged, small demand. Dutch caraway, fair demand for consumption. California mustard, improved jobbing demand at same prices. Coriander, unsettled, irregular prices. Celery, quiet and price tending downward.

Spermaceti—Quiet and quotations unchanged.

Sponges—Spot market in small quantities awaiting the crop outcome, which seems to promise more than average.

Sugar of Milk—Quiet and unchanged.

Effect of Chinese Competition.

"The Chinese must go," is the cry of the journeyman tailor in New York, for the Mongolians have invaded the tailoring trade in their mild, unassuming way. Many small tailor shops exhibit signs announcing "trousers creased while you wait," so that the owner of but one pair of the necessary articles may not have to lie in bed or wear a barrel while the crease is being put in. The price charged for the work by the tailors has been 25 cents. In the last few months the Chinese laundrymen have discovered that it is much easier to crease a pair of trousers than it is to polish a shirt. The result is that numbers of them have embarked in the business and cut pressing prices to 10 cents for trousers. This is a big thing for a New York dude, who can, for ten cents, have his only trousers creased while he waits, without trousers, in a Chinese shop.

Bread is the most curious material out of which a clock has ever been constructed. There was, and may still be, in Milan, a clock made of bread. The maker was a native of Milan, who devoted three years of his time to the task. He was very poor, and, being without means to purchase the necessary metal for the making of a clock, he set apart regularly a portion of his bread each day, eating the crust and saving the soft part. To solidify this he made use of a certain salt, and when the various pieces were dry they became perfectly hard and insoluble in water. The clock was of a fair size and kept good time.

A woman is capable of sublime sacrifices of self in great matters, and of supreme selfishness in little ones.

Bicycles

Bicycle Paths.

The bicycle is coming more and more to be a factor in the road problem. Its sudden leap from exceptional use as a business vehicle, from its more common use as a means of sport and pleasure, to almost universal use for all purposes of individual locomotion has brought necessity for its recognition in thoroughfares. As long as it was considered in the light of a pleasure vehicle only, it never occurred to the minds of any but its riders that it needed a place other than it might find in the few properly improved highways.

Its universality is rapidly placing it on a different basis. The spirit of churlish contempt which it so frequently encountered in many communities has been thoroughly disarmed. The towns and villages which seemed to delight in enacting annoying prohibitions and regulations have come to recognize the desirability of its visits and such laws have been changed or permitted to fall into disuse. And not only so, but care has been taken to see that obstacles are removed so that it may find a convenient and pleasant pathway. Its visits are recognized as of value to every interest, except possibly to that of saloons.

In larger towns and cities the question of giving it a proper place in the streets has already become urgent. In the older cities, where so many of the streets are paved with rough granite blocks, a most wasteful and barbarous arrangement for any purpose, the problem is a serious one. In many such localities, for a long time to come, the necessary exclusion of the wheel will operate to the injury of retail trade, to the benefit of streets presenting a practicable surface. The matter is receiving considerable attention in the press of larger cities, and practicable routes, if such exist, are discovered into neighborhoods afflicted with rough pavements, and are minutely described for the benefit of wheelmen and, incidentally, of the localities.

It has come to be fully recognized, in most cities, that future street improvements must be made with reference to the requirements of the wheel. The new vehicle asks no odds in cases where the streets are to be provided with surfaces of reasonable smoothness, as asphalt, brick, macadam or wood; but where there are rougher surfaces and streets with ordinary gravel and cobblestone gutters, such as are most usual in the outskirts of new cities especially, like Grand Rapids, it demands special provision. This, I say, has come to be recognized. In this city the question has been taken up and the Board of Public Works has instructed the engineer department that, in the preparation of all plans for future improvements, the needs of the bicycle must be considered. An investigation to decide the most feasible plan providing for special paths, either at the center of the street, at the sides in a portion of the place usually occupied by the gutters, or between the curbing and sidewalks, was also directed to be made. This is an indication of the consideration the subject is receiving in all the principal towns of the country.

Little has been accomplished in special provision for wheels in country roads; but much has been accomplished in the way of providing better roads for all purposes through its initiative. As

in the city highway, it asks no odds where roads are properly constructed to accommodate any vehicle traffic. Much of the improvement, however, stops short of properly accommodating any traffic during muddy seasons, though wagons can, of course, make their laborious way where there is no thoroughfare for wheels. In such instances—and they are still so numerous as to constitute the rule—attention is being turned to making the side path practicable. The wheel is a most efficient auxiliary in the preparation of such paths; and it is only necessary to provide a surface of gravel, cinder, or other material not liable to be converted into thin mortar, to have a way thoroughly and permanently compacted through its agency and the aid of pedestrians that will solve the problem for such roads at very little expense.

NATE.

News and Gossip of Interest to Dealer and Rider.

So many new riders have come into the field in the last year, and especially in the last few months, that it is not surprising that the question of gears is not fully understood. Many of these riders have no idea of what gear they are riding, and if they were told that it was 63, or 66, or 68, or 70, the information would convey no definite idea to their minds. The terms now used to express the gear of a bicycle are an inheritance from the time of the old-fashioned high wheel—now sometimes called the "ordinary," although, in fact, its rare appearance in public places nowadays makes it something extraordinary—when the size of the wheel depended on the length of the rider's legs. In those times a 54-inch wheel was a common thing—that is, a wheel 54 inches in diameter. When the safeties came into use, they were geared by the wheels over which the chain runs so as to correspond with the old idea of the diameter of a large wheel. Thus a gear of 70 is the same as to the distance covered by each revolution of the pedals as if a wheel 70 inches in diameter was ridden—something that would be possible only for a giant. A bicycle with this gear advances somewhat over three times 70 inches at each revolution of the pedals, or about 19 feet. The gear of a wheel is determined by the number of teeth on the large and small sprocket-wheels. To ascertain what the gear is, divide the number of teeth on the large wheel by the number on the small one, and multiply by the number of inches in the diameter of the rear wheel. Thus, on a 28-inch wheel, if there are twenty teeth on the front sprocket and 8 on the rear one, the gear will be 70.

* * *

Many riders still seem to be in ignorance of the "rule of the road" that is generally accepted in the cycling fraternity. It is that, in passing another wheel or a vehicle of any kind going in the same direction, one should go on the left hand side, while in meeting a vehicle of any kind (that is, one coming in the opposite direction) the rider should keep to the right. By following these simple directions the liability to collision is greatly diminished. Of course, there have to be exceptions, but a rider who goes on the wrong side for any purpose should feel bound to ride slowly and to exercise the utmost care. This is especially the case in turning corners, where accidents are likely to occur. Nothing is more deserving of severe condemnation than the reckless-

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HELICAL TUBE PERMIERS!

SELLS EASILY FOR.....\$100

We are away 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.

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Your Business is Incomplete

If you have not added to it a line of high-grade and reliable Bicycles. True as this is, it is fully as true that nothing will so jeopardize your business and reputation as a line of unreliable wheels, whose only virtue may be cheapness.



GARLAND BICYCLES

have established an enviable reputation wherever introduced. A Garland Agency contract is as good as greenbacks.

C. B. METZGER,

SUCCESSOR TO

PENINSULAR MACHINE COMPANY,
GRAND RAPIDS, MICH.

Weatherly & Pulte,

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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.



Dodds' Utility Cycle Seat

Mfg'd by Alexander Dodds,
Grand Rapids.

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

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

ness of some youthful riders in turning corners at a high rate of speed.

* * *

It is noticeable that the companies who insure against bicycle accidents expressly stipulate that no damages shall be collectible in case "the insured" is violating the law at the time an accident occurs. Strictly interpreted, this means that a man badly hurt while riding on the left side of a street or road would derive no benefit from his insurance policy. Insurance against bicycle accidents, by-the-way, may be obtained at low rates. One company, seemingly well conducted and financially sound, will insure bicyclists to the amount of \$5,000 at the rate of \$2 a year for each \$1,000.

* * *

A man in one of the suburbs found after leaving his bicycle alone for a short time that some one had opened his toolbag and abstracted the tools. The possibility of this being done has occurred to the minds of other riders. The tools ordinarily carried on a wheel are not of great value, but the loss of them may be the occasion of serious annoyance. It may become necessary in time for toolbags to be provided with locks in order to ward off the depredations of persons who are mean enough to steal their contents. Such persons would not hesitate to steal a bicycle if they had a fair opportunity to do so without running much risk of being caught.

* * *

New things continue to be brought out and displayed so as to attract the attention of wheelmen and possibly a few cents or a few dollars from their pockets. One of the latest is a new style of lock for the chain and sprocket wheel. It is a combination lock with three tumblers, and the purchaser can make his own combination, and as many combinations as he pleases. The difficulty with such a lock is that one might forget the combination, in which case the lock would have to be broken before the owner could do any riding. This combination lock is a rather clumsy-looking affair, but, as it is made of aluminum, it is light in weight. Another novelty is a bicycle bell attached to the outer end of one of the grips on the handle-bars. A small rod or wire runs through the grip and connects with a button near the other end of the grip. The button is so placed that it can be conveniently pressed by the thumb, causing the bell to ring.

They Want Bicycles.

To show the extent of the demand for wheels by all sorts and conditions of men, some one has collected the following advertisements which have appeared in recent issues of different papers:

"Wanted—A good second-hand bicycle in exchange for dancing lessons."

"A postage stamp collection for a first-class wheel."

"Have 800 second-hand chairs in good order, which I will give for two bicycles or one tandem."

"I will give a calf-bound Encyclopedia Britannica, worth \$150, for a high-grade bicycle."

"Wanted—A bicycle in exchange for an organ for a museum."

"Marine oil painting, worth \$100 for a bicycle."

"A fine collection of Angora cats in exchange for a bicycle."

The dividends paid by the cotton mills of Fall River during the quarter just ended show a decrease compared with those of the corresponding quarter of 1895.

"A Place for Everything and Everything in Its Place."

Written for the TRADESMAN.

"Good morning, miss. Please give me a bar of soap, a ten quart pail, and let me see a set of dishes—I'm in somewhat of a hurry," said a lady, as she entered a Park avenue store, the other morning.

"Yes'm," and the girl began looking. "Let me see—where did I see the soap last?" she said, under her breath. After racing backward and forward, looking here and there, she managed to find a bar tangled among the hosiery.

"One bar, did you say?"

"Yes, miss."

"Oh, yes and a ten-quart pail. Well, it beats all, anyway," she continued, talking to herself, "how things will get muddled up. Where on earth did Fred put those pails? Come to think, I saw them one time under that first counter."

She promenades to the front of the store, draws out a rusty bottomed pail, one that had been soaked, along with the floor, on mornings past and showed it to the lady.

Ten minutes had, by this time, been consumed in this wild goose chase, and you can imagine the impatience of the customer.

"This way for dishes, please."

"Well, might I ask whether you keep those hidden, too?"

"Oh, no, here they are now. But I'd never have thought of looking there, though," she added to herself. "But wait a moment—rather dusty" (wipes a plate with her apron). "You see, it's been too warm to keep things just in trim; but then, 'the boss' ain't very particular, so we clerks make work pretty easy."

"Yes, I thought so," replied the lady; but, before the girl had the dust off her plate and the price of the set named, the gong on the car sounded, the lady dropped a nickel for the soap, hurriedly picked up the bar and thrust it, without its having been wrapped up, into her handbag and rushed out to the corner.

Any impression taken with her? Any trade lost? Money? Time? Why? Because there was no system, no order, no neatness—in a word, no business in that store.

Does this apply to yours? If so get to work, for no business can be successful without an aim without work, system and continuity, based on "A place for everything and everything in its place."

JACK.

Bargains in Prints and Indigo Blues.

We have 25 cases Standard shirting prints, all new work, at 3½¢ and 10 cases Indigo blues at 4¢.

P. STEKETEE & SONS.

The man who got rich minding his own business would never have done it if he had not been a persistent reader. One of the best ways for the merchant to know his own business is to read everything that has a bearing upon it.

Grateful for past favors, I announce full line samples **Ready Made Clothing**, Fall and Winter trade, ten trunks in all, Men's, Boys' and Children's, have also closing out bargains Summer trade, **14 years with MICHAEL KOLB & SON**, oldest Clothing Manufacturers, Rochester, N. Y., prices, styles, fit always guaranteed.

WILLIAM CONNOR,

Box 346,
MARSHALL, MICH.

Will be at Sweet's Hotel, Grand Rapids, Thursday and Friday, June 18 and 19.

HAMMOCKS

\$7.00 to \$42.00 per dozen.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods

Grand Rapids, Mich.

Trimmed Canton Sailors, for children, in all colors, price \$1.50 per dozen.

Untrimmed Yak Sailors for ladies and misses, price \$1.25 for colors, \$1.50 for white.

We are offering a good cloth Tam O'Shanter in all colors at \$2.50 per dozen.

Send for sample order.

CORL, KNOTT & CO.

Importers and Jobbers of Millinery

20-22 N. Division St.,

Grand Rapids.

IF INTERESTED IN CAPS

... write to ...

Detroit Cap Mfg. Co.,

Originator of Novelties,

210 Jefferson Ave.,

DETROIT, MICH.

Our fall and winter line, which comprises 500 styles in Mens, Boys, Ladies and Children's goods, now ready for inspection.

Are You Ready to Talk

**YARNS, UNDERWEAR,
HOSE, OVERSHIRTS,
PANTS AND HEAVY GOODS
FOR FALL?**

We have samples to show.

P. STEKETEE & SONS,

ESTABLISHED 1862.

Around the State

Movements of Merchants.

Detroit—Fox & Hoy succeed Fox & Kushler in the tailoring business.

Seney—A. E. Grace, grocer and meat dealer, has removed to Munising.

Lake Odessa—C. G. Loase succeeds O. A. Lapo in the hardware business.

Harbor Springs—The Adams Mercantile Co. succeeds G. C. Adams in general trade.

Traverse City—Lardie & Ransom succeed Geo. W. Lardie in the commission business.

Howell—Beurman & Marston succeed E. M. Beurman in the grocery business.

Evart—O. R. Bush, furniture dealer, has removed his stock to this place from Big Rapids.

Bellevue—The bazaar and grocery stock of W. A. Young is advertised for sale under chattel mortgage.

Traverse City—E. R. Kneeland has sold his meat market to Black & Cole, who will continue the business.

Sparta—A. B. Way has purchased the Hinman drug stock of Mrs. Paige and will continue the business at the same location.

Blanchard—F. E. Standish, druggist, has admitted a partner, and the business will be continued under the style of Standish & Docksie.

Oscoda—Pack, Woods & Co. have sold their general stock to Fish & Duncan, who will continue the business at the same location.

Plainwell—A. B. Clark has sold his grocery stock to Wm. J. Olds, who has removed the stock to the store building occupied by him as a grocery.

Detroit—W. A. Fuchs & Co., dealers in church and society goods, have dissolved. W. A. Fuchs will continue the business under the old style.

Houghton—The Hancock Business Men's Association has decided to donate a site for the proposed Finnish seminary to be erected there. Finnish citizens have already subscribed \$5,000 towards the project.

Plainwell—John D. Wagner has sold his clothing stock to John H. Hitchcock and Jos. H. Baldwin, who will continue the business under the style of Hitchcock & Baldwin, Mr. Wagner retiring from trade altogether.

Kalamazoo—The Bryant Shoe Co. succeeds Barnett, Bryant & Babcock in the shoe business. The directors are M. J. Bigelow, M. B. Barnett and W. M. Bryant. M. J. Bigelow is President, W. M. Bryant, Vice-President, and Mrs. Barnett, Secretary and Treasurer.

Ann Arbor—The Eberbach Drug Co. discovered June 16 that William F. Hanson, one of their clerks, had disappeared and taken with him a good deal that did not belong to him. The firm is said to be the losers by \$200 or more, but they don't tell. So far the officers have not traced the missing clerk.

Mears—A. Mears, administrator of the Charles Mears' estate, has sold the general stock formerly owned by the late Charles Mears to W. I. Compton and M. D. Girard, who will continue the business under the style of Compton & Girard. Mr. Compton has clerked several years in the general store of the Sands & Maxwell Lumber Co., at Pentwater, and Mr. Girard was identified with the Mears store at the same place.

Cadillac—The man who put in an appearance here a couple of weeks ago, sailing under the name of C. W. Watkins and announcing his intention of

opening a wholesale establishment under the style of the Cadillac Grocery Co., turned out to be a confidence man. He managed to secure several shipments of goods on consignment, which he reshipped to Grand Rapids, where he disposed of the plunder at slaughter prices. Watkins was vouched for here by F. J. Parker, landlord of the American House, who pursued a similar swindling campaign at Grand Rapids about a year ago.

Manufacturing Matters.

Menominee—Cody & Addis have contracted to log 30,000,000 feet of pine timber near Munising for Comstock Bros., of Alpena. The logs are to be cut in the Burtis mill, at Munising, the contract calling for the completion of the job within the space of two years.

Detroit—The Sleeper Patent Flexible Insole Co has filed articles of association. The capital stock is \$150,000, all paid in. The stockholders are: H. S. Robinson, 3,400 shares; Geo. W. Sleeper, 4,000; Geo. W. Sleeper, trustee, 3,000; Andrew W. Comstock, 3,400; Richard G. Elliott, 1,200 shares.

Detroit—The Zenner-Raymond Disinfectant Co., with a capital stock of \$25,000, of which \$12,000 is represented to have been paid in, has filed articles of association. The stockholders are R. R. Howard, A. H. Zenner, Wm. V. Moore, F. F. Palms, Cameron Currie, Jas. H. McMillan and Clarence Carpenter.

Houghton—The rather unusual spectacle is presented of a mine which pays smaller profits as it grows larger. The Tamarack copper mine, while its No. 3 and No. 4 shafts, collectively known as the North Tamarack, have not proved as rich as was hoped, is still a richer and larger mine than ever before, but instead of paying \$15 per annum in dividends, as it has done in the two last years, will pay only \$6 this year, a semi-annual dividend of \$3, payable the last day of June, having been declared last week.

Ishpeming—The present uncertainty afflicting other trades is causing disquiet in the iron and steel industries. The prosperous season which was forecast from the busy ending of the season of 1895 may yet be realized, but the prospects cannot be called so hopeful as they were considered at the beginning of the year. The production of iron and steel will be large, but the trade authorities which predicted an output of 13,000,000 to 15,000,000 tons of ore for 1896 will be very likely to find the actual production nearer the 11,000,000 mark. One advantage reaped by the ore producers from the present unsettled condition of the market has been the reduction of freight rates, which have shown signs of great weakness. From present indications the mining companies will be able to obtain very reasonable lake freights on their entire output for the year, though, as usual, October and November charters will command high premiums, as there is always a certain amount of business, even in the duller seasons, which is held until the last possible moment, paying extra freights in consequence.

Sault Ste. Marie—The prospects for the development of the water-power canal are brighter now than they have been at any previous time. In a recent interview Vice-President Clergue, of the Lake Superior Power Co., said that the plans for the larger or 400-foot development have been definitely abandoned in favor of a work of smaller dimensions. In order to construct a canal

250 feet in width, only a half dozen tracts of land more than the company now controls will be required. The company now holds options on the necessary additional lots, and Mr. Clergue says they will be purchased before the options expire. The balance of the options held by the company will be permitted to go by default. The company expects to begin active work as soon as is possible. This date will depend largely upon the advice of the company's engineers, who have the plans for the extensive work nearly completed and who are expected to be here within a few days. Mr. Clergue is positive, however, that actual work on the construction of the canal will be commenced this summer, and that it will be rushed with all possible speed. The construction of the canal contemplated will develop a vast amount of power and will be a great thing for this city, as it will lead to the establishment of manufacturing plants here.

Logical Sequence of an Unfortunate Experience.

The following letter from a Saginaw county merchant shows the radical position a man is likely to assume toward all commission merchants when he has been swindled by unworthy members of the craft:

St. Charles, June 11—I am much pleased at the manner in which you expose the swindling commission houses in your city and Detroit, and as I now feel, I would like to see nearly every one of them put in the penitentiary for life, as about nine out of every ten are swindlers. I have had a great deal of experience with so-called good houses and have been swindled by them—even this last winter—and will mention one or two instances. I sent some nice butter to Buffalo to two good houses, and, at that time, the grade of my butter was salable at from 18 to 20 cents. After waiting for some time for an acknowledgment of my shipment, I wrote one of the houses and received the reply that, if I had put up the butter in half barrels, it might have been sold at full quotations, but, as it was, part of it had been sold at 18 cents and the remainder would be closed out at once. I waited about two months longer and got returns for all at 10 cents per pound. The butter cost me 15 cents, so on the lot I sent I was out \$23.68. I wrote the other house and they replied that they had sold most of the shipment and would make returns in a few days, so I waited, but not hearing from them, I made draft on them through the American Express Company for the amount of my shipment at 16 cents per pound, as they had written me that most of the butter had been sold at 18 cents. The draft came back, with 25 cents return charges, with the notation that they did not remember ever receiving such a consignment. I then wrote the Bradstreet agency at Buffalo and they referred me back to the Detroit office, and the Detroit office referred me to an attorney who did their business in Buffalo. I sent the account to the attorney, as suggested, and in a few days received a letter from him, stating that he had presented the claim to the house in question and that they admitted they owed me \$25.50, and not \$34.25. I wrote him to accept the \$25.50 as settlement and to deduct his collection fees and send me the balance. Now, I cannot get any reply from the attorney who collected the account. I cannot say too much against commission houses, good and bad, and I hope you will keep on agitating this subject in your valuable paper until you get them all in State's prison, where most of them deserve to be. They have cost me several hundred dollars' experience in the past five or eight years, and there seems to be no redress for shippers. By all means let the exposures go on!

J. H. HAMMILL.

The conclusions of the writer are, in

the estimation of the Tradesman, decidedly unjust, as it is manifestly unfair to condemn all the members of a craft for the shortcomings and misdeeds of unworthy members. The trend of the letter should be a warning to reputable commission merchants everywhere to unite in denouncing dishonest methods and curtailing the operations of questionable houses, as failure to purge the business of swindling institutions naturally causes retail trade to regard all commission houses with suspicion.

The statement relative to Bradstreet's Buffalo attorney calls for a thorough investigation and a prompt announcement of the exact facts in the matter, in case the agency in question expects the business public to regard its list of legal representatives with any degree of confidence.

Consummating Arrangements for the Jackson Picnic.

Jackson, June 13—The general committee on the fifth annual excursion of the Jackson Retail Grocers' Association met June 12 and appointed the following sub-committees:

Location—L. Pelton, Geo. E. Lewis, J. F. Helmer, J. L. Peterman, B. C. Hill.

Tickets—B. S. Mosher, M. M. Whitney, M. F. Murray, N. H. Branch.

Badges, Printing and Advertising—W. H. Porter, H. C. Eddy, D. S. Fleming.

Transportation—D. S. Fleming, C. G. Hill, P. Haefner.

Entertainment—P. Casey, H. Warner, Geo. W. Baker, T. E. Howard, M. F. Cottrell, M. J. Cummings, I. N. Branch.

The Committee on Location will begin active work at once. All of the railroads entering the city are anxious to get the largest crowd which goes from the city during the year and are very active in showing the merits of the different roads and resorts.

Much discussion was had by the general committee last evening in regard to the different locations, some favoring joining our Grand Rapids brethren; some preferring Orchard Lake, while others advocated Devil's Lake, Belle Isle and Baw Beese Park. An objection was made to Grand Rapids, on account of the transfer and loss of time in getting from the Michigan Central depot to the resort; but, as the committee had no idea of the intentions of the Grand Rapids grocers, they decided to wait until they had a proposition as to how and when and where the gathering was to be held in or around Grand Rapids. The committee will probably visit some of the resorts next week and be able to decide on a location soon afterward. There are many things to consider in connection with the management of such a crowd as the Jackson grocers have had for the past four years. They have always tried to look after and give attention to every one of those who attend the excursions, and, in the four that have been held, there has not been a single person injured, and they hope to maintain this record.

We anticipate a larger crowd than ever this year. The people are getting very anxious to know when and where we are going and have been talking of it for the past three months. As it is the event of the year, it is not to be wondered at.

W. H. PORTER, Sec'y.

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.

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

Ure Unkle is at Bushman's.

Bushman has the cigars.

Grand Rapids Gossip

UNWORTHY OF CONFIDENCE.

Commission Houses Which Are Irresponsible and Unreliable.

The Tradesman feels called upon this week to warn the retail trade against the following commission houses purporting to do business at this market:

Jared O. Smith.
Smith & Waidelich.
John Waidelich.
C. A. Lamb & Co.
B. F. Strifling & Co.

Some of the reasons for warning the trade against the above are as follows:

JARED O. SMITH.

This man has worked with the "Lamb gang" for several months. He was identified with the Lamb and Bunn crowd when they used 33 Ottawa street as their base of operations, and, until June 4, he was senior member of the firm of Smith & Waidelich, meat dealers and alleged commission merchants at 59 South Division street—which firm, by the way, succeeded (by means of seductive letters dictated by Frank J. Lamb) in capturing many shipments from country merchants. Smith asserts that he had no voice in the management of that department of the business, which was engineered by the senior Lamb, while Lamb asserts that he worked under the direction and control of Smith. Smith formerly owned a lot and two houses—one of which is the family homestead—at 142 South Prospect street, but he recently changed the title to his wife—for reasons which will be readily inferred by the business public. As soon as Smith sold his interest in Smith & Waidelich to John Waidelich, he began sending out letters—Lamb says he dictated them for him—soliciting shipments from the country trade. The Tradesman immediately demanded a statement from Smith as to his assets and general responsibility, when he admitted that he had neither, whereupon the Tradesman informed him that it would be compelled to acquaint the trade with his condition and denounce him as unworthy of credit or confidence until he paid or arranged to pay every dollar on the indebtedness of the former firm of Smith & Waidelich. He pleaded earnestly against exposure and actually gave up a \$50 note uttered by John Waidelich, to be applied on the account of Jorgensen & Hemingsen, of Grant Station, who had been so unwise as to consign a quantity of butter and eggs to Smith & Waidelich. He refused, however, to turn over a check which he had in his possession, and, when assured by Hon. O. A. Ball and the editor of the Tradesman that he was not acting along the lines of fairness and frankness, he sneaked out of the office like a whipped cur.

SMITH & WAIDELICH.

This firm is no longer in existence, but dozens of Michigan merchants have ample reason to regard the firm with positive disfavor. Smith and Waidelich both assert that Frank J. Lamb engineered the commission portion of the business, dictating the letters, receiving the shipments, disposing of the goods and making returns when it was thought that a small check would influence a larger shipment. The Tradesman regards Waidelich as not entirely responsible for all the crookedness conducted in the back end of his establishment. He is, apparently, a well-meaning German lad, not thoroughly posted in the ways of the world or the wiles of the

wary. He expresses great regret that he should have associated with the "tammed rascals," as he expresses it, and asserts that he will work like a slave for years to undo the wrong to which he has, unwittingly, been a party.

JOHN WAIDELICH.

As soon as Smith & Waidelich dissolved on June 4, Frank J. Lamb began sending out the usual type written letters over the signature of John Waidelich, who asserts that Lamb had no authority for using his name in this manner; and, when questioned by the Tradesman, Lamb could not recall whether he had ever sent out any such letters, nor could he recall that Waidelich had ever given him any authority to use his name in such manner.

C. A. LAMB & CO.

Frank J. Lamb informs the Tradesman that C. A. Lamb's wife is the "Co." of C. A. Lamb & Co. and that she is worth considerable property. As a wife is not competent to engage in business with her husband, under the laws of this State, Mrs. Lamb could be worth thousands of dollars, yet not a cent of her property could be touched by creditors of the firm. This firm—having the benefit of the "icy eye and stony heart" of Frank J. Lamb—has, probably, secured more shipments from country merchants than any other irresponsible house which has ever done business at this market. Chester Lamb is a genius and could have made his mark in the commercial world had he started out under different auspices.

B. F. STRIFLING & CO.

On being interviewed by the Tradesman, Strifling asserted that his partner is Chas. White, of 367½ Clark street, Chicago. Strifling asserted that he owns a house and lot on Gelock street, Grand Rapids; an acre of land in Benona, Benzie county; three mortgages on farm property, aggregating \$1,825; a section of land in Virginia, worth \$20 per acre; a carload of lemons in the basement, all paid for, and \$600 in cash—yet the man has been uncollectible for years and has the reputation of being a dead-beat net. Until a short time ago he conducted a saloon of questionable repute on Kent street. Any dealings with him or his firm will involve the probability of loss.

FRANK J. LAMB.

Standing well in the background is Frank J. Lamb, whose fertile brain and cunning hand have conceived and executed some of the most clever swindling schemes ever devised. A dozen years ago Lamb was engaged in the produce business in his own building on South Lonia street, but whisky, women and loose business methods caused his retirement from business about six years ago, since which time he has, evidently, acted on the assumption that the world owes him a living and that it makes very little difference to him whether it be an honest living or the other kind. The fact that he has been able to engineer questionable deals in other men's names for years without getting behind the bars himself is the best possible evidence of his exceeding shrewdness and cool headedness. He must have sequestered somewhere several thousand dollars in ready cash, as it is noted that he always manages to raise any necessary sum when he or his son, Chester, gets in a tight place and is given the alternative of "shelling out" or going to jail.

Having exposed the "Lamb gang" for the protection of the retail trade, the latter now owe the Tradesman a

duty. Those who have been caught by the Lamb crowd, and have not already done so, should immediately furnish the Tradesman full particulars, together with dates, amounts and all correspondence, while those who are within convenient distance of the city should immediately come to Grand Rapids and swear out complaints for the arrest of the offenders, with a view to eradicating, root and branch, one of the most disreputable associations of swindlers which ever infested a decent community. The prosecuting officers are aware of the bad character of the men and the disreputable nature of the business they are conducting, but are powerless to act in the matter until some one makes the necessary complaint. They announce their willingness to entertain all valid complaints and prosecute same to the fullest extent of the law.

The Grain Market.

The wheat market has been very wild during the past week. It might be said that it ran wild for several days, as the prices fluctuated 2@3c in almost less time than it takes to write it. The bears were finally successful in depressing the price of winter wheat about 4c in Detroit and spring wheat fully 5c per bushel in Chicago. The fine weather, which improved the growing winter wheat crop in many sections, was the principal reason. The disappearance of the Hessian fly (which was almost as rapid as its appearance) and the knowledge that the rust was only on the leaves of the wheat and not on the stalk did considerable toward depressing the prices. The fine rain benefited the growing crop and also assisted in destroying the rust, and now many farmers claim that the injury from the fly and from the rust will be only a trifle. The exports for the week made a good showing, being 2,992,000 bushels, against 3,209,000 bushels the previous week. The Argentine shipments were again very light, being only 216,000 bushels, against 1,048,000 bushels the corresponding week last year. To offset these bear arguments were the above stated improvement in our winter wheat and the enormous large receipts from the Northwest, which made our visible decrease only 661,000 bushels—rather small—especially as last week's decrease was likewise abnormally small. Again, the financial policy of the country is, as yet, unsettled, which has a depressing effect on grain values. This may seem strange, nevertheless it is a fact.

In coarse grain there is absolutely nothing doing, as speculation has ceased. It will require considerable crop damage on corn to advance the price. To give the reader an idea of the low price at which corn is sold, we will state that one year ago cash corn sold in Chicago at 53½c per bushel and to-day it is sold at 27c. Oats sold last year at 31½c and now they are selling at 17½c. No wonder there is no coarse grain moving.

The receipts were better than the previous week, being 44 cars of wheat, 8 cars of corn, and 5 cars of oats. The mills are paying 60c for wheat.

C. G. A. VOIGT.

Henry Hocksma has leased a basement in the Kortlander building, corner Grandville and Wealthy avenues and will embark in the butter and egg business.

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

Stocks and Corporations.

The directors of the Luce Furniture Co. have declared an 8 per cent. dividend from the profits of their business during the past year, and mailed their stockholders checks for one-half the dividend Saturday. The same institution paid 10 per cent. on the business of the year before.

The affairs of the broken Citizens' Bank of Edwardsburg appear in worse condition than at first thought by the stockholders as their investigations progress. A number of unexpected obligations of the bank have come to light, and the most the officials now hope for is to be able to pay the depositors in full.

The report of the Grand Rapids Gas Light Co. for May shows net earnings of \$7,107, an increase of 9.8 per cent. over the net earnings for the same period last year. The net earnings from Jan. 1 to May 31, inclusive, were \$50,293, an increase of 11½ per cent. over the earnings for the same period in 1895. The bonds (5 per cent.) of the corporation are held at 89@91, while the stock, which is now on a 5 per cent. basis, brings 56@50.

New Name but Old Hands at the Helm.

The business formerly conducted under the style of the Belknap Wagon & Sleigh Co. has been merged into a corporation under the style of the Belknap Wagon Co., the capital stock being \$50,000 and the stockholders being Chas. E. Belknap, Herbert P. Belknap, Chas. J. Bousfield and Jas. E. Furman. The directors of the corporation are Chas. E. Belknap, Herbert P. Belknap and Chas. J. Bousfield, and the officers are as follows:

President—Chas. E. Belknap.
Vice-President—Chas. J. Bousfield.
Secretary and Treasurer—Herbert P. Belknap.

Everyone who has ever dealt with the institution, which has had a career of thirty years' usefulness in this community, will be glad to know that the Messrs. Belknap have gotten their affairs into good shape and that the business is to be continued without interruption or curtailment.

Flour and Feed.

The flour market the past week has been very much unsettled, because of frequent and wild fluctuations in the price of wheat.

We are able to report a slight improvement in trade for the better grades of flour, while clear and low grades are not wanted at anything like fair values. The city mills have been running mostly on orders booked during May for June shipment, buyers either anticipating valuations to compare with the same period of last year or wishing to secure their supply before the new wheat comes into market.

The market for millstuffs has been very quiet, although local trade has been better than might have been expected. We anticipate some improvement in prices during July and August.

The demand for corn and oat feed, coarse meal, etc., is very limited, as is usual at this time of the year, while values have a downward tendency.

WM. N. ROWE.

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

Wait for Bushman, of Kalamazoo.

Hardware

The Complaints of Customers.

Lyle Merton in Hardware.

The ideal business is conducted without friction. Everything moves along without jar, and the proprietor is never troubled by strife within, or complaints from his clients, but each year, as it rolls around to its close, displays one of prosperity and profit. That this ideal business does not exist we are inclined to believe. There are always some things going wrong, even in spite of the best organized effort; and one of the things which tends to cast a cloud over the business prosperity of any house is the complaints of customers.

No matter how perfect the system, or how closely every detail is attended to, there will little misunderstandings and disagreements suddenly crop out, and cause some customer to become dissatisfied or offended at the manner in which he is treated.

The cause of disagreement may be but slight, yet it generally calls for prompt and careful treatment or a customer is lost.

When the cause of the trouble is known it is more easily remedied. But oftentimes people get offended, and the business man is ignorant that there is anything wrong. Every business man should keep a close watch over his books, and notice when an account gradually grows less and less until it is ended, or an otherwise good buyer suddenly ceases to buy. He should make it a point to find out if possible the reason, and if he is as shrewd as he should be he can generally do so.

By making outside enquiries or by sending a messenger to the person in question he will, in most cases, learn that the party is buying elsewhere because of some grievance. This grievance may be either real or fancied. Very often it is a fancied one, and a short conversation with the proprietor himself will generally bring about a reconciliation. But in many cases a real cause of dispute does exist, and the customer has reason to consider himself unjustly or carelessly treated. Perhaps, when buying a bill of goods from the traveler, he has been offered special terms by way of dating ahead the order. But the traveler in sending in the order forgets to mention the fact; or the traveler does his part all right, but the book-keeper overlooks the traveler's instructions and asks payment before he should; or a traveler from a rival house calls and, finding the man has bought some staple line, quotes him a price away below what it should be, and what he knows the man has bought for—and then trouble begins. Of all the causes of disagreement this is one with which it is the hardest to deal. Without dilating on this reprehensible practice, which violates every principle of business decency or honor, we are often confronted by it, and must in some way deal with it, in order to retain our client. If the amount is not large it is better to make the allowance, at the same time explaining the matter as best you can. In a matter of overcharge it is generally the better plan to make concessions, even more than justice would demand, rather than not fully satisfy your customer. Some people are so unreasonable that it is hard to satisfy them, but it pays in the long run to do so, even if there is not any profit left in the transaction, as it should be made an invariable rule to satisfy every customer if you desire to retain his trade and build up business. A dissatisfied customer may do a good deal of harm. If he kept his grievance to himself it perhaps might not make the matter so bad, but beside losing his trade you lose his good-will, and this means a great deal to anyone doing business. If you get a former customer's ill-will, he can do you a great deal of harm if he be so disposed.

In every business which has grown to be a successful one, it will generally be

found that one of the primary principles on which its success has been achieved, has been to retain, as far as possible, the good-will of every one who has any dealings with the house, and endeavor not to engender the ill-will of any.

Another cause of dissatisfaction is refusal to make donations to some object, generally religious, with which some customer is identified, and for which he may be soliciting aid. Leaving out the question of moral obligation or duty, if the request is not in some way responded to, offence is given and trade is lost. It pays to give to all the calls of this kind purely as a matter of business. It is an advertisement of the house and generally pays well.

One instance came under my notice, where the proprietor of a wholesale house was asked to contribute to a church building fund, and generously responded. The result was that the asker of the donation, who had previously bought little of the wholesaler, became a regular customer and bought largely; in another case I knew of, a wholesale house was asked for a donation of this kind and the proprietor, though he could have well afforded it, refused to give anything and turned the matter off by writing a very polite note. But his politeness failed him in this case, and a customer, whose trade was worth hundreds of dollars during a single year, was lost, and no amount of coaxing was sufficient to bring him back again.

The demands for money for these objects are very frequent, but where a client of the house is in any way connected, it is the surest way to give something, for if the opposite course is chosen it is almost always sure to cause offense.

Annual Meeting of the Michigan Hardware Association.

Eaton Rapids, June 12.—The first annual meeting of the Michigan Hardware Association will be held at Detroit on Wednesday and Thursday, July 8 and 9. The headquarters of the Association will be at the Hotel Cadillac, where the sessions of the convention will be held. An excellent program, composed of topics of vital interest to the hardware trade, has been arranged. After the business of the convention has been finished, Thursday afternoon, the social part of the meeting will be taken up. A banquet for Thursday evening and a boat ride for Friday afternoon are promised by the wholesale Detroit trade. The Association is in splendid shape for so young an organization, and it is expected that a large number of new members will be taken in at Detroit in July. Further information in regard to this convention may be obtained by addressing the undersigned at Eaton Rapids.

H. C. MINNIE, Sec'y.

Decorate for the Fourth.

As the National holiday is near at hand it is the duty of every one in business, and out of it, for that matter, to manifest their appreciation of this anniversary by celebrating the day in as patriotic a manner as possible. It has been said that of recent years the observance of this day is on the decline. To refute this assertion should be the aim of every one, and particularly those in business, as their calling brings them into greater publicity than those in private life. No better vantage ground for a display suitable for the occasion is offered the retail merchant than through the medium of an appropriately decorated window.

Alleged Infringement.

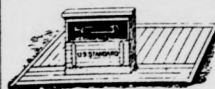
Suit has been filed in the United States Court, at Utica, N. Y., against Jacob Moschel, of 159 Peckam street, Buffalo, for using a computing scale which, it is alleged, infringes patents owned by the Computing Scale Co., of Dayton, Ohio. A similar suit has been filed in the same court against the Buffalo Store Service Co., of Buffalo, and an injunction asked for restraining it from further selling the alleged infringing scale.

GALVANIZED IRON FELLOE OILER



Mfrd by J. CREQUE, JACKSON, MICH.

Write for special prices.



Scales!

Buy direct and save middlemen's profit. Write for prices and description before purchasing elsewhere. Scales tested and repaired. Satisfaction guaranteed.
GRAND RAPIDS SCALE WORKS,
39 & 41 S. Front St., Grand Rapids.

Save Your Potatoes.

The Potato Bug is abroad in the land.

We have

The Eclipse Sprinkler
The Globe Sprinkler
The Bartholomew Sifter



Get in your order early so as not to get left.

Foster, Stevens & Co.,

GRAND RAPIDS, MICH.

**FIRECRACKERS
FIREWORKS
LAGS**

A complete line of staple goods at unheard of prices, together with all the novelties in penny, five cent and ten cent articles, in the market. Get our price list, mailed free on application.

A. E. BROOKS & CO.,
5 and 7 S. Ionia St., Grand Rapids.

Use Tradesman Coupon Books and Avoid Loss

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, June 13.—The week has been an uneventful one. Trade in jobbing circles has been quiet, but the volume of business done has not been altogether unsatisfactory. The number of buyers here is not very great, and, perhaps, the most descriptive word that can be used regarding the situation is that it is a waiting one. Waiting for what? Well, no one knows, but some think it is because business men are on the anxious seat to learn just what the platform of the two great parties will be. New Yorkers are realizing that they must inaugurate a very lively "campaign of education" if they maintain the position they have held for so long. This applies to more things than one.

The coffee market contains less of interest for a long time. Buyers show absolutely no interest, apparently, and prices are maintained with great difficulty. The amount of Brazil coffee afloat is considerably less than a year ago, amounting to 357,008 bags, against 578,213 bags last year. No. 7 Brazil closes at 13½c. Mild coffees are quiet and few transactions have taken place worthy of note. Prices are, practically, unchanged and the tendency seems to be toward a steady range for some time. Mocha coffee is worth 21¼@21½c. Padang Interior, 23½@24c.

The stereotyped description can be varied a little in the tea market this week. The offerings at auction were not quite as large as usual and the offerings were quite closely cleaned up. The effect was good, for next day on the street there was a much better feeling and quotations, for once, were fairly well adhered to. The agents of Ceylon and India teas report a satisfactory trade, and really they ought to be well satisfied. The increase in the consumption of these teas is marvelous.

The sugar market has been quiet. Granulated is in fairly good request, but is not especially lively. Refiners report a delay of two to three days in the deliveries, but this excites no wrath as yet. At the close on Friday the list price of granulated was an even 5c. Raw sugars are reported weak both here and abroad.

First-class molasses brings full prices and, although sales made are mostly in small quantities, the outlook is excellent for holding to the present range of values.

The syrup market is not very lively, but enough is doing to keep matters from stagnating. Stocks of the different kinds are ample to meet requirements. Prices are practically unchanged.

The rice market is firm and sellers are firm in their estimate of values. While the most of the inquiry is for the better grades, all kinds sell quite freely within their own range of values and the outlook is for steady prices all along the line for the rest of the season.

There is nothing new in spices. The market seems to be moving along in the accustomed channels and both buyers and sellers are waiting for something to turn up. Values are practically unchanged.

In canned goods there is a short pack of peas. That's about the only thing we have heard during the week. Brokers report a very quiet state of affairs. Not many new goods have been received, as yet. Prices are somewhat unsettled for new stock. New tomatoes, Maryland pack, have been offered at 60c, f. o. b. New Jersey, 70@72½c delivered in this city. One-lb. California fruits are a new thing on the market. They can be retailed at 10 cents.

There is a fair demand for lemons and prices show some advance. Oranges are in light request. Pineapples are meeting with very little enquiry and rule low. Bananas are quiet. While the arrivals here have been much smaller than last year, prices are lower by nearly 20 per cent. Taking other ports into consideration, however, the total arriv-

als are as large as they usually are. Watermelons are coming to town with some freedom and range from \$15@25 per 100.

Dried fruits are dull and purchasers are taking only enough to answer present enquiries. Prices are low and it is hard to see where interested parties find a profit on the present basis.

Butter and cheese are both holding their own and the quality is much better than at some other times.

Fancy Michigan, Ohio and Indiana eggs have sold at 12c. Nearby stock is held at 13@13½c.

The Retailer's Credit.

From the American Grocer.

Over nine-tenths of the retail grocers sell goods on credit, and most of the number barely make a living, and some do not even gain that reward for their service to the community. The fault, however, is not so much with the system as the man. Recently we met two credit-giving store-keepers, one satisfied with the system and a money-maker, and the other a dissatisfied money-loser, although doing a large trade for his location. The one had reduced credits to a system; the other frankly admitted lack of system and "too easy a nature; inability to say 'no,' or make collections."

The losses of the successful credit-giver average one-fourth of 1 per cent., and the cost of book-keepers and other expenses incidental to a credit business 1 per cent., making a total of 1½ per cent. for the risks and expenses of credits. The advantages of the system are so many and great that they outweigh the cost of the service and justify the adoption of a credit policy, for credit customers are free buyers and not so particular regarding prices as the cash buyers.

The unsuccessful credit-dispenser finds that he is perplexed and subject to great loss, and that one-half the amount on his books must be classed as bad. Many of his customers have been owing a balance for a year or over; they trade right along, but instead of decreasing they add to the old balance. He says, "If I press the account or stop it, then I am sure to lose the entire account, for my debtor will take offense and has no property which I can attach. What ought I to do?" We feel a deep sympathy for this dealer—a hard-working, honest, kind-hearted merchant, and whose case is typical of the condition of thousands. The trouble with this man and others is that they place too much faith in human nature; have not backbone enough to say "no" at the start; not courage enough to check the growing balance, and afraid to stop the credit for fear of giving offense, losing the customer and what he owes.

The store-keeper should insist upon the settlement of old standing accounts by note or agreement, and enforce the payment of running accounts at some fixed period, and coax out small payments from time to time on the old obligation.

No store can do a successful credit business that does not investigate as to the standing and responsibility of customers, establish gradings, and have a thorough system of rendering bills and making collections. We find that many do not take off the balances of accounts more than once or twice a year. It ought to be done every month, and each account gone over, examined and looked after.

In the large jobbing firms the credit clerk spends hours every day in going over the ledgers and noting the condition of every account. Why should there not be a similar inspection by the retailer? It is easier to stop the first delinquency than to neglect or pass it over in silence. The customer worthy of credit will never object to system and the enforcement of the adopted method. He expects his account to be sent in regularly, and ought to be made to feel that, if not paid by a certain date, he must expect a visit from the collector. Eternal vigilance is as much the price of freedom from losses by credit as the price of political or religious liberty.

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. S. 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, \$25.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25

FILES—New List

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

GALVANIZED IRON

Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	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's.....	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.....	2 80
Steel nails, base.....	2 85
Wire nails, base.....	2 85

10 to 60 advance.....	50
8.....	60
7 and 6.....	90
4.....	1 20
3.....	1 60
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 %.....	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 Bars.....	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 ½c per pound extra.....	

HAMMERS

Maydole & Co.'s, new list.....	dis 33½
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 75&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, ¼ inch and larger.....	5½
Manilla.....	9

SQUARES

Steel and Iron.....	80
Try and Bevels.....	
Mitre.....	

SHEET IRON

com. smooth.....	com.
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Nos. 10 to 14.....	\$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.....	2 90

SAND PAPER

List acct. 19, '86.....	dis 50
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SASH WEIGHTS

Solid Eyes.....	per ton 20 00
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TRAPS

Steel, Game.....	60&10
Onelida Community, Newhouse's.....	50
Onelida 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.....	62½
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.....	6¼
Per pound.....	6½

SOLDER

½@½.....	12½
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The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

TIN—Melyn Grade

10x14 IC, Charcoal.....	\$ 5 25
14x20 IC, Charcoal.....	5 25
20x14 IX, Charcoal.....	6 25
14x20 IX, Charcoal.....	6 25

Each additional X on this grade, \$1.75.

TIN—Allaway Grade

10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00

Each additional X on this grade, \$1.50.

ROOFING PLATES

14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00

BOILER SIZE TIN PLATE

14x56 IX, for No. 8 Boilers, ½ per pound.....	9
14x56 IX, for No. 9 Boilers, ½ per pound.....	

TINWARE.

We carry a full stock of
Pieced and Stamped Tinware.

WM. BRUMMELER & SONS

Manufacturers and Jobbers of TINWARE.

Dealers in Rags, Rubbers, Metals, etc.

260 S. Ionia St.
Grand Rapids, Mich.



Devoted to the Best Interests of Business Men

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

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

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

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Second Class mail matter.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - JUNE 17, 1896.

THE WONDERFUL WHEEL.

The bicycle is one of the most interesting mechanisms that has lately engaged general attention. Under the name of "velocipede," or "speedfoot," this vehicle has been a subject of study and experiment for centuries. The four and three-wheeled velocipedes have long been known; but the two-wheeled speeder was considered impracticable, because of the supposed impossibility for the average person to maintain an equilibrium on a machine in which the two wheels are placed one before the other, revolving in the same perpendicular plane.

So long as people were satisfied to theorize on the subject, the entire problem of balancing one's self on the bicycle was so formidable that it was left to be solved by tightrope dancers and other such professional acrobats. When, however, the apparent impossibility was tackled practically by plain sort of people it vanished entirely, and now persons of all ages, conditions, degrees of physical and mental development, and of both sexes, maintain their balance on the wheel with such ease and readiness that they positively wonder how anybody ever thought it difficult.

The bicycle is now no longer a luxury. It has become an article of necessity, and many people wonder how the world has gone on so long without it. This wonderful wheel is now ridden for business, for pleasure, and it has actually become an active remedial agent for diseases.

It is extremely likely that not a few of the muscular movements of the human body have been lost from disuse. Life under modern conditions cannot fail to exert a large effect in the evolution of the bodily structure and functions, and certain offices and exercises which were once required, but are no longer so and would apparently serve no useful purpose, have been counterdeveloped or evolved out of use.

There seems little doubt that the special conditions of modern civilized life which result from an extraordinary prevalence of sedentary habits in business; the general riding in street cars and other conveyances, the use of elevators to supersede the walking up and down stairs, have decreased the ordinary strain upon the abdominal muscles of the body, and have finally weakened them from disuse. To this fact must be attributed to a large degree the prevalence

of abdominal disorders, particularly in women.

It is in this connection that the use, the moderate use, of the bicycle has been a revelation. At first, the medical men were disposed to criticize this extraordinarily popular machine with severity, and to prophesy that it would create not a few causes of serious disease. They are not disappointed in this where the bicycle is used to excess, for then it is a most injurious affair; but where it is employed in a wise moderation it has produced effects on the human health which have proved to be remarkably beneficial.

There is good reason to believe that proper exercise with this machine has brought into exercise muscles which had apparently ceased to perform any special service, and, having put them in active relations with other muscles which are ordinarily employed, has aroused sympathy and stimulated them to the performance of healthful and harmonious functional duties.

But, leaving it to the medical profession to reason out the physiology of this matter, the fact remains that moderate and prudent exercise with the wheel has produced beneficent effects in the cases of many persons who had become, through lack of proper exercise, general ennu and the disorders that follow them, invalids and valetudinarians.

But there is one effect of wheeling that is its greatest drawback and is to be most carefully guarded against. It is the tendency to fast driving. The motion on a smooth and solid road is so easy, so swift, and is attained at so little cost of effort, that it realizes, more than any other motion, the idea of flying. At such times there is always a temptation to increase the speed to the utmost, so that, instead of floating lightly along, the "scorchers" find themselves straining every nerve to an extreme tension, and driving every muscle to the last point of his strength and endurance. This sort of thing is not only positively killing to all who persist in it, but it is killing to the unfortunate persons over whom the reckless riders drive, devoid, apparently, of every human feeling.

The bicycle is, without doubt, the most popular and generally used machine in the world, with the exception of the watch, and the day is not far distant when it will be almost as universally employed as is the pocket timepiece.

The Tradesman's usually candid and conservative correspondent, Mr. Meek, in giving his experience in getting rid of that most common, most diminutive and most aggravating of rodents, the mouse, makes some statements which, if his integrity were not absolutely above suspicion, might possibly be doubted. In the case of the untimely demise of the individuals found on the shelves, his verdict as coroner, like many verdicts of judges in other courts, might be found erroneous on further investigation; but there can be no doubt that the efficiency of his psychological remedy is as stated, for an experience of twelve years puts that fact beyond question. It might be a query why he should let so valuable a remedy remain a secret during so long a period but for the fact that the improbabilities are so great as to require a considerable time for verification. Of course, many of the subscribers of the Tradesman will lose no time in trying the new remedy, and the results will be watched with much interest.

THE EVILS OF GAMBLING.

Gambling may be properly defined to be the putting up of a money stake upon an issue which is to be decided wholly and entirely by chance. In England, whence most of the criminal law of the United States is derived, betting on horse races, or other trials or games of skill, is not prohibited, provided the bets be not made in a public place, particularly in a public bar or place where liquors are sold, or in the street.

At all times men have exercised the right to back their judgment of the speed of horses or of the skill of men in contests which are to be decided by the strength, agility, intelligence or other proper quality of the contestants.

Staking money on mere matters of chance does not tend to encourage any sort of excellence in the training of men or animals, but is a mere device to gratify a demoralizing passion for gambling. The betting on chance becomes all the more flagrant and demoralizing when it is carried on under conditions where the conductors or proprietors of an establishment are able to provide an arrangement by which they can take bets from all comers and hold specific advantages over all.

Such a concern is a poolroom, where bets are taken from any and every applicant upon horse races or other events which occur at distant places, so that it is impossible for the bettors to see, know or judge of the skill or qualities of the contestants. Such betting is against the merest sort of chance, with no room for the exercise of judgment, which might be of assistance to the persons making the wagers. In every such case the bettor gets nothing for his money, save a possibility of winning by accident, as it were, and even this slight chance being at the risk of the honesty of the persons who conduct the gambling establishment.

Without impeaching the honesty of any person who gambles, whether he be the conductor of the game or stakes money on it, the entire business is demoralizing and destructive of public order and of the honesty and reliability of many who indulge in it. Attempts have been made to show that pool gambling is not more demoralizing than is dealing in stocks and wheat and pork futures, basing the claim upon the fact that such dealers have occasionally committed suicide.

If any such line of argument be adopted, it must be extended to every class of business. There is not a trade or profession which can guarantee those who practice it against pecuniary disaster, against bad health, against loss of loved ones, against insanity, or against any of the evils which sometimes drive men to lay violent hands upon themselves. Commercial statistics, made up from the experience of vast numbers of individuals for long periods, show that 90 per cent. of the men who enter mercantile life fail, sooner or later, and only 10 per cent. die successful and wealthy.

As to dealing in commercial products for future delivery, there is no paying something for a chance in an accidental occurrence. The man who buys wheat for future delivery puts up a fund to bind the bargain and to pay the expenses of insuring, storing and otherwise caring for the merchandise, and he gets for it a guarantee that the wheat specified in the contract will be delivered to him on the day stipulated. He may not only claim delivery of the

goods at the time contracted for it, but he must accept delivery at that time, unless previously he shall have sold out his contract to some other party.

This is speculation, because it is trading with the hope of making a profit on the purchase or the sale; but that is no more than is done in every commercial transaction. The man who buys to sell again would not do so, except for the hope and belief that he is going to make money by it, and, without such buying and selling, there would be no commerce.

Every intelligent merchant looks forward to the probabilities of the crops and of other matters that can affect prices of the commodities in which he deals, and he regulates his business accordingly and makes contracts to secure or to sell merchandise for delivery at some future time. Based on this judgment, other dealers in futures make similar contracts, but before the time comes for acceptance or delivery they sell out their contracts to other parties. Their deals are based precisely on those in which delivery is intended and executed, and all that can be said against them is that they are speculating. They are in no sense gambling against chances or a fraudulent game.

TRADE SITUATION.

The continued dulness as to large transactions is sufficiently accounted for by the uncertainty as to financial declarations by the conventions. So that there is little to report beyond a continuance of the conditions of last week. There was a tendency to recovery of prices from the low ebb of the preceding week in flour, lard, sugar, petroleum and tobacco, while the steady downward trend continues for wheat, Indian corn, oats, pork, cotton and prints.

The general stagnation on account of iron combinations continues. Sales can only be made by a guarantee of the prices for a sufficient time to come by the pools. The nail pool has taken in one or two large concerns that were giving it trouble, which has strengthened prices. The general tendency of prices, however, has been the wrong way and, in spite of further diminishing of output, stocks are accumulating.

The flurry in wheat during the early part of the week was followed by a return to the old basis, which seems to indicate its normal condition. Decline has been the rule with other grains.

Cotton and woolen goods repeat the same old story of broken records for low prices, and still downwards, in spite of rapid curtailment of output. The decline in raw cotton and wool has been in proportion.

Stock markets have had little interest, apparently waiting for financial planks. Some variation in prices was the result of rumors of a Cuban proclamation in the way of depression and recovery on account of prospect of gold being favored at St. Louis. Gold exports were \$2,400,000 for the week. Bank clearings show a decrease of 3 per cent. Failures, 234, against 236 for preceding week.

As an evidence that the market project is still alive and even progressing in the right direction, it is to be recorded that a standing committee of the Common Council has been appointed, consisting of five members. The constitution of the committee would seem to indicate that there will be inaugurated an increased rate of progression, although it is scarcely probable that the work of the committee will result in the preparation of the market in time for use this season.

A PSYCHOLOGICAL EXPERIMENT.

Written for the TRADESMAN.

Among the ills that afflict humanity the existence of animals and insects that prey upon vegetation or disturb the comfort and security of householders furnishes occasion for continued measures of self-defense. Traps and poison have usually been relied on to prevent the ravages of the former, aided by an alliance with their hereditary foes of the same genus. Science has only partially succeeded in destroying the multiform germs of insect life by the aid of chemical combinations, and agriculturists and householders are, therefore, obliged either to wage unceasing warfare against enemies both visible and invisible, or to suffer serious loss of profit and personal comfort. Defensive tactics that seek total extermination of the offending cause naturally find favor with a suffering public. But each year brings new recruits to the invading ranks which elude the best efforts of inventive genius to overcome. The limits of this article forbid further discussion of the general subject; but a relation of my experience with one detachment of the grand army may, perhaps, be of use to some readers.

Up to a dozen years ago, my store and dwelling were infested with colonies of mice from cellar to garret. Nothing eatable escaped their attention. In spite of strychnine, traps and the services of an expert mouser, they insisted on being tenants at will—though not the will of the landlord. About that time a telephone was placed in the store, connecting it as a public station with the State lines. I soon observed that, occasionally of a morning, one or two mice lay dead on shelf or floor. In accounting for the mystery the poison theory had to be discarded, for I had long before abandoned that method of defense. Sitting as coroner on the remains, I was inclined to the opinion that the sharp, sudden ringing of the call bell had something to do with their case. A casual visitor who had been an amateur student of medicine suggested muscular rheumatism of the heart, since there was no sign of violence or poison. I was obliged, however, to officially sit down upon this diagnosis, because, though, referring to the Latin root, "muscular" was a proper adjective to apply to the corpus sine pectore, yet that disease did not seem to fit the evidence or occasion. The verdict, therefore, was made up and recorded as "death from acoustic shock upon the nerve centers." I was confirmed in this conclusion by the fact that, while putting up prescriptions in the small hours, on divers occasions, the signal bell had a similar startling effect on my own nervous system. As the mortality in time totally ceased, my hopes of help from electrical science gradually faded, and I began to entertain a conviction that the long-sought-for relief must be found, not in annihilation of the intruders, but in playing upon their fears by some mysterious agency in harmony with the principles of psychology. Brain structures may vary, but the theory of deterrent methods would seem to apply to animals as well as men, since fear and disgust are emotions common to each and form powerful factors in motives impelling to action. In searching for a proper deterrent, I decided, as an experiment, to test a certain combination of drugs that would appeal to one or the other of these mental conditions. Its base was arsenic, compounded with ingredients usually harmless unless taken

in excess. After charging a mass of commercial putty with the compound thoroughly mixed, I placed a small quantity in each of a score or more of pill boxes and distributed them in as many out-of-the-way corners. To my great delight the result was conclusive and satisfactory. Emigration at once began, and continued at such a rapid rate that, in forty-eight hours, not a mouse was to be seen or heard about the premises. Only an occasional mew was heard from my disconsolate mouser, that, deprived of his natural rations, was forced to climb trees and forage among the feathered tribe.

Thus, psychology solved the difficult problem, notwithstanding no mark of tooth or claw appeared to show that the compound was eaten or even touched. This was, in effect, exchanging one mystery for another; but I am content with the substitution, because, after an experience of twelve years, it has kept both store and house free from all rodent depredations. About once a year, when an advance colonial agent appears, I gather up the containers and renew the remedy, which has not yet lost its virtue.

One aggravating pest only remains to interfere with the proper condition of certain kinds of stock—that is a colony of large black wood ants, that forage around my syrup bottles, candy jars and sugar bins whenever the temperature exceeds 60 degrees Fahrenheit. If any reader of the Tradesman will suggest a deterrent for this foe of mercantile business equal to the one I have described, I am willing to exchange experience with him. So far, all the advice in this matter, received either by speech or print, has proved but the duplicate of Job's comforters.

PETER C. MEEK.

ENLARGE THE VETO POWER.

If it were possible for the President to veto separate items in the appropriation bills, it would doubtless prevent such wholesale jobs as the one recently noted by the country in the passage of the river and harbor bill. Meritorious projects and needed appropriations could receive executive sanction, while the petty robberies could be eliminated, and without the probability of being passed a second time over the President's veto, because sandwiched with really necessary measures.

Instead of taking steps to have this power conferred upon the President, the Congressmen are rather disposed to cut off the veto power altogether. They do not want their little schemes exposed by a veto of specific items. They would rather see the entire bill defeated and all public work stopped than to risk a veto of their individual pet measures. Spoils and not patriotism is the guiding principle. Many bills for the regular departments have gone through loaded down with objectionable, and indeed questionable, features simply because the evil was tacked onto the necessary. It is a favorite scheme with our well-high conscienceless Congresses.

The people would make no mistake in demanding greater latitude for the President's veto and insisting upon the necessary amendments to give the Executive the power to veto a part or the whole. The people are growing indifferent to their interests. Demagogues have misled ignorance until the country suffers. If there is not soon a revival of public interest in matters calculated to secure purer and better and more expeditious and economical legislation, it will directly be too late to obtain needed relief except by revolution.

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.

Change of Location

The Stimpson Computing Scale Co. begs to inform the trade that they have recently re-organized their company under the laws of the state of Indiana, with a capital stock of \$100,000, and that they are now building a new factory in the city of Elkhart, Ind., and which will be ready for occupancy the 15th of June. The officers of the new company are H. E. Bucklin, Pres.; Isaac Grimes, Vice-Pres.; Mell Barnes, Sec. and Treas.; Edwin Finn, General Manager. After the 15th of this month our address will be Elkhart, Ind.

Very truly yours,

Stimpson Computing Scale Co.,
ELKHART, IND.

Getting the People

Art of Reaching and Holding Trade by Advertising.

What a man says is important, also that he does not say the same thing twice. In addition to this another important point is how he says it.

There is one thing the people want more than anything else in an ad, and that is the truth. It is just as wrong and a great deal more injurious for a merchant to falsify in his advertisements than it would be to do so over the counter. If he states falsely to one person it is bad, but if he prevaricates in his ad the whole town knows it sooner or later; so as a matter of policy as well as morals merchants should make their ads truthful.

* * *

Some years ago the London streets were startled by the gruesome apparition of a hansom cab conveying a dummy corpse, which proved to be the unlicensed advertisement of an Australian melodrama. A little later the curiosity of the city was aroused by the appearance of a coach and four, bearing on the top two troopers and a bush-ranger—another advertisement, also unlicensed, of another Australian play. The law that forbids such displays is a salutary one.

* * *

Electric transparencies carried about by men for advertising purposes have made their appearance. The transparencies are about three feet high and two feet wide, and the outside covered with advertisements. Within are four incandescent electric lights in red, blue, green and white globes. A storage battery, strapped about the waist of the bearer, furnishes the illumination, and as he walks along he alternately lights and extinguishes the lights, the result being a novel effect of rapidly changing colors, thus fulfilling the purpose—that of attracting attention.

* * *

"Europeans don't go in for newspaper advertising to anything like the extent that we do here," says the New York Sun, "but they take the shine right off Americans for original schemes to attract attention to their shop windows. In London, Paris and the larger cities in Belgium the shopkeepers are continually devising catchy advertisements. Shoe dealers, hatters, safemakers and men in various mercantile lines do the business up best, but the confectioners, pastry men and other small merchants are not far behind them.

"A shoe dealer in Brussels, who makes a specialty of a waterproof shoe, keeps a pair of the shoes standing in a pan of water in his window all day long. The water comes just up to the top of the soles, and the public are respectfully invited at all times to step up and feel the inside of the shoes and see that they are perfectly dry. Another shoe dealer in London made a specialty of shoes for bus drivers, and his greatest claim for them was that they were unusually warm. He kept a pair of shoes embedded in a cake of ice in his show window, and anyone could walk in and feel the inside of them and see that they were warm.

"A hatter in Antwerp, who manufactures a waterproof silk hat, keeps one of them in his show window suspended over a pan, with a stream of water running over it. I never passed this store once without seeing a crowd of people

standing in front of it, and I don't doubt that this scheme brought him many a customer he would not have had otherwise.

"In Paris a firm of safemakers employed two men to stand in the window of their place all day and hammer on the lock of one of their safes with huge sledge hammers.

The novel designs that confectioners and pastry cooks get up and put in their windows attract the attention and admiration of all foreigners. Every confectioner in Paris who goes in for window advertising at all has a big Eiffel tower of candy in his window; but, fine as the Parisian displays are, they are not nearly so handsome as those in Brussels. The amount of cake and candy which is wasted in window decoration in the big Belgium cities is amazing. I can't see what use the sweets can be after the things are pulled apart, and certainly no one can have any use for a huge castle or figure made out of cake and candy, unless it is used as a centerpiece on banquet table.

"I have noticed in New York of late a tendency among small retail dealers to emulate the foreigners in this matter of window advertising. A Broadway shoe dealer is advertising his waterproof shoes like the Brussels merchant."

* * *

A tall man, with what appeared to be an ordinary silk hat somewhat the worse for wear, walked through the streets of New York the other night. Every few seconds a flash of light, like a halo, would startle all who saw him. Closer inspection showed a clever arrangement of electric lights in the hat, with a wire netting where the silk ought to be, and letters announcing the virtues of a superior brand of soap. The man accomplished the purpose of his walk, in some manner at least. A crowd of newsboys followed him, hooting. They may not be good customers for soap, but they gave him the comfortable sense of having made a sensation, which is about all that freak advertising ever does.

A small shopkeeper at a seaside resort in Maine, says the New York Times, hit upon a very clever way to advertise his wares. Noticing the number of people who daily wandered along the beach to pick up shells, a new idea struck him. He got a lot of nice clean flat ones, and on the white inner side he had painted in red ink his name and address, and what he had to sell. Every morning he sent a boy up and down the sand with a basketful of these shell cards with orders to drop them along the beach. People were sure to pick them up, and he soon found that he did the best business of any of the little shops thereabout.

An Original Card.

Day Bros., merchants at Lacon, Ill., had a novel window display last week. Back of a fence in a show window was a pair of shoes marked \$2.50. A placard read: "How can you get this pair of shoes without climbing the fence or opening the gate. Answer inside." People stood before the window and guessed, and "agitated their think," and then went into the store and inquired.

"Buy them," replied John Day, and a good many bought.

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.

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.**

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 Tonia St. (opposite Ball-Barnhart-Putman 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.

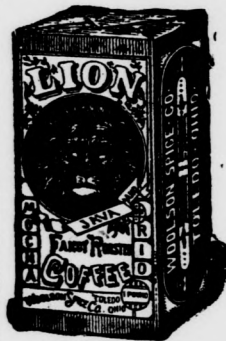
OF COURSE YOU HANDLE

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.

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 (½ 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.

CLIMATIC SUIT.

New-Fangled Apparel to Revolutionize Men's Summer Dress.

From the Chicago Herald.

What are you working at now?" asked Harris as he dusted off the only vacant chair in Inventor's workshop and glanced with some suspicion at a row of jars filled with loud-smelling chemicals. It was a blistering hot day and the sun beat through the dust-laden windows of the cozy little den until the air quivered with the heat.

"Pretty hot day," said Inventor, as he poured a small vial of anhydrous-ammonia into a saucer and watched it evaporate.

"I don't know whether it is or not," said Harris, as he mopped a perspiring brow. "I am surprised that you should make such an assertion. Hot is only a relative term. What is called hot in Chicago would be deemed cool and refreshing on the Desert of Sahara. You should be more careful in your use of language. I should say it was a fairly warm day for this latitude at this season of the year. I am not informed that it breaks any records."

"There are many things on which you are not informed," said Inventor. "The man who will compile an encyclopedia on the things you do not know can count on me as a subscriber and an ardent admirer."

Having said which Inventor continued his research into chemical mysteries and Harris had smoked three portions of tobacco with such fierceness that the blackened corn-cob pipe radiated heat like the surface of a locomotive boiler on a cold day.

"What do you think you are trying to do?" asked Harris, as Inventor concluded an elaborate mixture of fluids and surveyed the result with a complacent smile. In the moment of his triumph Inventor forgot all past differences and became talkative and affable.

"I have solved one of the greatest problems of the age," said Inventor, "and while I am not ready to make public its details I am willing to explain to you the theory of my newly discovered system. The mass of the population of the world lives in what is called the temperate zone. I suppose they are called temperate by reason of the fact that they have the greatest extremes of heat and cold. As a matter of absolute fact, the highest records of heat have been taken in latitudes north of Chicago and the lowest records of cold have been taken south of the British line. Both of these observations were taken from the same United States weather station. As I now recall the figures they were 127 degrees in the shade and 60 degrees below zero, a range of 196 degrees. This is the kind of weather that is served out to the people who inhabit the so-called temperate zone."

"That is not my fault," said Harris, "and I am willing to do anything in my power to have the system changed. What has all this to do with your latest discovery?"

"It has everything to do with it, said Inventor. "The extremes of heat and cold are becoming more marked, especially in this country, and unless something is done the race will become extinct. Have you noticed that we have reached a point where we have but two seasons in the year, winter and summer? That is a fact and there are scientific reasons for the same. The 'beautiful spring, ethereal mildness come,' and all of that tommy rot of which the poet sang fail to come in these the latter years of the century. Spring no longer lingers in the lap of winter. Summer arrives about the first of April and before winter can gather up his snowdrifts and blizzards he gets his nose sunburned and on several recent occasions has narrowly missed being sunstruck. Two years ago a Chicago man was caught out in a blizzard and frozen to death. This was on a Wednesday. The funeral was held on Friday and one of the pallbearers was prostrated by the heat. Of course, this was an exceptional case, but it is what we may expect any year. About the

same time a party of boys were out skating on the lake. When they were out about ten miles summer arrived. The ice melted so fast that when the rescuing party reached the shore several of the boys insisted on going in swimming. Thrifty restaurant keepers froze ice cream in snow drifts in their back yards and served it to perspiring customers who sought the pleasant shade of the awnings in front."

"What has all this to do with your invention?" asked Harris, as Inventor paused a moment.

"I have invented a suit of clothes which can keep pace with our modern climate," said Inventor. "Our race has gone along for centuries without making any scientific attempt to so clothe itself as to conform to climatic changes and conditions. In the winter we pile on enough clothing to keep out the cold. This is all right so far as it goes and is a fairly scientific method of keeping comfortable. But when it gets warm, what do we do? Take off the heavy clothes and substitute lighter ones. Now, that is no way to do. Heat is positive in its action, but cold is not. You can overcome cold—which is simply the absence of heat—but the mere removal of clothes, even if you go to the extreme of removing the last garment, will not make you comfortable when the thermometer is in the nineties. You must meet this problem with some positive remedy and I have found it. Hereafter, by means of my autothermo-frigid-summer-winter system of clothing, life will be worth living, even in New York."

"What is the theory of your system?" asked Harris, who was becoming interested.

"I have simply adapted some well-known principles," said Inventor, "and combined them with a recent discovery of my own. The cold producing qualities of anhydrous ammonia are well known and understood. This fluid is only another name for pure distilled ammonia and its rapid evaporative powers, when exposed to the air, produce intense cold by absorbing heat. I have succeeded in deodorizing ammonia and have invented a cloth which has a wonderful affinity for this fluid. Under my system a suit of this material will be worn next to the skin and in a small pocket will contain a vial of anhydrous-ammonia. This will connect with a dial or indicator shaped like a watch, which can be carried in the vest pocket. The wearer can consult this and by the movement of a small indicator adjust his temperature to any required degree. For people like Senator Tillman I shall make special sizes, warranted to overcome tropical heat. An ounce of anhydrous-ammonia will see a baseball fan through a twelve-inning game without the dampening of a shirt collar. The man whose only aim in life is to ask the question, 'Is this hot enough for you?' will be out of a job. One suit of auto-thermal-summer-winter clothes will last for ten years and the annual expense for ammonia will not exceed 25 cents."

"It is impossible to overestimate the value of this invention," said Inventor, "and its effects on our National life and morals. The saving in the wear and tear due to profanity alone will more than defray the original cost of a suit. The fat citizen can await the advent of summer with perfect composure and will be proof against a St. Louis August."

"Suppose a drunken man turned on the cold and went to sleep. Would he freeze to death?" asked Harris.

"I have so perfected the regulator that the ammonia circuit automatically closes when the temperature of the body reaches 60 degrees. Is there anything else you would like to suppose?"

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.

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.
Retails 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.

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.

A CENTURY HENCE.

Excursion into the Realm of the Future Grocery World.

H. F. Griffin in Grocery World.

One sunny afternoon in May a grocer sat in his store, deserted save for his presence, in a small village within close reach of a large metropolis. His business had fallen off considerably of late, for the reason that the town now contained four rival grocery stores, each bent upon securing the greatest amount of trade through the medium of price cutting, the result of strong competition. If one grocer reduced the price on any class of goods, his competitors followed his example and in most cases went a trifle below him.

The patronage of the village fluctuated between the stores, now rushing to the place of the one where the latest cut had been made, only to surge back again to the grocer who cut still deeper than the others. The grocer's face betokened uneasiness of mind as he mused upon the tactics of his competitors in reducing prices to such a point as to leave practically no profit at all, and his thoughts were of how long he could continue to meet the reductions and what would be the result of this endless slashing of prices.

He reflected long and earnestly on the outcome of this eternal warfare, until his mind grew weary of the strain. At length he roused himself, and remembering the invitation of a jobber to visit his establishment when next in the city, he resolved to take the first train cityward and, while there, settle for his last bill of goods.

Station after station was passed by the train bearing the grocer, who, intent upon his business troubles, had been carried far past his destination. Discovering this fact, he left the train at the next station, and found himself in the midst of a great city. How remarkably strange was this place, he thought. Everything seemed entirely different from what he had been accustomed to. Street cars, carriages, wagons and vehicles of all kinds, propelled by electricity, sped with noiseless rapidity over streets of even surface. No unsightly telegraph poles or wires marred the beauty of the thoroughfares. The houses were all built of stone, artistically finished, and being of even height, presented a handsome appearance. The stores did not look like stores at all, as he had known them. No goods were piled upon the pavement to obstruct pedestrians. No signs announced that this was Blank's famous store where bargains could be had such as could never be obtained elsewhere. There were no placards stating that goods would be "reduced for this day only." All that could be seen in the nature of a sign was a small aluminum plate upon the outside of each store, bearing the name and the goods sold.

He walked on, admiring many new and interesting things he had never before seen or heard of, until he saw upon the opposite side of the street a store having a plate bearing the words, "Co-operative Grocery, Branch 1," at which he gazed curiously. Was that a grocery store? It certainly did not look like one. Where were the barrels of apples and the boxes of soap that generally appeared in front of every progressive grocery? Where were the brooms and brushes and half chests of tea? What had become of the mackerel keg with the briny smell, and the sack of coffee with the wire guard to prevent mischievous urchins from depleting it? And the prunes, dried apples and evaporated peaches that were supposed to tempt passers-by to purchase? Gone, all gone; and, what was more amazing, was the absence of cards announcing that tea and coffee could be had at reduced rates, or that canned peaches were one cent cheaper than any other store could sell them.

The store with its large polished plate-glass windows, in which were artistically arranged canned and bottled goods, farinaceous products, light lunches and table delicacies of all kinds, presented a cleanly and attract-

ive appearance. Within the window the sides were covered with mirrors. The goods were arranged in tiers, in pleasing variety, and the reflection in the mirrors doubled the immensity of the exhibit and gave to it a tempting and inviting look.

The grocer drank in the details of the exterior appearance of the store with envious delight and then joined in the throng of customers entering the store. What a difference from the ordinary grocery! It looked more like a banker's office. The floor was of oak, highly polished, and not a speck of dust could be seen upon it. All samples of goods were neatly set on shelves behind the counters and were protected by movable glass doors. Electric fans kept the interior delightfully cool. The same force was applied to racks, on which were displayed goods that slowly went round and round, permitting of easy inspection by customers.

Seats were provided for all patrons and their wants quickly attended to. The clerks were polite, cleanly attired and gentlemanly in manner. It was surprising how quickly business was transacted. A lady would enter and take a seat. An indexed catalogue with prices attached would be handed her by the polite clerk, who waited respectfully for her orders. She would state what she desired, and, after paying for the same, leave her name and address and depart. There was no attempt on the part of the clerk to persuade her to purchase more than she wanted, nor did he say, "Anything else, ma'am?" and then glibly run over almost the entire stock in the store without pausing to refill his lungs.

The clerk made out a list of what was wanted, which was sent through a pneumatic tube to another department, where all goods were packed and shipped, and dispatched on their journey in the electric wagon. The grocer's amazement grew as he watched these things in open-eyed astonishment. He approached a pleasant, intelligent-looking man giving orders in a quiet, authoritative way, who proved to be the manager, and with the view of satisfying his curiosity engaged him in conversation.

"Been established long in business?"
"Not long," replied the manager.
"About a hundred years."
"A hundred years?" repeated the grocer.

"Yes; that is, counting from the time the co-operative plan was adopted."

"Never took much stock in the co-operative idea," said the grocer; "but you appear to be doing a mighty good business."

"Very few businesses are not now conducted on the co-operative basis," said the manager, "and experience has shown that it is the most profitable plan of conducting a grocery store, and one which overcame the evils of the old system of independent stores, in the operation of which, by reason of the fierce competition, men cut each other's throats in their endeavor to undersell one another. But happily those days are gone, never to return. Grocers, as well as other merchants, have seen the baneful results of the destructive policy of price cutting that so strongly marked the first stages in the evolution of trade towards the ideal conditions of transacting business."

"Well, how did it come about that the co-operative plan was adopted?" asked the grocer. "I never read any thing about it."

As the grocer finished speaking, his attention was attracted to a large clock, which at the moment began to toll the hour. The figure of Father Time moved across the dial and with his scythe struck the gong; the silvery chimes resounded throughout the store. The clock was a masterpiece of workmanship, and in addition to possessing an astronomical chart, illustrating the positions of the planets, was a perpetual calendar, showing the day, month and year. The grocer's eyes grew large and his mouth opened in astonishment as he saw just below the dial, "Wednesday, May 13, 1996."

Which is THE BEST Flour?

Everybody **claims** their's to be. Some believe what they say; some know better; some don't know anything about it; but **you** want to know. You **ought** to know and you **can** know. How? Easiest thing in the world. Leave it to your customers. That's what **we** did, and that's why we sell more flour than any other grocer in Michigan to-day. The flour that suits them best **is** the best, and that **they** say is

Ceresota

You who are handling it know that is right. Those who are not better climb into the band wagon while there is room.

Olney & Judson Grocer Co.,

Sole Distributors for Western Michigan.

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

"What is the matter with your clock?" he asked.

"Nothing that I can see," responded the manager.

"The date," said the grocer, pointing with his finger.

1906—that is correct."

"But this is 1896," persisted the grocer.

The manager turned aside to hide a smile. "Pardon me," he said, a moment later, and to convince the grocer showed him business letters and newspapers, all bearing the year 1906. The grocer was incredulous for some moments and could not believe that 100 years had passed of which he had no reckoning. He was finally convinced that such was the case, and the conversation again turned to the grocery business.

"The best way to reply to your question as to when the co-operative store began to engage public attention and why it has been successful, is to review a little of commercial history," said the manager.

"In the beginning of the present century competition was as bitter among grocers for trade as it was in every other line of business. Every grocer tried to undersell his fellow-grocer, in order to accomplish which he bent his energies to selling goods at a lower margin of profit than anyone else. The survival of the fittest meant that he who could sell groceries at the smallest possible margin of profit had the best chance of succeeding, paradoxical as that might seem. Prices would be reduced by one grocer to such a point that he hoped the others could not follow, and the public, ever alert to buy at the cheapest store, would flock to his place, to the exclusion of others, he expecting by the volume of his business to regain what he had lost in the cutting of prices.

"The merchants of that period, I believe, had a familiar motto that 'Competition is the life of trade,' and yet they must have seen that it was usually the death of the competitors. This constant warfare was productive of much bitterness. If Jones and Smith were grocers, doing business in the same neighborhood, they would be friends to all outward appearances, but one would watch with the eyes of a hawk the store of the other during the day for possible reductions, and each would lie awake at night racking his brain to devise some way by which he could undersell the other and drive him out of business.

"This deplorable condition of affairs brought in its train another evil. Adulteration was the order of the day in all goods not passing directly from the producer to the grocer. Quality was forgotten or ignored in the creation of cheap articles demanded by every grocer in order to undersell his rivals. The consumer suffered by the adulteration of goods, and the grocer suffered by reason of the constantly declining prices, the small margin of profits and the worry occasioned by fear of further cutting on the part of his competitors, making his lot a most unenviable one.

"This state of affairs existed over all the country. It was the same in every city and town, village and hamlet. What the consumers gained by the strife among grocers they lost in the poor quality of goods sold them, but neither had yet attempted to remedy the evils. At length, in order to protect the consumers and to raise the standard of food products, stringent laws were passed making it a criminal offense for any grocer to sell adulterated food products, no matter who was primarily guilty of the adulteration. This, to a great extent, prevented further adulterations and was a good measure for the benefit of the public.

"The cutting of prices went on for some years, and was forced to such a point by the fierce competition that the outlook for the grocery business was anything but promising. The grocer who could reduce his personal expenses to the lowest possible limit, deny himself and his family some of the comforts and many of the luxuries of life, and pay the lowest possible wages for help, had the best chance of withstanding the

siege of low prices and small profits.

"It was at this stage that the co-operative idea was launched. It did not meet with much favor because it was not thoroughly understood, and because, also, one or two attempts had failed, by reason of little confidence in the plan and the lack of proper management. But something had to be done to prevent the downward tendency of prices and to raise the grocery business to the standard and dignity of other enterprises. In desperation, a few grocers, more progressive than the rest, put their heads together and issued invitations for a meeting of grocers, to devise ways and means by which to better the conditions under which their stores were conducted.

"This meeting was largely attended and the advantages of organization were thoroughly impressed upon the grocers, and the result was they resolved to combine in order to protect themselves. Associations were formed by neighboring grocers, the members of which pledged themselves to keep prices at such points as to allow a fair profit on all goods, and to co-operate with one another in building up, instead of tearing down, the trade of each other. This was rigidly adhered to, and a new era of prosperity was begun for the grocer. The bitter warfare was over. Grocers no longer felt a dagger's point and each recognized in the other a friend instead of an enemy. Knowing by bitter experience the evils of the old system, none would undersell the man who was now his friend, formerly his competitor."

"But did not some one grocer sell lower than the rest in order to sell more?" asked the grocer.

"Certainly not; why should he? He might sell more for a day or for a week, but at the end of that time he knew that all others would follow suit, and this meant a change back to the old system, in which there was neither peace nor profit. Confidence begets confidence, and each grocer, having confidence in himself, had confidence in all others. Besides, money is a wonderfully convincing thing, and the profits arising from this consolidation testified that it was the plan by which grocers were dragged from the depths of the pit into which they had fallen, where they fought like animals for an existence, onto the higher plane of living profits and allied friendship.

"The beneficial results accruing from the association of neighboring grocers proved the possibilities of greater profits by the co-operative store. The increased earnings, resulting from the lessening of expenses by reason of the pooling of interests, could now be plainly seen by everyone, and the co-operative store of the present day was the outcome. A dozen grocery stores, conducted separately, cannot be operated as economically as the same number of stores combined under one management. Each store keeps at least one book-keeper and one wagon. These are not busy all the time and mean a loss to the store. Four book-keepers and four wagons steadily employed can meet the wants of the dozen stores combined, and this is the principle upon which the co-operative store is conducted.

"That it is the most profitable plan of conducting a grocery store is evidenced by the fact that this change took place nearly 100 years ago, and the grocers have not yet seen fit to go back to the old methods, in which they waged war upon one another as mortal enemies, and through which many sank into the sea of oblivion by the suicidal policy of price-cutting."

* * *

The grocer was roused from his dream by a customer entering his store. It was with a pang of regret that he realized he had fallen asleep in his own place and dreamed that times and conditions had changed; and the fact that it was only a dreamed was more vividly impressed by the customer refusing to purchase what she had originally intended to buy, because "it was two cents cheaper at Mr. Smith's store."

A woman may have a catalogue of faults as long as a milliner's bill; but, bless her, she's the best thing on earth.

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.

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.

Parisian Flour

Lemon & Wheeler Company,

SOLE AGENTS.

Parisian Flour

WARNER'S OAKLAND COUNTY CHEESE

Is always reliable and superior. Write for quotations on
New Made Grass Cheese.

FRED M. WARNER, Manufacturer,

FARMINGTON, MICH.

MONEY IN LITTLE THINGS.

Small Inventions That Have Brought Fortunes.

Washington Correspondence New York Sun.

No better examples of the importance of small things can be found than among the records at the United States Patent Office in Washington. There are to be seen certain small objects which, by a lucky turn of affairs or perhaps by the ingenuity of the inventors, have become known throughout the United States and even throughout the world, and have been the means of filling the pockets both of the inventors and their representatives. In fact, it would seem as if inventors of small objects have been far better paid than skilled mechanics and engineers who have spent months and years in perfecting elaborate mechanisms. Certainly, in proportion to the amount of work done, the lot of the inventor of small objects is more to be desired than that of the man who spends the best part of his life over an elaborate machine, the merits of which are tardily recognized, not, perhaps, until the inventor, through worry and sickness, is in no condition to enjoy the fruits of his toil. It would seem, also, as if the inventors of small objects which have paid have not, as a rule, been inventors by profession. They have been, for the most part, persons who, by sheer luck, have stumbled upon an idea which somebody else has recognized as a good one. Without the suggestion of this "somebody else," who is usually the one who profits, the great idea, though born, would rarely grow to maturity.

A story current at the Patent Office is told of an old farmer up in Maine. The children of the old fellow, like many other children before and since, had a way of kicking the toes out of their shoes. The farmer was of an ingenious turn of mind, and he cut out a couple of copper strips for each pair of shoes, which were fastened over the toes and between the sole and the upper. The plan proved so successful that the farmer found that, where he had been buying three pairs of shoes, one pair would suffice. There happened along about this time a man from the city with an eye to business. He prevailed on the old man to have the idea patented. This was done, and between \$50,000 and \$100,000 was made out of it. How much of this the old man got is not known, but it is presumed that the promoter got the larger part. The record at the Patent Office shows only the drawing of the invention as patented on Jan. 5, 1858, by George A. Mitchell, of Turner, Me.

Another similar invention which made a great deal of money was the metal button fastener for shoes, invented and introduced by Heaton, of Providence, R. I. At the time it was considered a fine invention, for the old sewed-on button was continually coming off. It has since been superceded, to a large extent, by the Elliott fastener—the invention of an Iowa man—which is put on with a machine which takes the wire from a coil and the buttons from a hopper, working automatically.

By a comparatively simple arrangement the shipping tags in use all over the country to-day were made a possibility. The chief trouble with a paper tag was the almost unavoidable tearing out of the tying hole before the package arrived at its destination. A cardboard re-enforcement, round in shape, on each side of the tying hole was all that was necessary to make the shipping tag a success. This was the invention of a Mr. Dennison, of Philadelphia, who has made a fortune out of a lucky five minutes of thought.

The division of the Patent Office which examines applications for patents on toys and puzzles receives more communications in regard to worthless objects, perhaps, than any other, except some of the divisions on mechanics, whose officials have to deal with crank inventors. The chief examiner of the division of toys cites many instances where fortunes have been made on puzzles and similar objects. The pigs

in clover puzzle had a curious history. The inventor, Crandall, put it on the market before the patent had been granted, or, in fact, even applied for. Other people, recognizing the value of the invention from a financial point of view, formed companies and began manufacturing the puzzles in even larger quantities than Crandall's company could turn them out. Crandall, of course, contested for his rights and prayed for an injunction. The claim was put into interference, which is along process and one which tries both the patience of the department and that of the attorneys. The unfortunate part of it for Crandall was that the craze for the puzzle was over before the interference was settled. This is the same Crandall who invented the famous children's building blocks with dove-tailed edges, which had such a run and are popular even to-day. The fifteen puzzle was never patented, and the department has no information in regard to its inventor. Several people claim it. Fortunes were made by it for half a dozen concerns, and most of the profits were pocketed by the manufacturers.

The return ball, a wooden ball fastened to a thin strip of rubber, with a wooden ring at the other end, which was patented somewhere in the sixties, had a rush of popularity which netted its inventor \$60,000, and it is sold widely to-day. The patent has now expired. The flying top, a round tin affair with wings, wound with a string and shot up in the air, made a fortune for its inventor. Several years ago a puzzle appeared which attracted considerable attention. It consisted of two double painters' hooks, which, when fastened together in a certain way, could not be taken apart except by one who had seen it done. It is said that this invention came about by the merest chance. A painter was standing on his ladder scaffold across the front of a house. He had occasion to use a pair of the hooks, and, picking them up hurriedly, entangled them in such a manner that it was several hours before he could get them apart. He forthwith had drawings made and filed an application for a patent, which was granted. No figures are known at the Patent Office, but it is supposed that he made a large sum of money, for the puzzle was sold for twenty-five cents in all parts of the East, and it cost much less than a cent to manufacture.

A discovery which has been the means of bringing forth a number of inventions, both great and small, was that of Goodyear, the rubber vulcanizer. It was not until the Goodyear discovery of the vulcanization of rubber in 1844 that rubber could be used, except in a very primitive fashion. Then it was found that, by the use of sulphur at a certain temperature, rubber could be moulded, shaped, and worked into any form. Immediately after this discovery, the application clerk at the Patent Office having charge of such matters was besieged by hundreds and hundreds of applications for inventions with the Goodyear discovery as a basis. They related chiefly to matters of form in which it was desired to work rubber. After that time the rubber blanket, the rubber overshoe, the rubber band, followed one after the other in rapid succession, and since that time there has not been a month that some patents have not been granted for different forms of rubber. Now applications are coming in at the rate of four or five a month, involving many applications of the pneumatic tubing or cushioning principle. There are now pneumatic blankets, pneumatic pillows of all descriptions, pneumatic soled shoes for running and jumping, and pneumatic car fender guards.

A recent invention which has come into prominence within the last two or three years is the tin cap on the top of beer bottles. This appliance is steadily taking the place of the rubber cork with the iron thumb lever. It is found that the sulphur in the rubber cork is acted upon by the beer, with the result of causing the rubber to deteriorate and spoil the beer. An offer from some whisky makers is attracting the attention of inventors. It is a reward of from

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.

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.,
5 and 7 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.

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.

\$25,000 to \$50,000 for an appliance on bottles which will prevent their being refilled. As it is now, all the great whisky and beer manufacturers of the country, and, indeed, of the world, are constantly getting letters from people who complain that they have received inferior qualities of liquids under well-known labels. Of course, it is impossible, without some such appliance for manufacturers to guarantee the contents of bottles. All appliances so far with this end in view have been unsatisfactory. The chief difficulty seems to be to make the invention practical and cheap enough for commercial use. The problem has been solved by a number of inventors, but at too great an expense, for it has seemed, up to the present, impossible to get the cost below \$2 a bottle. Completed, the appliance must not cost more than 2 or 3 cents a bottle.

Several years ago a patent was granted for an addition to tin cans which made the opening of them a very easy matter, and did away with the old-fashioned iron can opener. The can had a small rim just below the top, bent by machinery at an angle just below the breaking point. By a blow on the top of the can around the rim the top would be broken off with a smooth edge. This did not cost the inventor one cent a thousand above the regular price of the cans. Armour, the Chicago meat man, as soon as he heard of the invention, ordered 10,000,000 cans to pack meat in to fill an order for the German army. The inventor of this can made a fortune in the first six months. His cans are now used all over the United States for oysters and fruits.

The ordinary wood screw, patented Aug. 20, 1846, by T. J. Sloan, is recorded among the simplest inventions that have made the most money. Then screws were cut by machinery, some of which is still used by the American Screw Company, of Providence, R. I. But the patent has expired, and the new method invented by C. D. Rogers has many advantages over the old. Under the Sloan system, the skin of the metal was removed and the screw consequently weakened; now there is a die which rolls the screw threads.

The man who invented the brass spring fingers one sees on lamps for holding the chimney in place got, for a long period, a royalty of \$50,000 a year. William A. Thrall, a former official of the Chicago and Northwestern Railway, patented, June 1, 1886, a thousand-mile ticket which possessed so many advantages that it has been adopted by many Western roads. Several years ago Mr. Thrall resigned his place and is now living on a royalty of \$20,000 a year. Within the last two weeks a patent has been granted on a new whistle, used principally by bicyclists, and made on the principle of the siren or fog whistle. It has been largely pirated throughout the country, but will not be put into interference, for the patent has been granted. It is manufactured by a firm in the East, and they have only been able to supply the Eastern trade. The inventor has received for some time past \$5,000 a month. Among musical instruments for general use the autoharp has, perhaps, made the most money. The first one was patented in 1882. Now they are sold very reasonably, and manufacturers report immense sales every month. The organette, with perforated paper sheets, is another of the money-making musical instruments.

The Genuine Article.

"I am beginning to have doubts about our prospective son-in-law," she said, thoughtfully.

"Why? What is the matter with him?" he asked, anxiously.

"I'm afraid that his title is spurious—that he does not really belong to the aristocracy of Europe."

"Oh, you needn't worry about that," he replied, with evident relief. "I have good reason to know that he is the genuine article. He has already struck me for a loan of \$500, agreeing to let that sum be deducted from the dowry of his prospective wife in order to insure payment of it."

Accidental Discovery of the Argand Chimney.

To the Egyptians has been given the honor of inventing the lamp, but it seems more than probable that they received it from the older civilization of India. The lamps originally used by the Hebrews, the Egyptians, and the Greeks were simple flat vessels with a small handle at one end, and at the side a little projection with a hole, forming a nozzle. In the back was a larger opening, into which the oil was poured. The oil used was generally vegetable, but according to Pliny it was sometimes of liquid bitumen.

The lamp commonly used in Egypt at the present time is a small glass vessel, with a tube in the bottom, in which is placed a wick of cotton twisted around a straw. The common lamp of India is a small earthen saucer, with a bit of twisted cotton for a wick. The ordinary traveller's torch or lamp in India is a bundle of strips of rags on the end of a stick, with oil poured over it. In "Bible lands" the lamp commonly used is a small earthenware plate, with the edge turned up to make it hold a small quantity of oil.

Among the most beautiful ruins of antiquity that have been preserved are a great number of Egyptian, Greek, and Roman lamps, formed of clay, metal, terra cotta, and bronze. The museum at Naples contains the finest variety of specimens to be found anywhere. These were recovered from the ruins of Pompeii and Herculaneum. Some lamps were hung with chains to bronze candelabra; some were supported by beautiful brackets.

In 1784, Ami Argand, a Swiss residing in London, made an entire revolution in artificial light by inventing a burner with a circular wick, the flame being thus supplied with an inner and an outer current of air. To Argand we also owe the invention of the common glass lamp chimney. He was very desirous of increasing the light given out by the lamp that he had invented, and to that end had made many experiments, but all to no purpose.

One night, as he sat at his work table thinking, he noticed an oil flask lying near, off which the bottom had been broken, leaving a long-necked, funnel-shaped tube. He carelessly picked this up and, "almost without thought," placed it over the flame of his lamp. The result astonished and delighted him, for the flame became a brilliant white light. Argand made practical use of the hint thus given him by devising the lamp chimney.

An Accommodating Landlord.

"I stopped at a very small town in Kansas a few years ago," remarked Albert C. Antrim on the occasion of his recruiting trip to the Grand Rapids market during the Christmas holidays. "I had been in the place once before and knew where the hotel was. It was late at night when I got off the train and went to the hotel. After repeated knocking and shaking of the door, the landlord came down and let me in. The next morning breakfast was not ready when I got up, but the landlord was in a good humor about it, saying: 'Everybody is sick about the house. You are the only guest, so I didn't get breakfast ready.' He went out into the kitchen and in half an hour served a very good meal for me. I found that my customer was out of town, so had nothing to do but stay around the hotel all day. The landlord got dinner and supper for me and I asked, 'Who is sick?'"

"My wife, two children, the cook, the waiter and the porter."

"I should think you would get some one else."

"Can't. They won't come."

"Why not?"

"They are all afraid of the small-pox. I'm the only one who hasn't got it, and I feel the symptoms. I'll be in bed to-morrow, but I think the porter will be well enough to run the hotel by that time. He is sitting up to-day."

"I paid my bill very suddenly and put myself under medical treatment when I reached the next town."



Grand Rapids LUMBER COMPANY

WARHELPS President
C. F. YOUNG Vice President
J. CAPRELS Secy & Treas.

419-421 MICH. TRUST BUILDING.

Grand Rapids, Mich.

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



Michigan Bark & Lumber Co.

Grand Rapids, Mich.
508, 509 and 510 Widdicomb 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 1896.
Correspondence Solicited.

BOSTON RUBBERS

All Sizes and Widths

Exclusive Rubber House of

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



GRAND RAPIDS BRUSH CO.....

Manufacturers of

BRUSHES

Our goods are sold by all Michigan Jobbing Houses. Grand Rapids, Mich.

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.

Produce.

Some Observations on Commission Merchant Frauds.

Written for the TRADESMAN.

While it has not been my misfortune to suffer, personally, at the hands of commission sharks, circumstances have made me somewhat familiar with their modes of operation, and I take pleasure in complying with your request to note a few suggestions on that subject. The peculiarities of the commission business make it especially liable to the operations of trade swindlers.

There is, perhaps, no other line of trade that presents so many temptations to dishonesty as are met in the career of a commission merchant. One of the most frequent is the condition of the consignment when it is received. It is a constant tendency for the receiver to exaggerate the percentage of deterioration which perishable commodities undergo, and then, if by sharp bargaining, he succeeds in making a favorable sale, it is easy to claim and take the reward for his diligence and shrewdness and no one is the wiser. It is thus very easy for a dishonest man to fall into the practice of claiming damage and unsalability and compromising with the consignors to his own profit as the circumstances and helplessness of those who fall into his hands will permit. This temptation is so great that there are very many established concerns with ample ratings and excellent references who are giving constant cause of complaint from victims all over the country, until it has become a very serious problem in the commission trade.

It is more particularly of a different class of swindlers that I propose to speak here—the class whose operations you have been exposing in the columns of the Tradesman. This class is principally made up from those who have received a training in the school of dishonesty referred to above. Graduated from this by circumstances, usually business failure, these set about the careful systematic devising of unqualified swindling operations. Indeed, it is necessary for a commission swindler to have had experience in the regular commission business, as it requires a practical familiarity to carry it on, and especially to effect sales of the consignments.

The usual plan of operation is to select a locality where the acquaintance of the chief promoter is such as to enable him best to dispose of his plunder. He then proceeds to devise a firm and style, keeping his identity carefully hidden. For this he takes the name and address of some irresponsible relative or errand boy suitable to be used as a tool for his nefarious purpose. His next proceeding is to establish a credit for the new "house." To do this there is an account opened at some local bank, with sufficient funds to make a suitable showing on the books. It does not take much and the swindler is always provided with sufficient ready money. Suitably printed stationery then being provided and a type-writer hired, he is ready for operations. Cunningly devised circular letters are prepared and sent to lists of the most probable victims he can obtain. Correspondence is opened and, by making sufficiently favorable offers to command attention without exciting suspicion, he soon begins to get business. If the consignments are pretty small, for trial, and he sizes up his victim as good for a larger

bite, they are sold and generous returns promptly made. Then, when the venture is large enough to warrant it, the fun begins. Frequently this is with the first consignment.

Of course, it is essential to success that there be sufficient reference. The unpretentious but regular business at the bank provides this. Without a word to the bank officials the letters give a reference, in the printed heading, to the bank. The inquirer writes and the question as to the condition of the account warrants the bank in answering that their dealings have been satisfactory. This disposition of the matter is the shortest and most natural, and the officials never mistrust that they are parties to a swindle; and, by the time the inquiries begin to be so frequent as to attract attention, the "firm" will have gone out of business or changed its account and reference to some other bank.

As soon as this firm is fairly in operation steps are taken to establish another, exactly similar, only different. The stationery is printed on a different quality of paper, in a different kind of ink. Constant variety and ingenuity appear in the preparation of the letters, and a collection of such that I have seen from a "group" of these firms shows many that are models of business style and brevity—calculated to deceive the very elect.

The third "firm," the fourth, and so on are put into operation in the same manner as the circumstances require. Addresses at residences, with occasional removals of the business headquarters, give sufficient variety in that regard, and it is sufficiently easy to get dummies to serve for the names. When the operations of one firm have progressed so far as to involve danger from too close inquiry it is allowed quietly to disappear.

It will be readily seen to what an extent such a swindle may be carried with impunity. The victims are scattered over a wide extent of country and it would not require many for each "firm" to make the business profitable.

What protection can be found against such sharks? The protection of enlightenment. The condition of the commission business brought about by this class of swindlers and the others referred to gives an exceptional opportunity to reliable dealers. The operations of swindlers are carried on exclusively by means of private correspondence and circulars—the publicity of advertising would be fatal. Thus is suggested the proper means of bringing reliable houses to the confidence of shippers—let them advertise. In this way shippers will learn to deal only with well-known and well-advertised houses. And it will become a more essential part of the business of shippers to learn of the reliability and permanence of their correspondents. This must be taken up as a careful study and he will be successful in avoiding loss who gives it the most systematic attention.

FRANK STOWELL.

His Strong Point.

"Absalom," said Mrs. Rambo, "have you time to take this carpet out and—"
"Don't ask me to do anything to that carpet, Nancy," responded Mr. Rambo. "I want to rest."
"I think you're always wanting to rest when I ask you to do any little job about the house," wrathfully rejoined Nancy. "You'd be worth a good deal to a bicycle maker!"
"Why, my dear?"
"Because you've got an everlasting tire on you!"

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.

GRAND RAPIDS.

TELEPHONE NO. 10.

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.

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.,

BENTON HARBOR, MICH.

J. ROBINSON, Manager.

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.

German Coffee Cake and Lemon Snaps

Ask our salesmen to show you samples.

CHRISTENSON BAKING CO.,

Manufacturers of Crackers
and Sweet Goods,
GRAND RAPIDS, MICH.

PERKINS & HESS, Dealers in Hides, Furs, Wool and Tallow

We carry a stock of cake tallow for mill use.

Nos. 122 and 124 Louis St.,

Grand Rapids.

Order

Fancy Lemons,
New Celery,
Water Melons,
Bananas,
Fruits and
Vegetables

..... OF

F. J. Dettenthaler,

117 and 119 Monroe street,
Grand Rapids.

FRUIT and VEGETABLES

are good and very cheap.

Send your orders to

Henry J. Vinkemulder,
GRAND RAPIDS, MICH.

Gnaranteed that prices will be right.

I want you for a customer.

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.

Gripsack Brigade.

Frederick C. Eberling, traveling representative for John Eberling, of Green Bay, Wis., was in town several days this week.

John Smyth, State agent for the Riverside Yeast Co., is inspecting the agencies of the corporation at Ludington and Manistee.

C. A. Sams, who has been on the road some time for the A. H. Lyman Co., Manistee, has resigned to take the management of J. Hanselman's drug store, at the same place.

Henry B. Grady, who traveled twenty years ago for the then wholesale grocery house of Cody, Olney & Co., has engaged to cover the Michigan trade for the Michie Tobacco Co., of Goldsborough, South Carolina.

A. W. Knapp, underwear buyer and traveling salesman for Strong, Lee & Co., submitted to an operation for appendicitis at Harper's Hospital (Detroit) May 24. He is rapidly recovering and will soon be in shape to resume his duties on the road and in the house.

C. D. Beale, general Western agent for the Coats' Thread Co., Chicago, is making a tour of the State with their Michigan representative, J. W. Sleight. Mr. Beale spends his summers at Spring Lake, on the banks of which he has a ten acre farm and a beautiful summer home.

Another death has occurred in the ranks of the Michigan Knights of the Grip—Geo. E. Dyer, of Sutton, Quebec, who passed away May 29. His membership number was 3,104 and he was in good standing at the time of his death. The insurance is payable to his two granddaughters.

At the meeting of Post E, Saturday evening, the Entertainment Committee—composed of Chas. J. Flynn, Frank W. Hadden and A. E. Baker—was instructed to designate the date and place of the annual picnic and make all necessary arrangements. The Committee has, as yet, had no meeting to consider the subject, but the indications are that John Ball Park will be selected as the place of holding the picnic, the pleasant event of last year still lingering in the memory of all who participated in the anniversary.

Mancelona Herald: Said a traveling man a day or so ago, "I'll venture the assertion that there isn't a town in Michigan where the hard times are felt less than in Mancelona. This," he continued, "is not only my opinion but is the opinion of a number of traveling men, representing different lines of business, whom I have talked with and who all agree that your people have mighty little to complain of in the way of hard times or a scarcity of money. Your iron furnace and your factories are running full time and the operatives don't know what it means to skip a pay day. The past winter was a prosperous one for your merchants, thousands of

dollars being paid out here for cordwood and logs, and the result is that money has been kept circulating here while the merchants of other towns and cities have been doing a losing business right along. Yes," he said, "you are in luck, but, unfortunately, there are many here who have failed to comprehend and to appreciate this fact."

In some respects the American commercial traveler is a potent influence. He carries with him the latest city chit-chat, and if he be a young man, perhaps the latest slang or the newest funny story. It has been said that a noted American after-dinner speaker depends largely on that class for his humorous stories; at all events, the commercial traveler has studied the art of pleasing, and he is a welcome figure at the dreary country hotels, where he pauses for a little time in his rapid flight through the sections remote from city influences. In some respects he is an oracle on mooted points, and his dictum on many phases of business or politics carries much weight. If, for instance, the commercial travelers of the country were unanimously to favor the passage of the proposed bankruptcy act, and were to back their opinions with common-sense arguments wherever they should go, it is hardly too much to say that in a short while the demand for the favored action would soon show itself in all sections of the country. Shrewd politicians of National fame have in the recent past declared that popular opinion in the West upon public questions like the tariff has been largely affected by the commercial travelers who have passed through that section, and there is strong ground for such belief.

Pine Egg Cases a Nuisance.

Pine egg cases deserve a place, alongside of No. 2 fillers, on the shelf where the antiquities of the egg trade are preserved to gratify the curiosity of future generations.

The trouble with pine for egg cases is that it is very liable to impart a bad flavor and smell to the eggs. This occurs in the presence of moisture. When eggs come out of a cold refrigerator car into a warm atmosphere they become damp—often wet—from condensation; so does the case itself. This causes the pine to emit a strong, pungent odor, which taints the eggs. The same effect is noticed in damp and muggy weather.

We have observed a number of instances lately where eggs in pine cases have been returned from buyers, on the ground that they were "tasty," though apparently fresh and sound. Investigation has shown that the trouble was due entirely to the absorption of the pungent pine aroma from the wood.

For holding in ice house the pine case is absolutely tabooed; and even for ordinary use in marketing stock for current demands it is a detriment under any but the most favorable conditions. It is best to pack stock in such a way as to give it the benefit of every outlet, and so as to avoid all accidents.

The white wood case is far the best case made and should be universally adopted, at least for packing stock of first quality. A white wood case with medium fillers and a No. 1 filler at top and bottom layer is free from objection, and, if properly packed, should prevent many of the losses which often harass the less careful packer.

A wise business man is never guilty of doing wrongly the same things for which he finds fault with his competitor.

SUCCESSFUL SALESMEN.

John R. Oxnard, Representing Strong, Lee & Co.

John R. Oxnard was born at Guelph, Ont., Oct. 2, 1864, his antecedents being English on his father's side and French on his mother's side. His father was a railroad man, having been for many years connected with the Grand Trunk system, and, although Mr. Oxnard had an opportunity to follow the footsteps of his father, he chose, instead, a commercial career. When 15 years of age he turned his feet toward Detroit, where he found employment as entry clerk in



the then wholesale dry goods house of Chas. Root & Co. Two years later he was promoted to the position of assistant manager of the dress goods department, and two years later he was rewarded for faithful service by being given a position on the road, which position he still occupies, covering the trade of Southern and Central Michigan, with satisfaction to all concerned.

Mr. Oxnard is an Odd Fellow, being a member of the lodge at Reading, Hillsdale county. He is also a member of the Toledo Traveling Men's Association and is a communicant of Grace Episcopal Church, Detroit. He is not yet married, but the reason for this condition is not readily apparent, as thousands of less handsome men have led fair ladies to the altar.

Mr. Oxnard attributes his success to everyday hard work. He carries his grip six days a week and has never been known to complain because of overwork.

The Dry Goods Market.

Prints declined slightly last week. The mills are closing down to allow stock which is piled up to be sold out. All kinds of wash goods are low in price.

Ginghams, both staple and fancy, are off in price, some jobbers quoting staples at 4 1/2c.

Flannels are selling quite freely for fall delivery on account of the very low prices at which these goods are quoted.

Cottons, both bleached and brown, continue low in price. Lawrence L. L. will not be sold after this season, as the makers have turned their machinery on hose and underwear, claiming that the profits are better in that line.

Taffeta rustles still find ready sale, as well as percales and silesias.

A woman is a hero by the mere fact of her sex; fortunately for the rest of the world, she doesn't usually know it.

COMMERCIAL HOUSE

Iron Mountain, Mich.

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

\$2 PER DAY.
IRA A. BEAN, Prop.

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.

HOTEL BURKE

G. R. & I. Eating House.

CADILLAC, MICH.

All modern conveniences.

C. BURKE, Prop. W. O. HOLDEN, Mgr.

PUREST 10 CENTS BEST
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.

"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.

Manufactured only by

ALLEN B. WRISLEY CO.,
CHICAGO.

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
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President, C. A. BUGBEE, Charlevoix.
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MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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How to Advertise a Country Drug Store.

Helmhold in Printer's Ink.

About three years ago I availed myself of an opportunity to purchase, "on easy terms," a drug store in a little country village. The store, then established four months, was about paying expenses, and must be pushed in order to yield daily bread. A general application of the business methods learned in the city might, in the course of years, have brought success, but such did not meet present demands.

Two distinct classes were to be reached, the resident farmer and the wealthy summer cottager from the city. Clearly, two widely different methods were necessary. My clean windows, bottles and cases, while a necessary adjunct to city trade, filled the country man with awe. The polished floor was incompatible with the real estate on his boots. He had always bought his few drugs at the general store, where he could spit without moving from his tracks. The window displays attracted a few farmers and more loafers. About half could read the cards and labels. They said I was catering to the city people and the city people passed me by as a country druggist.

I wanted both "the worst way." Being a firm advocate of printers' ink, I tried circulars, distributing them about the village and wrapping them with goods. No doubt they did some good, but did not pay for the printing and necessary detail. The principal county paper circulates among about two hundred farmers in my section and, although a rather expensive way to talk to that number, I engaged a two-inch space on first page by the year, coaxed the publisher for a neat border, and advertised one specialty at a time, keeping my name and location prominent.

While perhaps no one had ever sold enough of its specialty to pay, continually it showed the farmer that I wanted him and that I had what he wanted. Once in the store I made him feel at home, and he came again. He soon learned the use of the cuspidor, and that I was interested in him without having time to visit much. The farmers now come from miles about, passing other stores, and their trade is well worth the trouble.

All this cuts no ice with the wealthy summer residents. They brought most of their supplies from the city. I bought a little typewriter for eight dollars and made a hectograph for about twenty-five cents. With these I wrote a number of letters to the people I wanted, offering them Pratt's Astral Oil by the barrel at a price that saved them money and inconvenience. Received an order next day, and am now supplying a goodly number with that article.

Every two or three weeks I send out a short letter offering some one article and quoting the price, and every batch pays well. I have worked up a nice trade in a certain line of candies through a letter to the ladies.

In spring, just when people are making arrangements to take possession of their summer homes, they receive at

their city offices a letter from me quoting oil, gasoline, mineral waters, etc., etc., in original packages, freight paid. A fair percentage send me their orders in preference to leaving them in the city, and the cost is trifling.

Not long ago I obtained a polling list and sent out a hundred postal cards to as many farmers advertising my condition powders. Each seemed to think I had sought him individually and considered it a compliment. Needless to say the goods are going rapidly.

Circumstances alter cases, and as the young lawyer said, "cases alter circumstances." Study the people you want to deal with, and don't bother about the others nor about the general rules of advertising, if there be such.

"The Old Man."

Correspondence Truth.

Were I the head of a large concern, or the responsible executive officer of a great corporation, whether my age were twenty-seven or seventy-two, I should want all my employees or subordinates to call me "The Old Man," not, of course, to my face, or when they were addressing me, but among themselves, or when they spoke of me to their friends.

"His Majesty," "His Royal Highness," "His Excellency," and the like all indicate that the persons to whom they are applied possess power, but, in this commercially democratic age and country, the one appellation of undisputed autocracy is "The Old Man."

Applied to the head of a concern, it frequently indicates love, generally respect, and always complete submission to authority. It is as free from any suggestion of age as "Reverend." It is never given when there is a question of authority or a smouldering rebellion against it.

When "The Old Man" says a thing that settles it; there are no questions to be asked; there is no comment to be made. When "The Old Man" does something, or fails to do something, there is no criticism to be indulged in. "The Old Man" is the one person about the establishment who is absolutely his own master; whose coming in and going out are unhampered; whose encouraging word carries real weight, and whose reprimand indicates real danger; to whom "sir" is a right and not a courtesy.

Long live "The Old Man!" And when, through his half-closed private office door, he hears the boys term him thus kindly, let him congratulate himself that loyalty is in his service and that he has attained the acme of dignity.

Wisdom from the Lips of a Methodist Bishop.

Every man has a right to acquire property by the legitimate means of activity, foresight, invention and inheritance.

No man has a right to use his possessions to oppress his fellow-men.

Every man has a right to the profit of his own labor. In that respect he is a capitalist.

No man has a right to use his labor to oppress his fellow-men.

Every free man has a right to refuse to work for another.

No man has a right to prevent another from working when and for whom he will.

Every man is accountable to God for the use of his time, labor, and their outcome, wealth.

The run of sardine fish on the Maine coast continues very light, and even the few packers whose factories are in operation cannot get enough to keep going. Since the season opened, six weeks ago, there have not been enough fish caught to supply one factory, it is said.

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

PECK'S HEADACHE.....POWDERS

Pay the Best Profit. Order from your jobber

SMOKE SOL. SMITH RUSSELL

CIGAR

WM. TEGGE, Manufacturer, 127 Jefferson Ave., Detroit.

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.

WE CREATE THE DEMAND

This ad. below will run in all the leading State papers.



THE ELECTRIC PILE CURE
Cures
WE REFUND THE PRICE IF NOT SATISFACTORY.
ASK YOUR DRUGGIST FOR IT. TAKE NO OTHER.
IF HE DOES NOT KEEP IT, SEND TO US.
THE ELECTRIC PILE CURE CO., LAKEVIEW, MICH.

Pays the Druggist a Handsome Profit.

Order of your Jobber.

Batavia Crushed Fruits and Fruit Juices

the best in the world, guaranteed

ABSOLUTELY PURE.

Write for price list to

Sprague, Warner & Co.,
CHICAGO, ILL.,

Sole Agents for the United States.

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.

WHITE SEAL

Pure Rye.



A PERFECT WHISKY.

Hulman & Beggs,

Sole Proprietors,

Terre Haute, Ind.

A. E. MCGUIRE, DAVE MCGANN, Michigan Representatives, headquarters at Grand Rapids, Mich.

WHOLESALE PRICE CURRENT.

Advanced—		Declined—Gum Camphor.	
Acidum		Conium Mac.	
Aceticum, German	80 10	Copaiba	35 65
Benzoic, German	75 80	Cubaiba	90 100
Boric	15	Erigeron	1 20 1 30
Carbolicum	20 40	Gaultheria	1 20 1 30
Citricum	40 46	Geranium, ounce	1 50 1 60
Hydrochlor	30 5	Gossypii, Sem. gal.	50 60
Nitrosum	80 10	Ileodema	1 25 1 40
Oxalicum	10 12	Juniper	1 50 2 00
Phosphoric, dil.	10 15	Lavandula	1 50 2 00
Salicylicum	55 65	Limonia	1 30 1 50
Sulphuric	13 14	Mentha Piper.	2 25 3 00
Tannic	1 40 1 60	Mentha Verid.	2 65 2 75
Tartaric	38 40	Morruha, gal.	2 00 2 10
Ammonia		Myrica, ounce	2 00 2 10
Aqua, 16 deg.	40 6	Olive	75 3 00
Aqua, 20 deg.	60 8	Picea Liquida	10 12
Carbonas	12 14	Picea Liquida, gal.	10 12
Chloridum	12 14	Ricina	91 95
Aniline		Rosmarini	1 00
Black	2 00 2 25	Rosa, ounce	6 50 8 50
Brown	80 1 00	Succini	40 45
Red	45 50	Sabina	90 1 00
Yellow	2 50 3 00	Santal	2 50 7 00
Bacca		Sassafras	50 55
Cubeece, po. 18	13 15	Sinapis, ess., ounce	2 25 3 00
Juniperus	6 8	Tigili	1 25 1 30
Xanthoxylum	25 30	Thyme	40 50
Balsamum		Thyme, opt.	1 60
Copaiba	45 50	Theobromas	15 20
Peru	2 60	Potassium	
Terabin, Canada	40 45	Bi-Barb.	15 18
Tolutan	75 80	Bichromate	13 15
Cortex		Bromide	48 51
Abies, Canadian	18	Carb.	12 15
Cassia	12	Chlorate, po. 17@19c	16 18
Cinchona Flava	18	Cyanide	50 55
Euonymus atropurp	30	Iodide	2 90 3 00
Myrica Cerifera, po.	21	Potassa, Bitart, pure	30 33
Prunus Virgini.	12	Potassa, Nitrat, com	30 33
Quillaia, gr'd	12	Potassa Nitrat, opt.	8 10
Sassafras	12	Potassa Nitrat	7 9
Ulmus, po. 15, gr'd	15	Prussiate	25 28
Extractum		Sulphate po	15 18
Glycyrrhiza Glabra	24 25	Radix	
Glycyrrhiza, po.	28 30	Aconitum	20 25
Hematox, 15 lb box	11 12	Althea	22 25
Hematox, 15	13 14	Anchusa	12 15
Hematox, 1/4s	14 15	Arum po.	20 25
Hematox, 1/4s	16 17	Calamus	20 25
Ferru		Calamula, po. 15	12 15
Carbonate Precip.	15	Glycyrrhiza, pv. 15	16 18
Citrate and Quinia	2 25	Hydrastis Canaden.	10 30
Citrate Soluble	80	Hydrastis Can., po.	15 20
Ferrocyanidum Sol.	50	Hellebore, Alba, po.	15 20
Sulphate, com'l, by	35	Inula, po.	15 20
Sulphate, pure	7	Ipecac, po.	1 65 1 75
Flora		Iris plox, po. 35@38	35 40
Arnica	12 14	Jalapa, pr.	40 45
Anthemisi	18 25	Maranta, 1/4s	15 18
Matricaria	18 25	Podophyllum, po.	15 18
Folia		Rhei, cut.	75 100
Barosma	15 20	Rhei, pv.	75 100
Cassia Acutifol, Tin-	18 25	Spigelia	35 40
nevelly	18 25	Sanguinaria, po. 15	30 35
Cassia Acutifol, Alx.	25 30	Serpentaria	30 35
Salvia officinalis, 1/4s	12 20	Senega	55 60
and 1/4s	80 10	Similax, officinalis H	10 12
Ura Ursi	80 10	Smilax, M.	10 12
Gummi		Scilla, po. 35	10 12
Acacia, 1st picked	45 65	Symplocarpus, Feti-	10 12
Acacia, 2d picked	45 65	cus, po.	10 12
Acacia, 3d picked	45 65	Valeriana, Eng. po. 30	15 20
Acacia, sifted sorts	45 65	Valeriana, German	15 20
Acacia, po.	60 80	Zingiber	12 16
Aloe, Barb. po. 20@28	14 18	Zingiber j.	23 25
Aloe, Cape, po. 15	14 18	Semen	
Aloe, Socotri. po. 40	14 18	Anisum, po. 20	14 16
Ammoniac	55 60	Apium (graveolens)	14 16
Assafetida, po. 30	22 25	Bird, Is.	4 6
Benzoinum	50 55	Carul.	10 12
Catechu, Is.	13 14	Cardamon	1 00 1 25
Catechu, 1/4s	13 14	Coriandrum	8 10
Catechu, 1/4s	13 14	Cannabis Sativa	3 1/2 4
Camphore	47 50	Cydonium	75 100
Euphorbium, po. 35	10 12	Chenopodium	10 12
Galbanum	10 12	Dipterix Odorata	2 90 3 00
Gamboge po.	65 70	Feniculum	15 18
Guaiaacum, po. 35	30 35	Foenugreek, po.	6 8
Kino, po. 33.00	30 35	Lini, gr'd. bbl. 2 1/2	3 1/2 4
Mastic	65 70	Lobelia	35 40
Myrrh, po. 45	65 70	Pharlaris Canarian.	3 1/2 4
Opil., po. 33.00@3.40	2 25 3 00	Rapa	4 1/2 5
Shellac	40 45	Sinapis Albu.	7 8
Shellac, bleached	40 45	Sinapis Nigra	11 12
Tragacanth	50 55	Spiritus	
Herba		Fruentii, W. D. Co.	2 00 2 50
Absinthium, oz. pkg	25 30	Fruentii, D. F. R.	2 00 2 50
Eupatorium, oz. pkg	20 25	Fruentii	1 25 1 50
Lobelia, oz. pkg	20 25	Juniperis Co. O. T.	1 65 2 00
Majoram, oz. pkg	20 25	Juniperis Co.	1 75 2 00
Mentha Pip. oz. pkg	20 25	Saacharum N. E.	1 90 2 10
Mentha Vir. oz. pkg	20 25	Spt. Vini Galli	1 75 2 00
Rue, oz. pkg	20 25	Vini Oportu	1 25 2 00
Tanacetum V. oz. pkg	20 25	Vini Alba	1 25 2 00
Thymus, V. oz. pkg	20 25	Sponges	
Magnesia		Florida sheeps' wool	2 50 2 75
Calcined, Pat.	55 60	Nassau sheeps' wool	2 50 2 75
Carbonate, Pat.	20 22	Velvet extra sheeps'	2 50 2 75
Carbonate, K. & M.	20 22	wool, carriage	2 50 2 75
Carbonate, Jennings	35 36	Extra yellow sheeps'	2 50 2 75
Oleum		wool, carriage	2 50 2 75
Absinthium	3 25 3 50	Grass sheeps' wool	2 50 2 75
Amygdale, Dule.	30 35	carriage	2 50 2 75
Amygdale, Amare	8 00 8 25	Hard, for slate use	2 50 2 75
Anisi	2 90 3 00	Yellow Keef, for	2 50 2 75
Aurant Cortex	2 30 2 40	slate use	2 50 2 75
Bergamiti	3 00 3 20	Syrups	
Cajiputi	70 75	Acacia	50 55
Caryophylli	55 60	Aurant Cortex	50 55
Cedar	35 40	Zingiber	50 55
Chenopadii	2 50 2 60	Ipecac	50 55
Cinnamonil	2 50 2 60	Ferri Iod.	50 55
Citronella	55 60	Rhei Arom.	50 55
		Smilax Officinalis	50 55
		Senega	50 55
		Scilla	50 55

Paint your buildings with
Prepared Paint
Made by A. M. DEAN,
306 N. BURDICK ST., KALAMAZOO, Mich.
Write for samples and prices.
It is the most durable
paint made.

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

Chemicals and Patent Medicines

Dealers in

Paints, Oils and Varnishes

Full line of staple druggists' sundries.
We are sole proprietors of Weatherly's Michigan Catarrh Remedy.

We have in stock and offer a full line of Whiskies, Brandies, Gins, Wines, and Rums.

We sell Liquors for medicinal purposes only.

We give our personal attention to mail orders and guarantee satisfaction.

All orders shipped and invoiced the same day we receive them. Send a trial order.

HAZELTINE & PERKINS DRUG CO.

GRAND RAPIDS.

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
Frazier's.....	75 9 00
IXL Golden, tin boxes	75 9 00
Mica.....	70 8 00
Paragon.....	55 6 00

BAKING POWDER.	
Absolute.	
1 lb cans doz.....	45
1 lb cans doz.....	85
1 lb cans doz.....	1 50
Acme.	
1 lb cans 3 doz.....	45
1 lb cans 4 doz case.....	75
1 lb cans 1 doz.....	1 00
Bulk.....	10

Dwight's.	
1 lb cans per doz case.....	1 50
JaXon.	
1 lb cans 4 doz case.....	45
1 lb cans 4 doz case.....	85
1 lb cans 2 doz case.....	1 60
Home.	
1 lb cans 4 doz case.....	35
1 lb cans 4 doz case.....	55
1 lb cans 2 doz case.....	90

Our Leader.	
1 lb cans.....	45
1 lb cans.....	75
1 lb cans.....	1 50
BATH BRICK.	
American.....	70
English.....	80

BLUING.	
CONDENSED PEARL BLUING	
1 doz. quarter boxes.....	40
12 doz. Cases per gro.....	4 50

Brooms.	
2 1/2 ft. broom.....	2 00
3 ft. broom.....	1 60
3 1/2 ft. broom.....	1 50
4 ft. broom.....	1 20
4 1/2 ft. broom.....	2 00
5 ft. broom.....	2 50
5 1/2 ft. broom.....	3 00
6 ft. broom.....	3 50

CANDLES.	
Hotel #1 boxes.....	9 1/2
Star #1 boxes.....	8 1/2
Paraffine.....	9

CANNED GOODS.	
Manitowoc Peas.	
Lakeside Marrowfat.....	1 00
Lakeside E. J.....	1 30
Lakeside, Cham. of Eng.....	1 40
Lakeside Gem Ex. Sifted.....	1 65

CATSUP.	
Columbia pints.....	4 25
Columbia 4 pints.....	2 50

CHEESE.	
Amboy.....	@ 7 1/2
Acme.....	@ 7 1/2
Elsie.....	@ 8
Gold Medal.....	@ 8
Ideal.....	@ 7 1/2
Jersey.....	@ 7 1/2
Lenawee.....	@ 7 1/2
Riverside.....	@ 7 1/2
Sparta.....	@ 7 1/2
Brick.....	@ 10
Edam.....	@ 10
Leiden.....	@ 10
Limburger.....	@ 15
Pineapple.....	@ 20
Sap Sago.....	@ 18

Chicory.	
Bulk.....	5
Red.....	7

CHOCOLATE.	
Walter Baker & Co.'s.	
German Sweet.....	22
Premium.....	31
Breakfast Cocoa.....	42

CLOTHES LINES.	
Cotton, 40 ft. per doz.....	1 00
Cotton, 50 ft. per doz.....	1 20
Cotton, 60 ft. per doz.....	1 40
Cotton, 70 ft. per doz.....	1 60
Cotton, 80 ft. per doz.....	1 80
Jute, 60 ft. per doz.....	80
Jute, 72 ft. per doz.....	95

CLOTHES PINS.	
5 gross boxes.....	45
COCOA SHELLS.	
20 lb bags.....	2 1/4
Less quantity.....	3
Pound packages.....	4

CREAM TARTAR.	
Strictly Pure, wooden boxes.....	35
Strictly Pure, tin boxes.....	37
Tartarine.....	25

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.....	27
Mandehling.....	28
Mocha.	
Imitation.....	25
Arabian.....	25

Roasted.	
Quaker Mocha and Java.....	22
Toko Mocha and Java.....	23
State House Blend.....	23
Package.	
Arbuckle.....	21 30
Jersey.....	21 30

LION COFFEE	
20 OZ. PACKAGES WITHOUT GLAZING.	
20 POUNDS CUPPACKS MEY.	
60 - } Equality Price	
60 - } EXTRA FOR CABINETS.	
CABINETS 120 LBS. SAME PRICE.	
McLaughlin's XXXX KOFFA-AID.	



3 doz in case.....	5 25
Extract.	
Valley City 1/2 gross.....	75
Felix 1/2 gross.....	1 15
Hummel's foil 1/2 gross.....	85
Hummel's tin 1/2 gross.....	1 42

CONDENSED MILK.	
4 doz. in case.....	



N. Y. Condensed Milk Co.'s	
Gall Borden Eagle.....	7 40
Crown.....	6 25
Daisy.....	5 75
Champion.....	4 50
Magnolia.....	4 25
Time.....	3 35



Peerless evaporated cream.....	5 75
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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.....	4 00
10 books, per 100.....	5 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

One Cent Coupon	
"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

Coupon Pass Books.	
Can be made to represent any denomination from \$10 down.	
20 books.....	1 00
50 books.....	2 00
100 books.....	3 00
250 books.....	6 25
500 books.....	10 00
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 1/2
Evaporated 50 lb boxes.....	@ 6 1/2

California Fruits.	
Apricots.....	9 @11
Blackberries.....	5 1/2 @
Nectarines.....	5 1/2 @
Peaches.....	5 @14
Pears.....	8 1/2 @
Pitted Cherries.....	
Prunelles.....	
Raspberries.....	

California Prunes.	
100-120 25 lb boxes.....	@ 4 1/4
100-120 25 lb boxes.....	@ 4 3/4
80-90 25 lb boxes.....	@ 5
70-80 25 lb boxes.....	@ 5 1/2
60-70 25 lb boxes.....	@ 6
50-60 25 lb boxes.....	@ 6 1/2
40-50 25 lb boxes.....	@ 7 1/4
30-40 25 lb boxes.....	@ 7 1/2
1/4 cent less in bags.....	

Raisins.	
London Layers.....	1 00 @1 25
Loose Muscatels 2 Crown.....	3 1/2
Loose Muscatels 3 Crown.....	4
Loose Muscatels 4 Crown.....	5

FOREIGN.	
Currents.	
Patras bbls.....	@ 3 1/4
Vostizias 50 lb cases.....	@ 4
Cleaned, bulk.....	@ 5
Cleaned, packages.....	@ 5 1/2

Peel.	
Citron Leghorn 25 lb bx.....	@13
Lemon Leghorn 25 lb bx.....	@11
Orange Leghorn 25 lb bx.....	@12

Raisins.	
Ondura 29 lb boxes.....	@
Sultana 20 lb boxes.....	@8
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

Macaroni and Vermicelli.	
Domestic, 10 lb. box.....	60
Imported, 25 lb. box.....	2 50
Pearl Barley.	
Empire.....	2 1/4
Chester.....	1 1/4 @2
Peas.	
Green, bu.....	90
Split, per lb.....	2 1/2

Rolled Oats.	
Rolled Avena, bbl.....	2 50
Rolled Avena, 1/2 bbl.....	1 55
Monarch, bbl.....	2 60
Monarch, 1/2 bbl.....	1 45
Private brands, 1/2 bbl.....	2 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 1/2
Georges genuine.....	@ 6
Georges selected.....	@ 6 1/2
Strips or bricks.....	@ 6 @ 9
Halibut.	
Chunks.....	13
Strips.....	10

Herring.	
Holland white hoops keg.....	55
Holland white hoops bbl.....	6 50
Norwegian.....	
Round 100 lbs.....	2 30
Round 40 lbs.....	1 10
Scaled.....	10

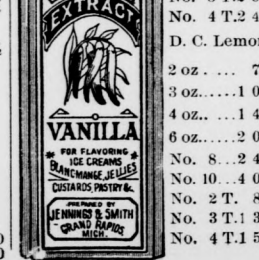
Flackerel.	
No. 1 100 lbs.....	13 00
No. 1 40 lbs.....	5 50
No. 1 10 lbs.....	1 45
No. 2 100 lbs.....	8 00
No. 2 40 lbs.....	3 50
No. 2 10 lbs.....	95
Family 90 lbs.....	
Family 10 lbs.....	


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 45
No. 1 10 lbs.....	70
No. 1 8 lbs.....	59

Whitefish.	
No. 1 No. 2 Fam.....	
100 lbs.....	7 25 6 75 2 00
40 lbs.....	3 20 3 00 1 10
10 lbs.....	88 83 35
8 lbs.....	73 71 31

FLAVORING EXTRACTS.	
Jennings'.	
D.C. Vanilla.....	2 oz..... 1 20
3 oz.....	1 50
4 oz.....	2 00
6 oz.....	3 00
No. 8.....	4 00
No. 10.....	6 00
No. 2 T.1.....	25
No. 3 T.2.....	00
No. 4 T.2.....	40
D.C. Lemon.	
2 oz.....	75
3 oz.....	1 00
4 oz.....	1 40
6 oz.....	2 00

MINCE MEAT.	
No. 8.....	2 40
No. 10.....	4 00
No. 2 T.1.....	80
No. 3 T.1.....	35
No. 4 T.1.....	50



Souder's'.	
Oval bottle, with corkscrew. Best in the world for the money.	
	Regular Grade Lemon.
2 oz.....	doz 75

SALT.

Diamond Crystal.	1 60
Cases, 24 3-lb boxes.	2 75
Barrels, 1-0 3 lb bags.	2 50
Butter, 56 lb bags.	3 00
Butter, 20 14 lb bags.	2 50
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
30 10 lb. sacks.	3 50
28 lb. linen sacks.	3 50
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
56-lb dairy in linen sacks.	60

Higgins.

56-lb sacks.	22
Common Fine.	85
Saginaw	85
Manistee	85

SODA.

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

STARCH.

Diamond.	5 00
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.	5 1/2
6-lb packages.	5 1/2
40 and 50 lb boxes.	2 1/2
Barrels	2 1/2

SUMMER BEVERAGES.



Wild Cherry Phosphate.

"Little Giant" case, 28 1/2c bottles.	2 50
"Money Maker" case, 24 1/2c and 24 1/2c bottles.	5 00
Free with above. Large Bottle, Ensel 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. 5c 8 oz bottles, \$5 00. One Big Bottle Free. 24 oz. 50c size, 1 doz. to a case 4 00. Special soda Fountain Extract per gal. \$2 00. Big Demon-trator contains 15 doz. 5c size, 1 doz 50c size, 1 doz and fixtures. See add.

TOBACCOS.

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.	
Acme	3 25
Cotton Oil	5 75
Marseilles	4 00
Master	3 70
Henry Passolt's brand.	



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
30 10 lb. sacks.	3 50
28 lb. linen sacks.	3 50
56 lb. linen sacks.	60
Bulk in barrels.	2 50



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

Single box, delivered.	3 25
5 box lots, delivered.	3 00
10 box lots, delivered.	2 90
25 box lots, delivered.	2 80
Scouring.	
Sapolio, kitchen, 3 doz.	2 40
Sapolio, hand, 3 doz.	2 40

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

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

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 56
Domino.	5 44
Cubes.	5 18
Powdered.	5 25
XXXX Powdered.	5 31
Mould A.	5 18
Granulated in bbls.	4 94
Pine Granulated.	4 94
Extra Fine Granulated.	5 06
Extra Coarse Granulated.	5 06
Diamond Confection.	4 94
Confection Standard A.	4 81
No. 1.	4 56
No. 2.	4 50
No. 3.	4 50
No. 4.	4 44
No. 5.	4 44
No. 6.	4 31
No. 7.	4 25
No. 8.	4 18
No. 9.	4 06
No. 10.	4 06
No. 11.	4 00
No. 12.	3 94
No. 13.	3 87
No. 14.	3 56
No. 15.	3 31

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

Fresh Meats.	
Beef.	
Carcaass	5 @ 7
Fore quarters	3 @ 4
Hind quarters	6 @ 8
Loins No. 3.	9 @ 12
Ribs	7 @ 9
Rounds	6 @ 7
Chucks	4 @ 5
Plates	2 1/2 @ 3
Pork.	
Dressed	4 @ 4 1/2
Loins	@ 7
Shoulders	@ 5 1/2
Leaf Lard	@ 6
Mutton.	
Carcaass	5 @ 6 1/2
Easter Lambs	@ 10
Veal.	
Carcaass	5 @ 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 1/2
Leader	@ 7 1/2
Conserve	@ 8
Royal	@ 7 1/2
Broken	@ 6
Cut Leaf	@ 6
English Rock	@ 8 1/2
Kindergarten	@ 8 1/2
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.	@ 65
Gum Drops.	35 @ 50
Licorice Drops.	1 00 @ 50
A. B. Licorice Drops	@ 50
Lozenges, plain.	@ 55
Lozenges, printed.	@ 60
Imperial.	@ 60
Mottoes.	@ 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 @ 60
Wintergreen Berries	@ 55

Caramels.

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

Fish and Oysters

Fresh Fish.	Per lb.
Whitefish	@ 8
Trout	@ 8
Black Bass	@ 12 1/2
Halibut	15 @ 12
Ciscoes or Herring.	@ 4
Bluefish.	@ 10
Live Lobster.	@ 15
Boiled Lobster.	@ 17
Cod	@ 10
Haddock	@ 8
No. 1 Pickerel.	@ 8
Pike	@ 7
Smoked White.	@ 7
Red Snapper.	@ 7
Col River Salmon.	@ 7
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:	
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
Crystal Wafer.	10 1/2
Long Island Wafers.	11
L. I. Wafers, 1 lb. carton	12

Oyster.	
Square Oyster, XXX.	5 1/2
Sq. Oys. XXX, 1 lb. carton.	6 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 Home	11
Graham Crackers	8
Ginger Snaps, XXX round.	6 1/2
Ginger Snaps, XXX city.	6 1/2
Gin. Snps. XXX home made	6 1/2
Gin. Snps. XXX scalloped.	6 1/2
Ginger Vanilla	8
Imperial	8
Jumbles, Honey	11
Molasses Cakes.	8
Marshmallow	15
Marshmallow Creams.	16
Pretzels, hand made	8 1/2
Pretzettes, Little German	6 1/2
Sugar Cake.	12
Sultanas	12
Sears' Lunch	7 1/2
Sears' Zephyrette.	10
Vanilla Square.	8
Vanilla Wafers	14
Pecan Wafers.	15 1/2
Fruit C. Fee.	10
Mixed Picnic.	10 1/2
Pineapple Glace.	15 1/2

Grains and Feedstuffs

Wheat.

Winter Wheat Flour.	60
Local Brands.	
Patents	1 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.	

Flour in bbls., 25c per bbl. additional.	
Worden Grocer Co.'s Brand.	
Quaker, 1/2s.	3 55
Quaker, 1/4s.	3 55
Quaker, 1/8s.	3 55

Spring Wheat Flour.

Olney & Judson's Brand.	
Ceresota, 1/2s.	4 05
Ceresota, 1/4s.	3 95
Ceresota, 1/8s.	3 90
Ball-Barnhart-Putman's Brand.	
Grand Republic, 1/2s.	4 05
Grand Republic, 1/4s.	3 95
Grand Republic, 1/8s.	3 90

Worden Grocer Co.'s Brand.

Laurel, 1/2s.	4 00
Laurel, 1/4s.	3 90
Laurel, 1/8s.	3 85
Lemon & Wheeler Co.'s Brand.	
Parisian, 1/2s.	4 05
Parisian, 1/4s.	3 90
Parisian, 1/8s.	3 90

Entire Wheat Flour.

William Callam & Sons quote as follows, delivered in Grand Rapids:	
Wood.	4 00
10 lb. cotton sacks.	4 00
1-lbs.	3 85
1/2s.	3 75

Meal.

Bolted	1 75
Granulated	2 00

Feed and Millstuffs.

St. Car Feed, screened	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	9 00
Screenings	9 00

The O. E. Brown Mill Co.

quotes as follows:	
Corn.	
Car lots	31
Less than car lots	34
Oats.	
Car lots	21 1/2
Less than car lots	24
Hay.	
No. 1 Timothy top lots	13 50
No. 1 Timothy carlots	12 00

Fruits.

Oranges.	
Fancy Seedlings	
Med. Sweets.	
150-176-200.	4 00
Messinas 200s.	

Lemons.

Strictly choice 300s.	@ 3 25
Strictly choice 300s.	@ 3 50
Fancy 300s.	@ 3 75
Fancy 300s.	@ 4 00
Extra 300s	@ 4 25

Bananas.

A definite price is hard to name, as it varies according to size of bunch and quality of fruit.	
Medium bunches.	1 25 @ 1 50
Large bunches.	1 75 @ 2 00

Foreign Dried Fruits.

Figs, Fancy Layers	12 @
Figs, Choice Layers	10 @
Figs, Natural in bags, new	@ 6
Dates, Fards in 10 lb boxes	@ 8
Dates, Fards in 60 lb cases	@ 6
Dates, Persians, G. M. K., 60 lb cases	@ 5 1/2
Dates, Sairs 60 lb cases	@ 4

THE HOUSE ON THE HILL.

"A pretty hot day for the first of April, mother," said Lemuel Gerry, who was washing his face and hands at the kitchen sink.

"Yes, if it holds this weather, you and your pa'll have to h'ist the cook stove out into the back room."

The odor of fried salt pork filled the close kitchen, and Mrs. Gerry looked flushed and tired as she placed a huge dish of potatoes, in their jackets, on the table, in the middle of the room, calling out her daughter, Aurelia, who was a miss of some fifteen years, to take up the biscuit and put the syrup pitcher on the table. She turned away from the little glass between the windows, where, for the last ten minutes, she had been admiring the pretty face reflected from its clear surface.

"Come, hurry," said Lem, "pa and I have had a hard forenoon's work and I'm hungry as a bear."

"Come, Lemuel, we won't wait, and 'Relia, you set the children up and I'll pour out the tea."

"It's too bad for you to get so he't up, mother," said Lemuel, who was sitting down to eat in his shirt sleeves, "but we shall catch it, probably, with real cold weather 'fore the month's gone."

"What's the reason your pa don't come in?" inquired Mrs. Gerry.

"Oh, he's out talkin' with Atkins under the maple."

"That makes me think; where have you and your pa been haulin' them stones all the forenoon?"

"Up on the hill," said Lemuel, but he bent his head a little lower, as if wishing to conceal his face.

"What for?"

"There's pa comin', ask him, he'll make it plainer to you than I can."

But it was some minutes before Mrs. Gerry referred to the matter; then it was brought to her mind by Aurelia's exclamation of her father's looking unusually tired.

"Yes," he said, "haulin' rocks such a day as this is pretty tough."

"What are you doin' it for?" inquired Mrs. Gerry.

"To stone a suller," he replied.

"Why, I thought you intended settin' this house back and buildin' on this spot, but I don't know but I'd as lief go up on that hill; it's awful sightly, though there ain't no trees, and these are so nice and shady. I declare we'll have to set some out up there right away. But what made you decide to go there?"

"I ain't goin' up, leastways not to live, jest yet, but I s'pose I might as well out with the whole story now as any time. I don't calc'late to build for myself this spring, times is so hard, and city folks, you know, are glad to take them old farm houses around here to live in. Now, I expect they'd rather have a neat little cottage and pay a good price for it, and I'm goin' to build 'em one, and next spring we'll have a little more money to put inter our own house. Atkins's got it all planned out—a piazza, with crinkly gingerbread 'round it. He's quite a a-architect, Atkins is. What do you think, mother?"

Mrs. Gerry had dropped her knife and fork and was staring at him as if he had lost his senses.

"Buildin' on my land, the land my father left me, and not sayin' a word to me about it, and not goin' to build for us this spring? I won't stand it; and burstin' into tears, she rose from the table, went to the little bedroom and shut the door."

"I told ye so, father," said Lem. "I knew jest how she'd feel when she had her mind made up for our own new house."

Mr. Gerry said not a word, but took his hat and went into the barn, while the children, who had never seen their mother in tears, sat looking at each other in amazement.

Aurelia got up with a cup of tea and followed her mother. "Do drink your tea, mother," she said, her own eyes glistening with tears. "You'll feel better."

She took the cup, though her hands were trembling, and said:

"I s'pose I was foolish to give away so, but 'twas so sudden, and I'm all he't up and tired, and I s'posed we was goin' to have our new house right away; but there, Aurelia, you go and get the little boys ready to go back to school and you go right along with 'em and not touch the dishes. I shall get up by and by."

But she heard Aurelia clearing up in the kitchen. She heard Lemuel say: "I told him how it would be, but he thinks his way is the only way," and she arose and went out where they were.

"Then you knew it, Lemuel?"

"Yes."

"Why didn't you let me know? He had no right to do it."

"It's no use for me, or for you, to say a word, mother. I found that out long ago, and I've made up my mind to get out of this, and as soon as Bob Ely gets me a chance I'm goin' to Lancaster in the machine shop, for 'Lecty Bowen has promised to marry me, and I'm goin' to make a home for her. She shall not come here, even if father consents to a new house."

"I'm glad for you, Lem, 'Lecty's a good girl, she's got money in her own right, as I had, and I know you will never get it away from her, as your father got mine, but, I'll tell you—Oh, there, I've got to be patient, but it's awful hard. Why, Lem, I've worked so hard in this little house and every year he'd say—Well, next year we'll be out of this and you shall have room enough. Jest think of how you children have always had to sleep in the old garret, partitioned off with quilts. It's a shame, with all our money. There, he's callin' ye."

"I don't care, let him call a while. I wish, as soon as you can, you would go over and see 'Lecty."

"I will, my boy. When did she come to this conclusion?"

"Last night."

"Oh, dear, Lem, I've always thought that if I could have a decent house, with a parlor and a spare sleepin' room, and a black silk dress, I shouldn't want nothin' else."

"You shall have a nice silk dress to wear at my wedding," said the young man gaily, kissing his mother, "for I shan't be married till I'm a little mite forehanded, I tell you."

"Come, Aurelia, it's time you was goin'; make much of your schoolin', for I expect every day your father'll take you out, the same as he did Lemuel," said Mrs. Gerry.

Then she went to her round of duties. The kitchen floor must be scrubbed, for she had not time in the morning, and after that she was obliged to lie down on the old lounge, which was in one corner of the kitchen, where she gave herself up to the bitter thoughts and indulged in another fit of weeping.

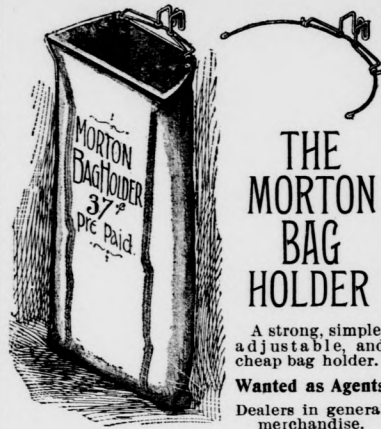
It was three o'clock, when the outer door unceremoniously opened and "Aunt" Roxana Going, as she was called, walked in.

"Wal, wal, somethin' new to see you layin' down—don't git up for me. Abner was goin' down to the village and I rode along with him and brought my knittin', because I reckon he'll stay quite a spell. I did want to know what you changed your mind for and was diggin' a suller up on the hill? I all'ers s'posed you calc'lated to stay here, with a new addition to the front."

"Well, people change their mind sometimes, don't they?"

"Yes, but Mis' Gerry, you do look real kind o' peak-ed. I don't like them red spots on your cheeks. You know all your family died with consumption, Marthy had the gallopin' kind, I remember. Now, look here, you jest get some clover tops and steep 'em and sweeten with honey, that's good for night sweats," said this Job's comforter.

Mrs. Gerry rose and replied angrily: "When I am in consumption, I'll ask a doctor's advice." Then she went to the stove, kindled a great wood fire and set about preparing cup custards for supper, after which two apple pies were



THE
MORTON
BAG
HOLDER

A strong, simple, adjustable, and cheap bag holder.
Wanted as Agents
Dealers in general merchandise.

PRICE: One, prepaid \$.37
One Doz., prepaid 2.00

STAR MFG CO., KALAMAZOO, MICH.

STONEWARE

Delivered from cars into
your store at

Manufacturers' Cash Prices.

Drop postal NOW to

W. S. & J. E. Graham
Grand Rapids.

BLANK BOOKS
INKS
MUCILAGE
STEEL PENS

And all Office Supplies.

Lyon, Beecher
& Kymer,

SUCCESSORS TO EATON, LYON & CO.

20 and 22 Monroe St.
GRAND RAPIDS.



Three
Prizes

Given in connection
with

Knox's
Egg
Preserver.

\$25 to the man who packs the most eggs with Knox's Preserver and gives the longest and best test, \$15 to the second best and \$10 to the third best.

Now you have a double chance to make money. Send for booklet.

CHAS. B. KNOX,

Manufacturer,

JOHNSTOWN, - NEW YORK.

Also maker of the celebrated Knox Gelatines, the only pure Gelatines made.

A Few
Seasonable Snaps.

We have a long line of canned goods which are nearly cleaned up, and we wish to close them out this month. To any one wishing a line of Peas, Corn, Beans, Succotash, 3 lb. or gallon Apples, Pears, Peaches, Plums, Apricots, Cherries and Blackberries, we will quote prices that will catch their order. We have 700 cases Eclipse, Riverside and Superior brands of Tomatoes, which we offer at 65 cents per dozen in lots of 5 cases and upwards.

All brands of Canned and Roast Beef, 2's, at \$1.65 per doz. We have a small lot of Fairbanks' Potted Meats, 1/2 lb. cans, which we will sell at 72 cents per doz. We sell Armour's 1/2's at 75 cents per doz., and 1/4's at 35 cents. They would cost us more to buy, but we want to keep them moving.

We have just received a car of California Oranges, which we can sell at \$2.50 per box. Also a car of nice Lemons, 300's, which we can sell at \$2.25 per box. Our famous Bon Ton Cheese we bill out this week at 6 1/4 cents. We think this is the bottom price for this season. No finer cheese is sold in Michigan. We sell New York State cheese at 5 1/2 cents. The quality is not so good, but the price is very low.

The first of our new crop of Japan teas is due the end of this month. We are taking orders for medium grade at 15 cents, packed in patent tin cans, is nice style, good draw. This will make an excellent 25 cent tea.

We have had an elegant trade on teas during the past thirty days, several parties wiring duplicate orders.

Terms, as usual: cash with order in current exchange.

THE JAMES STEWART COMPANY

(LIMITED)

SAGINAW, MICH.

made and set out into the back room to cool. The sky had become clouded and the atmosphere so cooled that her efforts were attended with less discomfort than in the morning. But her whole nature was in revolt against the unjust proceedings of her husband, and when, in one of his trips to and from the quarry, he looked in, and asked her, half sheepishly, if she wouldn't like to ride down to the village after supper and buy her a new dress, she repelled his evident attempts at reconciliation by replying shortly, "No, I've got calico dresses enough."

By six o'clock the rain was falling fast, and Abner, Aunt Roxana's son, had hastened to the village to take his mother home, refusing Mrs. Gerry's invitation to stay to supper, for which the extra cooking had been done. The old lady was inclined to "resk it," as she said, and stay, for she enjoyed going out to tea, and really wanted to know more about the new house on the hill, but she told Abner somewhat confidentially, "that if ever a woman was planin' to have her husband marry a second time, Mis' Gerry was. And he's so worldly about doin' everything and gettin' ready for the new house, you mark my words, he's buildin' for some other woman," which was, in a measure, true, but not in the sense in which she interpreted it.

Mr. Gerry announced after supper that, rain or shine, he'd got to go and see some workmen, and that he probably couldn't get back much before ten o'clock.

Mrs. Gerry didn't sit up for him, but was glad to be alone and think for a little while without interruption. As Mr. Gerry drove home alone he indulged in soliloquy, something after this fashion:

"I'd no idee she was so sot. I think I'm right. She ought to be lookin' out about savin' for old age. We don't know what's comin' to us; but, I vum, she's been a good wife, and I s'pose, seein' 'twas her property, I'd orter said somethin' to her about it." But Atkins says

he knows of a party what he thinks will take it off my hands if I want to sell, and then she shall have her new house and her dress. Bless me! I didn't think she had so much feelin' about clothes till I heard her talkin' to Lemuel; but git up, Fan, we shan't git home to-night."

The house on the hill was finished in due season, but there seemed to be great difficulty in securing a tenant.

The city people said, who came to look at it, that they didn't want a house to live in in the country, and the old farmhouses afforded them shelter from the rain and at night, which was all they wanted, so it was the 5th of August before anyone was settled, and then only for one month. Mr. Gerry's disappointment was very great. His wife forbore any allusion to his mistake, nor did she intimate anything regarding their new house. The heat of summer had been intense, her work was really more than she had strength to do, and she became apparently indifferent to everything but her daily routine of drudgery. Her cough and the pain in her side increased, and Lemuel, in vain, urged her to consult their old family physician. She had recourse to some cough drops, which, as they contained opiates, rendered her comfortable, and her family pleased themselves with the thought that she was getting well.

Joel Gerry had done considerable thinking during the summer and some very profitable conclusions were the result.

About the middle of September, he said: "Lemuel, when are you going to be married?"

"As soon as I can earn money enough to buy a home for my wife," promptly replied Lemuel.

"Why, you get as much as I do, your board and clothes."

"But that is not a home for my wife."

"Why, don't you calc'late to live with us?"

"No, sir; I've partly engaged to go to Lancaster to go to the machine works this winter. I can get good pay and I

shall be very prudent. 'Lecty has some money and we mean to have a home of our own."

Mr. Gerry stared at his son as if he had gone suddenly demented. "Well, I don't know as I blame ye much."

"I don't mean that my wife shall be a slave, as my mother has always been."

Mr. Gerry winced, visibly. "You needn't be sassy to your elders," he replied, and walked out of the shed. Presently he returned; Lemuel was still grinding the tools which he had been using. "Look here, Lem, what'll you charge a month to work for me? If you go away I can't find anybody that'll look out for my interests as you do, and it will worry your mother to have you go. You put a price and let's settle this thing right up."

It was now Lemuel's turn to look surprised. Mr. Gerry continued: "Your mother ain't very strong. I think that house on the hill came pretty near bein' the death of her, and I'm sorry I've never said it before, but I'm goin' to say it to her as soon as I can get my pride humbled a little more. Now, my idea is this: I've got enough laid by, though more'n half belongs to your mother, by good rights. You go and get married to 'Lecty right off and go to keepin' house on the hill, if it suits her. I've got men settin' out trees up there now, so 'twon't be so hot in summer, and I'm goin' to get out the stuff for our new house this fall and winter, so it'll go right up in the spring. I've engaged Jennie Ross to come out and work for us, so your mother won't have nothin' to do but get well. She's goin' to take things easy the rest of the time, or I'll know the reason why."

The young man had turned red and pale by turns. "Father Gerry, is this you? Do you mean it?"

"Course I mean it," answered he, trying to speak carelessly, but his eyes were full of tears. "I ain't goin' to keep Roxana's tongue waggin' about my killin' my wife and ill-treatin' my family any longer. I s'pose she ain't been fur out of the way. I don't know what I've been thinkin' about myself."

"Father," interrupted Lemuel, "I want to tackle right up and go and tell 'Lecty. She said the other day she was a good mind to buy the cottage, but I wouldn't let her."

"Jo-el," shouted Mrs. Gerry, "is Lem goin' down to the village?"

"No; want anything?"

"Yes; I was goin' to send for some more cough drops."

Joel went in. She was making pies, as usual. He laid his hand on her shoulder. "Louisy, I've heerd you say that Jenny Ross was the only woman you could ever stand to do your work for you. I've engaged her to come and help this winter, 'cause there's goin' to be a weddin' and a new house in the spring—there'll be new dresses to make for you and Aurelia, a new carpet for the parlor, and so forth."

"Joel Gerry, have you gone clean crazy?"

"No, Louisy, I hain't, now. I hev been, I'll admit, but my reason's kind o' returnin'." While the lamp holds out to burn, ye know."

She turned and went to her place of refuge, the little bedroom, where all her children had been born, and where many times in the day she had gone in secret to ask strength and help from the never-failing source.

"I think Joel must be goin' to be taken away," she said. "He don't look nateral, and he don't seem nateral."

Spring came early and the new house was rapidly approaching completion. The family still occupied the "old part," but Mrs. Gerry spent much time with the newly married couple, who were enjoying the comforts of the house on the hill.

Jennie Ross assumed the care of the housework, and Mrs. Gerry said that, for the first time in her married life, of nearly twenty-five years, she had time to fold her hands in peace and quietness. Her cough was somewhat troublesome, but she laughed at all attempts that were made for her to be under the care of a physician, though Aunt Roxana declared that she had "the real, gen-

DETROIT, June 12th, 1896.

.... The shipment of the Celebrated

W
TRADE MARK

JAPAN TEAS

by first steamer, has arrived and all have been sent to our customers, and are now on trial.

The shipment by second steamer will arrive in a few days.

We will donate \$100.00

to any charity named by any party producing a better Tea,
this offer to hold good until January 1st, 1897.

W. J. GOULD & CO.

oine hectic flush." She persisted that it was spring fever; that yellow dock and dandelion bitters would set her up all right. Mrs. Lemuel had made all plans to go to the seashore with her as soon as they should be installed in the new part, which was nearly completed.

One morning she informed 'Lecty that she knew why she didn't take so much interest in her new house as she expected; she said it had been kind of revealed to her that Joel was to be taken away. "First, I thought I should be the one to go, but it ain't so, I don't think. It's Joel. He's growed to be such a saint that I ain't hardly acquainted with him. Think of his buyin' me a new black silk! Tain't like him at all."

"Aunt Roxana says she never did see anything like the way Gerrys have come up lately. She thinks the talk she made about Father Gerry did some good," answered 'Lecty.

"And she's about right, though she is a meddlesome old thing," answered Mrs. Gerry.

"I've heered that folks always give a party when they move into a new house. I should like to, and I mean to invite Aunt Roxana and let her see that I'm alive, and that I can show her as handsome a parlor and as good a husband as they make nowadays. But it does seem strange what made Joel turn around all to once."

"I had a vision, I think," said Joel, who had just come in.

"Vision," answered Jennie Ross, "I should think you did. I haven't any great opinion of a man who will about kill his wife with hard work, and then, when he begins to think he's in danger of losing her, turn 'round, so's to keep her drudgery a while longer."

Mr. Gerry was about to reply, when Mrs. Gerry touched her arm, saying: "Hold on, Jennie. If ever a man was truly penitent, and trying to live down the past, that man is my husband, Joel Gerry."

Mr. Gerry could hardly speak, but he finally succeeded in saying: "I dreamed just before we built the new house, that we had moved in, and Louisy was about giving a party, when all to once she was layin' in a handsome coffin, with flowers all 'round her, and a new black silk dress on; then she sat up and said: 'I've got all I ask for—a new house, a nice parlor, and a black silk dress, but I wish I had a good husband.' When I waked up I felt so queer, and that dream haunted me for days, and I made up my mind that, if the Lord would spare us, she should have what she asked for."

The Grocery Market.

Sugar—Contrary to general expectation, the entire line was marked down a sixpence Friday, in response to a similar decline in raw goods in Europe, and Monday morning brought another decline of the same amount along the entire line. The market is still weak and uncertain and the price may go still lower before the upward movement confidently predicted by many authorities puts in an appearance.

Oatmeal—The American Cereal Co. has reduced the price of Rolled Avena 20c per bbl.

Cheese—The market is weak and quotations average about 1/2c lower than a week ago.

Lemons—Prices are weak, owing to the prevailing cool weather, which has restricted the demand very materially. Unless the temperature rises, still further declines may be looked for in the near future.

Tea—Prices are without material change. While there is little probability of any further declines, it appears unlikely that values can be worked up to a higher basis.

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

Everything in cigars at Bushman's.

CONFIDENCE GAME.

How the Lamb Gang Secured Possession of a Stock.

One of the shrewdest deals ever engineered by Frank J. Lamb was the purchase, last week, of the Averill furnishing goods stock, located in the Jenks building, on South Division street. It appears that Chester Lamb owned a farm in Kentucky, about twenty miles south of Cincinnati. He obtained the property in a trade and was anxious to dispose of it in the same manner. He therefore placed the sale of the property in the hands of a man named Chas. E. Roland, who proceeded to work up Averill for a trade. The latter was not anxious to make a deal unless he could exchange the real estate for cash, whereupon Roland claimed to have found a man who would pay \$10,000 for the land, on the alleged ground that oil had been discovered on the property. Roland's proposition was that he and Averill should take a joint deed for the property, meet the alleged purchaser in Cincinnati and divide the proceeds—Averill to receive \$5,000 for his stock and Roland to receive \$5,000 for engineering the deal. The bill of sale was placed in the hands of B. F. Strifling, to be turned over to Chester Lamb when Strifling received a telegram from Averill telling him that the deal had been completed by the payment of the money. Averill and wife and Roland left for Cincinnati on the Thursday morning train, when Lamb immediately took possession of the stock, Mrs. Chester Lamb holding the fort during the daytime. During the afternoon Chester selected enough stuff from the stock to last a man a half dozen years, and a short time after Strifling came in and went through the stock in the same manner, selecting what he wanted. About 10 o'clock that evening the store was invaded by a number of men who had been selected by Lamb for the purpose of packing the stock, and by daylight everything had disappeared except the showcases and fixtures. Part of the goods were taken to Ada and the remainder to Grandville, both shipments being made to John C. Sincoe, Toledo. Chester Lamb met the goods at Toledo, and re-shipped them to Cincinnati. The only slip in the cog was a chattel mortgage lease which was held by landlord Jenks, who notified the Lambs that, if the goods were not returned or an arrearage of \$150 rent paid within an hour, he would proceed against them criminally. It is needless to remark that the rent was paid. In the meantime the Averills and their representative arrived in Cincinnati, but no cash purchaser for the land put in an appearance. Mrs. Averill returned by first train and Mr. Averill came back as soon as he could pawn his watch. They immediately placed their case in the hands of Attorney Jamieson, who laid the facts before the Prosecuting Attorney, who authorized the issuance of a warrant for Chester Lamb on a charge of grand larceny. The sheriff at Cincinnati has been telegraphed to lodge him in jail, pending the arrival of the local sheriff, and the other members of the gang may be apprehended on charges of conspiracy. The deal is one of the most cunningly devised schemes ever executed in this community, and plainly discloses the length to which the Lambs will go and the chances they will take when the opportunity of securing possession of a considerable property is presented. The fixtures and showcases left in

the store in the Jenks building were sold by Lamb to J. A. Holland, Jr., for \$100. Holland claims they are worth \$700. Creditors of Averill replevined the property Monday on the ground that Lamb never had any title thereto. This serves to further complicate the matter, as it may open the way for another charge against Lamb.

Later—The plunder has been located at Cincinnati and is now in the possession of the sheriff, who is in hot pursuit of Chester Lamb and expects to capture him before sundown.

Fruits and Produce.

It will be noted that the Tradesman exposes a number of irresponsible commission merchants in this week's paper. The disclosures this week are confined to Grand Rapids operators, but within a short time due attention will be given the Detroit market, which is cursed with a large number of irresponsible and unreliable dealers in the produce line.

Asparagus—So scarce as to be nearly out of market. Such stock as is coming in readily commands 30c per doz. bunches.

Beans—The demand is so small that there has been another decline in prices.

Beets—20c per doz. bunches for home grown.

Butter—The market is without material change, dealers being permitted to make their own selections of choice dairy on the basis of 10c, while factory creamery is in moderate demand at 14c.

Cabbage—Home grown commands 75c per doz. Illinois stock is in fair demand at \$1 per crate of 2 doz.

Cherries—Sour fruit brings \$1.50 and sweet fruit commands \$1.75. The crop is large, but the canning demand is unusually large.

Cucumbers—Home grown, 35¢@40c per doz. Illinois stock, 25¢@30c per doz.

Eggs—The market is dull and prices are not so strong as a week ago. Local handlers hold candled stock at 10c per doz.

Egg Plant—\$1.50 per doz.

Green Onions—Silver Skins, 12c per doz.

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

Melons—Nutmegs command \$1.50 per doz. A carload of Georgia water-melons is due to arrive the latter part of the week. The stock will be sold on a basis of 25c apiece.

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

Peas—June, 75c per bu. Marrowfat stock, \$1 per bu.

Potatoes—Old stock still commands 20c, but the tendency is downward. Missouri stock (new) commands 75c per bu., but the price will, in all probability, go still lower before the end of the week.

Radishes—Charters command 8c per doz. bunches. China Rose bring 10c. Raspberries—Black, 8c per qt. Red, 10c per qt.

Strawberries—No stock to speak of will come in after the present week. Present offerings bring 4¢@6c per qt.

String Beans—75c per bu.

Tomatoes—California stock (wrapped) commands \$1.25 per 4 basket crate. Mississippi stock brings \$1 per 4 basket crate.

Wax Beans—Home grown, \$1 per bu. Illinois stock, \$1 per bu.

The project to hold a Cotton States exposition in Chicago this fall has fallen through. Some time ago Tennessee requested that the exposition be postponed until 1898, and asked the other Southern States to concur with this request. The fact that Tennessee intends to hold an exposition of its own this year was the cause of the desire for the postponement, and when the approval of the other states interested was secured, the Chicago committee felt they could but acquiesce.

WANTS COLUMN.

BUSINESS CHANCES.

WILL EXCHANGE—NEW STOCK OF staple millinery goods for shingles or lumber. Stock consists of velvet ribbons, silk ribbons, laces, tips and plumes (mostly black), crepe de chene, illusion, velvets, velveteens, etc.—no flowers or ornaments. Address Desenberg & Schuster, Kalamazoo. 50

FOR SALE—GOOD PAYING GROCERY store and stock in thriving town. Address E. D. Goff, Fife Lake, Mich. 51

FOR SALE—DRUG STOCK AND FIXTURES. Involving about \$1,500, in best city in Northern Michigan. Best of reasons for selling. Address Drugs, 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. Involving 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

FOR SALE—STAPLE AND FANCY GROCERY stock, involving 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.

A GOOD PHYSICIAN (REGULAR GRADUATE) would like to hear of a good location. Address M. D., care Michigan Tradesman. 47

FOR SALE A LOT OF MEN'S FALL AND winter underwear in merino, natural wool and fleeced lined; 20 dozen pairs men's, women's and children's rubbers and Alaskas, well assorted, and a few dozen Jersey overshirts, all for 50 cents on the dollar. A good chance to sort up. Converse Manufacturing Co., Newaygo, Mich. 48

WANTED—LOCATION FOR A BANK. Correspondence confidential. Address Banker, Marine P. O., Detroit, Mich. 49

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 NEW-berry, Mich. Best location in the village. Specially adapted for drug trade. J. A. Shattuck, Newberry, Mich. 41

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

WANTED—BUTTER, EGGS, POULTRY, PO-tatoes, 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. 889

For Sale!

Brick, Steam Roller

FEED MILL

Known as the Ostrander Mill, situated in the village of Willis, Washtenaw County, Mich., fully equipped with Elevators, Bins, Hopper, Scales, Etc., for handling grain, on Main Street, and runs to Wabash rail road grounds, with side track. Sixty horse power engine and boiler. Liberal terms. Address,

JOHN P. KIRK, or
TRACY L. TOWNER, Trustees.
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