

MICHIGAN TRADESMAN

Volume XIII.

GRAND RAPIDS, WEDNESDAY, JUNE 24, 1896.

Number 666

FOR RENT

The desirable Wholesale Premises at No. 19 South Ionia street (center of jobbing district), comprising five floors and basement, with hydraulic elevator, and railroad track in rear. Excellent location for wholesale business of any kind. Apply No. 17 South Ionia street. Telephone 96.

D. A. BLODGETT.

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

COMMERCIAL CREDIT CO., Limited,

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Every Dollar

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

TRADESMAN COMPANY, Grand Rapids

Do You Use **STENCILS** Get our prices Will save you \$\$\$

Detroit Rubber Stamp Co.,

99 Griswold St.,

Detroit.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

RADICAL CHANGES PROPOSED.

The most interesting resolution proposed by the recent convention of the Chambers of Commerce of the British Empire was that advocating the adoption for the entire empire of a decimal currency system, as well as the metric system of weights and measures. Not only was this resolution proposed, but it was also adopted.

It was pointed out, in connection with the proposed change in the currency system, that the British arrangement of pounds, shillings, pence and farthings was a source of constant annoyance and loss of time to the trade, particularly the foreign trade, as most foreign countries have adopted a decimal system. It was pointed out that more than 70,000,000 English-speaking people in North America employ a decimal system. The Canadian decimal system of currency was proposed as an ideal system, which should be extended to the entire empire, the pound sterling to represent five dollars and the shilling twenty-five cents.

With regard to the metric system of weights and measures, it was pointed out that, outside of Great Britain and the United States, that system was very generally accepted and was found convenient and serviceable, whereas the many different systems in vogue in English-speaking countries were a source of endless annoyance.

While the British trade convention was no doubt honest in its desire to substitute a decimal system of currency, as well as weights and measures, in place of the existing systems, it by no means follows that there is the least chance of its recommendation being adopted. The great masses of the British people are attached to their pounds, shillings and pence, and English-speaking people all over the world fully understand the meaning of inches, feet, yards, ounces and pounds, and it is not at all likely that any amount of persuasion will convince them of the advisability for a change, particularly where the terms of the new systems proposed are in a foreign tongue, which will convey no meaning to the masses of the people. It is certainly not at all probable that the change will be adopted.

CLEARING THE ATMOSPHERE.

The Tradesman naturally takes much credit to itself for breaking up the "Lamb gangs" and putting an end to the operations of one of the most reprehensible gang of swindlers which ever disgraced a reputable market. One of the gang, Chester A. Lamb, is now under arrest on a charge of grand larceny, and Strifling, a recent addition to the gang, is a fugitive from justice. Frank J. Lamb and J. O. Smith are still at large, but the Tradesman confidently hopes to see them lodged behind the bars within a very few days on charges of a most serious character.

As soon as the Tradesman is satisfied that it has driven the men composing the Lamb crowd to the wall, and thus placed the commission business of Grand Rapids on a reputable basis, it will turn its attention to Detroit, and

investigate a long list of complaints which have been lodged against some of the commission merchants of that city, with a view to exposing the shortcomings of those who are found to be unworthy of credit and dishonest in practice.

Random Thoughts at Odd Moments. Written for the TRADESMAN.

The science of occult forces commonly called hypnotism is rapidly coming to the front. One medical practitioner after another is beginning to carry on his professional work in harmony with its teachings. A school lately established in a Western city turned out last week a baker's dozen of graduates. The professor who instructed this class makes the alarming claim that hypnotism is a science that may be easily learned by any person of ordinary intelligence, and be of practical use in whatever avocation he may engage. If this claim is well founded we may look for wonderful results whenever the occult force is applied to mercantile business.

The traveling solicitor who has so long depended on hard work for success, aided by a good figure, commanding presence, retentive memory, courteous speech, and a fair knowledge of human nature will, if he become an adept in this science, soon distance all his rivals in procuring orders with half the labor formerly required. Indeed, he will find it the only way to get an order of any size from a certain class of crabbed customers that cannot be reached by present methods. Of course, he must expect to "make hay while the sun shines," for a gift so easily acquired will before long be appropriated by hosts of competitors, and the first in the field will reap the richest rewards.

* * *

But alas! what shall be done to protect us poor dealers, destined to be the victims upon whom the new science is to be practiced? Hitherto we have always greeted cordially the knights of the grip, opening our hearts and hands to their courteous advances. Is the present delightful era of mutual good will and business fellowship soon to terminate? If the exercise of hypnotic power will, no less volens, put a subject in such a mental condition that he is wholly in the power of the traveling salesman, how easy will it be for the latter to procure orders to an unlimited amount without regard to the needs of the buyer. As one after another succumbs to this mysterious process, though the jobber may smile, there will be consternation and mourning among the dealers unbowed into extravagance. Then the relative position of salesman and purchaser will be changed. The man with the grip will be no more "hail fellow, well met," but, like the book agent, an enemy to be shunned or resisted by any defensive tactics. There will be no cheerful smile and handshake for him until he shows that he has left all hypnotic weapons at home; and even then incredulity may bar the friendly intercourse that has so long existed. Let us hope that this occult science may not develop to such a practical length, and that dealers may

long continue to be free agents, and drummers as they are now, welcome messengers of mercantile progress.

* * *

Yet, after all, should the fates prove adverse and cupidity, overcoming principle, leave the retailer at the mercy of solicitors made by science invincible at a bargain, his case may not be quite hopeless. Like many others of his calling when forced to desperation by unfair competition, he can still fight fire with fire, and, if necessary, carry the war into Africa. By attending a full course of instruction in the new school of occult science, the dealer may himself become an expert in the art of putting to sleep in others those faculties that antagonize his pecuniary interests. He will then be able to meet the scientific drummer on an equal footing and, if he has the proper amount of odic force, come off victor in the mental contest. In this case the home office may not present so cheerful an appearance after receiving orders from its agents. Being accepted by them at such low figures, with liberal concessions as to time and discount, nothing short of a prompt notice of refusal will prevent a balance on the wrong side of the ledger. Science is apt to prove a two-edged sword. It is liable to cut either way, according as it is handled.

If such a powerful force as hypnotism is ever to be used in affairs of business, justice might indicate practical experiments upon a certain class of aggravating debtors who hide behind every bush of pretence to cheat the confiding retailer. A few successful experiments on this class may serve to neutralize some of the demoralizing results of our exemption laws.

S. P. WHITMARSH.

The Honest Kitchen.

A writer on household topics says that the sitting-room of a house may be made to do duty as a parlor; the library as a music-room; a drapery-hidden nook in the second hall may conceal the bath tub; a chamber with a folding lounge may be a bedroom, a smoking-room, a nursery or a reading-room; but a kitchen, however metamorphosed, will be, must be and cannot be anything but a kitchen still. These considerations mark out the kitchen in the plan of household salvation as the most important room in the domestic economy of housemaking. It is thus that the kitchen becomes a tower of refuge for plain people weary of mantles that are folding beds, and chairs that have a table concealed about their persons. The kitchen is what it pretends to be, and nothing else. You may break, you may shatter, the range if you will, but the perfume of fried steak and onions will cling to it still. It is unhappily true that, honest as the kitchen is in declining to lend itself to a deceptive appearance of being a parlor or a conservatory, the same spirit of frankness does not extend to everything that comes out of it. A kitchen that sends forth into the world chicken croquettes made of veal, and mock turtle soup, still needs reforming morally.

Produce.

"THE JIG IS UP."

The Lamb Gang Finally Driven Out of Business.

"The jig is up," was the laconic remark of Frank J. Lamb, after reading the exposures of the Lamb gang in the last issue of the Tradesman. "We may as well shut up shop and quit the town," he continued, "for the day of fake commission houses, so far as Grand Rapids is concerned, is past. We may as well pull up stakes and remove to Chicago, where half the people are fakirs and where there are no Tradesmen to camp on our trail and hound us to death, simply because we catch a few suckers."

* * *

"I tell you, boys," continued the urbane and cool-headed old swindler, "we didn't work the scheme slick enough. When a man sent us \$50 worth of butter, we ought to have made some returns—sent him a check for 2 cents or drawn on him for the freight, so that he could not say he did not hear from us. Instead of doing so, we received the goods, sold them for what we could get, put the money in our pockets and paid no attention to the letters of the poor devil who sent us the stuff. That wasn't right, boys, and we won't do it that way any more—not till we get to Chicago."

* * *

One of the most perplexing questions which has come up in connection with the career of the fraudulent commission houses, exposed last week, is the liability of a bank in permitting its name to be used as reference by houses soliciting consignments from the retail trade. Smith & Waidelich used the name of the Grand Rapids Savings Bank as reference on its letter heads and other stationery, and, although such use of the name was entirely unauthorized, and anyone referring to the Bank got anything but a favorable response, yet the unauthorized reference caught a good many dealers, as it gave the concern soliciting consignments an appearance of credibility, to which it was not entitled. The managers of the bank are greatly chagrined over the use to which the name of their institution has been put, but were not made aware of the fact that it was being so used until the victims had been caught and the injury had been done. In the opinion of the Tradesman, there ought to be a law prohibiting the use of the name of any institution or individual as reference, without first securing permission for such use of the name. If such a law had been in effect, many of the losses sustained by the retail trade of Michigan would have been averted, as Smith & Waidelich would have been unable to refer to any reputable concern.

* * *

The disclosures of the swindling operations of the gang of commission sharks have brought to notice some facts in regard to business methods which may be worthy of comment by the Tradesman. The principal element in the success of the schemes was that the circulars sent out by the operators should be so worded as to command sufficient confidence to secure consignments. While there was a pretense of reference as to credit in some of the stationery used, the principal dependence for securing patronage was on the apparent candor shown in the correspondence. That this dependence was

sufficient to secure large returns is plainly shown by the number who have responded to the Tradesman's request for reports of the operations of the gang. These show that various pretenses were employed, such as offering to ship consignments, where such offers would be appropriate. Usually there was great haste in the orders for goods, which were frequently made by wire, thus preventing the investigation of credit.

* * *

One correspondent sends statements of sales to one of the bogus concerns amounting to nearly \$100, and writes that he should have written the Tradesman to find out about its reliability had not the order been placed by wire with such urgency that there was not time. In this case there was to be a return consignment of a car of potatoes. Of course, this was never sent, nor returns made for the goods. This is only one instance among a great number with varying circumstances, but all alike in that the consignors received no returns.

* * *

The Tradesman is inclined to preach a little sermon on this subject. The natural and laudable desire which every enterprising business man has for the securing of trade is a constant temptation to overlook or slight the question of credits. Business is sought as a means of profit, to be sure, but in too many instances the desire to secure business, possibly from the force of habit, becomes so great that the end is lost sight of. It is the experience of every sportsman that the game he hunts becomes the object of paramount desire. The same principle applies in trade, and too frequently the object of the hunt becomes business instead of profit. It is a matter of surprise to what an extent dealers succumb to this temptation. Nor is this failing confined to the commission part of business. In every branch there is a constant tendency to relax in favor of any one transaction rather than lose the trade. Merchants will go to the expense of subscribing to commercial agencies and will either neglect to use them or will strain a point in favor of the customer on the ground that, possibly, the report may be prejudiced, or, more likely, without foundation—the temptation to secure the business is too great, and they venture, hoping it will come out all right. Sometimes it does, but so frequently it does not that the dealer who habitually falls into this sin soon suffers from the consequences. One bad debt neutralizes the profits of many good sales, and the loss is not only in the unfavorable entry it necessitates on the ledger—it includes a long list of items in the way of annoyance and worry and time and expense in futile efforts at collection.

* * *

Compared with the serious consequences of a bad debt the loss of a sale is a slight affliction. This is a proposition which will strike every one favorably, yet many will go on placing unwarranted credits. It is becoming more and more an essential part of every successful merchant's duty to carefully study and watch the responsibility of his customers. Many large houses employ the most experienced experts they can find to aid in this duty, though it is not usually entrusted to such entirely. In smaller establishments the proprietor must needs give it the requisite attention. And the lesson is rapidly being learned that he is the successful merchant who makes the most thorough study of this branch of his work and

DON'T CONFUSE US WITH THE "LAMB GANG"

We have no connection with C. A. Lamb, of Grand Rapids, and do not wish to be confused with him or his associates. We do business in a businesslike manner and make prompt and satisfactory returns.

LAMB & SCRIMER,

Wholesale Commission Merchants,

DETROIT, MICH.

HUGH T. ALLERTON.

WILLIAM HAGGSTROM.

ALLERTON & HAGGSTROM GENERAL COMMISSION MERCHANTS

and Wholesale Dealers in

FRUIT, VEGETABLES, VEAL, POULTRY
BUTTER, EGGS and CHEESE

REFERENCES: Worden Grocer Co. 127 Louis St., TELEPHONES: Citizens 1248.
Putnam Candy Co. GRAND RAPIDS, MICH. Bell 1248.
Burns & McGowan.

NEW POTATOES

NEW CABBAGE

GEORGIA WATERMELONS NUTMEG MELONS



We are Headquarters.

BUNTING & CO.,

20 and 22 Ottawa St.,

GRAND RAPIDS, MICH.

NEW POTATOES

Finest Grown. "Triumphs" are in their prime. White stock just arriving. Lowest market price guaranteed.

STILES & PHILLIPS,

Wholesale Fruits and Produce,
GRAND RAPIDS.

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.

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.

Michigan Spice Company's "Absolute" Teas, Coffees, Spices and Baking Powder have a wide-spread reputation.

Beware of Imitations!

We are the sole owners of the trade mark "Absolute," and are the original and only lawful importers of "Absolute" Teas, and also the only lawful manufacturers of and jobbers in "Absolute" Coffees, Spices and Baking Powder. We caution importers, manufacturers and dealers not to use our said trade mark, and give notice that we will protect our said trade mark against infringements, and admonish dealers to beware of teas, coffees, spices and baking powder branded "Absolute" not manufactured and put up by us.

MICHIGAN SPICE CO.,

SOLE PROPRIETORS AND MANUFACTURERS OF
THE "ABSOLUTE" BRAND.

who has the most backbone to pass impartially on all questions of reliability according to a judgment not swerved by the desire to do business.

* * *

There is a concern in Detroit which is getting butter on promises of high prices to creameries, and, when the goods are received, is selling them at less than the market price per pound, and giving 1 per cent. off selling price for spot cash to the buyer. Someone is going to lose on this deal, and it doesn't take a very shrewd person to see who the loser will be. Creamerymen and shippers should be more careful as to whom they consign. It seems that some of them can never be prevailed upon to stick to reliable houses, for they are continually getting into trouble with irresponsible firms.

* * *

"The Tradesman has done the legitimate trade of Grand Rapids—and Michigan, too, for that matter—a world of good by the courageous manner in which it has exposed the Lamb crowd," remarked a reputable commission merchant the other day. "In all my experience I have never seen a more reckless and disreputable association of swindlers than that which formerly congregated at 33 Ottawa street, but which has made South Division street headquarters during the past year. Beginning with F. J. Parker and C. L. Bunn, and ending with Frank J. Lamb and B. F. Strifling, the record has been the blackest one ever recorded in the commercial history of Grand Rapids."

Commends the Exposures.

St. Charles, June 22—I am much pleased at the manner in which you printed my exposure of the commission swindlers throughout the country, as every city is full of them, industriously plying their vocation of swindling shippers and merchants out of their goods. You have done a good thing in devoting space to so valuable a purpose, and I hope you will continue to do so until they are all driven out of their swindling dens and exposed to the credulous public who send them goods. Please keep at them without cessation. You will, undoubtedly, lose patronage by so doing, but you will gain largely from honest people who are pleased to see fraudulent houses exposed and made do an honest business or compelled to desist from engaging in any line of trade. I will do all I can to further the interest of the Tradesman in increasing its circulation among reputable business men, as I consider every issue worth the price of a year's subscription. Please accept my thanks and a grand future for the Tradesman.

J. H. HAMMILL.

Another Invitation from Cedar Springs.

Frank Hadden, Secretary of Post E, has received the following pressing invitation from E. M. Smith, of Cedar Springs:

Cedar Springs, June 22—As stated in the Tradesman of last week, the citizens of this town are going to celebrate July 4, and we, the merchants, most heartily extend an invitation to the traveling men. We will do all within our power to make it a day of sport and merriment for those who favor us (for even part of the day) with their presence. And those who come will rest assured that their presence will be appreciated and that they will be amply repaid for their trip; and in the future they will be remembered by us with larger orders than ever before.

CEDAR SPRINGS MERCHANTS.

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

Fruits and Produce.

Never before in the history of the fruit belt of Western Michigan have the prospects of large crops in all lines been so flattering as at the present. During the past week commission merchants and others interested have made frequent excursions over Kent and adjoining counties—comprising the "fruit belt," so-called—and all the statements agree on this point. While the cherry crop is something of a disappointment, owing to the large proportion of the fruit which was blown off during the recent severe storm, and the yield of red raspberries is not likely to be quite up to the average in amount (although the fruit this year is exceptionally large in size and fairly good in quality), all other fruits promise enormous crops. Black raspberries are large in size and the yield is exceptionally large. The same is true of blackberries, which have now so good a start that a drouth from now on would not seriously impair the crop. Plums hang heavily on the trees, while the apple trees are so heavily laden with fruit that the growers will be at a large expense in propping up the limbs in order that their orchards may not suffer serious injury from breakage. While the old peach trees are dying out, owing to the severity of the winter, and very few of the old trees are bearing fruit this season, the young trees are fairly well loaded with fruit, and, although the fruit is not so thick as last season, the crop will, in all probability, amount in size to what it lacks in numbers, so that the quality will be ahead of previous seasons.

Beans—Prices have shown a decline, although trading has been moderate and receipts have been light.

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

Butter—While arrivals are not coming in quite so lively as last week, the market is still glutted with an over supply of both dairy and creamery. The former is bringing 13@14c, while choice dairy in jars commands 10c and from that down.

Cabbage—Home grown stock is coming in freely and the quality is improving daily. Quotations are based on 50c per doz. heads.

Cherries—The crop is proving a great disappointment, so far as quantity is concerned, owing to the large amount which was blown off during the recent wind storm. Sour stock commands \$2 per bu. and sweet fruit brings \$2.25. Black cherries are beginning to come in, commanding \$2@2.25 per bu.

Cucumbers—30@35c per doz. for home grown.

Currants—\$1.50@1.75 per bu. for red.

Eggs—The market is still flooded with eggs—good, bad and indifferent. Dealers claim that only one-third of the receipts are strictly first class, in consequence of which shippers are compelled to stand a considerable loss, which could just as well be avoided by candling the stock before shipping. Clean candled stock commands 10c, selected stock about 9c, while ordinary shipments, as they come in from the country, bring an average of about 8c.

Egg Plant—40c per doz.

Green Onions—Silver Skins, 10c per doz.

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

Melons—Georgia watermelons are now in market, commanding 20@25c. Nutmeg bring \$1.50 per doz.

Onions—Mississippi stock commands \$1 per bu. in bags or bbls.

Peas—June, 70c per bu. Marrowfat, 75c per bu.

Potatoes—Old stock is in moderate demand, commanding 10@15c per bushel, with the tendency downward. New stock from Arkansas now commands 50c per bushel or \$1.50 per barrel, but the price is likely to go still lower in the near future, as the market on Southern grown stock is badly demoralized, affording no profit whatever to the grower, who will, in all

probability, suffer serious loss. Home grown stock has already put in an appearance and by the Fourth of July it is probable that the shipping and consumptive demand of this market will be entirely supplied by home grown stock. This breaks all previous records.

Radishes—Charters command 8c per doz. bunches. China Rose bring 10c. Raspberries—Black, 75@80c per crate of 16 qts. Red, \$1@1.25 per crate of 16 qts.

Seeds—Hungarian and Common German Millet bring 60@75c per bu. String Beans—75c@81c per bu.

Tomatoes—Mississippi stock brings \$1 per 4 basket crate.

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.

Guaranteed that prices will be right.

I want you for a customer

F. J. ROHRIG, Jr.,
Wholesale and Retail Dealer in
COAL and WOOD—FLOUR and FEED
HAY and STRAW.
Recleaned Oats a Specialty.
Mack Ave. and Belt Line, DETROIT.

CHAS. A COYE

Manufacturer of



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

Send for prices.

11 PEARL STREET,

GRAND RAPIDS, MICH

STONEWARE

Delivered from cars into
your store at

Manufacturers' Cash Prices.

Drop postal NOW to

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

Put Yourself in Her Place

If you were one of your customers, don't you think you would appreciate the gift of a nice Fan, especially if you happened to be a customer of the fair sex? Well, if that is the case, you know as well as anyone that an advertisement of your business, neatly printed on the back of a nicely decorated Fan, will be kept and seen a thousand times where anything else would be destroyed or thrown aside.

With every Cool Breeze

Wafted to the heated face of the recipient the words of the Fan advertisement appeal to the customer who wafts the grateful zephyrs, and your business is kept in mind.

Our Line of Fans is complete,

The variety is large, and the prices are within the bounds of profitable advertising. Write to us about them.



**Tradesman Company, Grand Rapids,
Michigan**

Around the State

Movements of Merchants.

Alpena—John Witt, meat dealer, has retired from business.

Alba—Fred Shepard has removed his bazaar stock to Bear Lake.

Sturgis—Pope & Craig succeed J. W. Blood in the grocery business.

Morenci—G. W. Gust has purchased the hardware stock of E. B. Rorick.

Kalamazoo—L. Levy has opened a grocery store at 215 North Burdick street.

Kalamazoo—Geo. McCarty has purchased the grocery stock of C. S. Ranney.

West Bay City—F. M. Hiscock has purchased the laundry business of Geo. Reilly.

Lansing—O. A. Jenison has sold his book and stationery stock to Fred W. Curron.

Vicksburg—O. H. Carr has purchased the tobacco and cigar stock of A. V. Cropsey.

North Lansing—Cimmerer & Co. succeed Geo. E. Cimmerer in the grocery business.

Muskegon—Emil Haas has opened a grocery. Geo. Hume & Co. furnished the stock.

Munising—Harry Coddington has embarked in the notion, fruit, confectionery and tobacco business.

St. Johns—Cooper & Kenney, dealers in bicycles, have dissolved. Geo. D. Cooper continuing the business.

Lansing—J. W. Edmonds' Sons succeed Cannell & Edmonds in the wholesale and retail harness business.

Detroit—Oakley-Crouse & Co., manufacturers' agents for machinery, have dissolved. H. M. Crouse & Co. succeeding.

Marquette—The Johnason Clothing Co. succeeds M. S. (Mrs. J. L.) Johnason in the clothing and furnishing goods business.

Montague—Will Sweet, clerk in F. H. Mason & Co.'s store, will act as manager of the grocery business at the resort that the firm will open in a few weeks.

Bellevue—C. W. Young has taken possession of the general stock of his brother, W. A. Young, under a chattel mortgage. The stock has been moved to a more central location and the business will be continued, with W. A. Young as manager.

Manufacturing Matters.

Detroit—The Detroit Mill Supply Co. succeeds the Alaska Metal Co.

Jackson—C. G. Handy succeeds Handy Bros. in the cigar manufacturing business.

Sand Beach—J. G. Puddock succeeds Winterhalter & Puddock in the foundry and machine shop business.

Detroit—E. G. Miles & Co., manufacturers of turf goods, have dissolved. They are succeeded by Delbridge & Marshall.

Stockbridge—Kennedy & Kennedy, basket manufacturers, have dissolved. The business will be continued by Wm. H. Kennedy.

Rochester—The Western Knitting Mills Co. will shortly remove its plant from Detroit to this place. This move is made because the firm has been offered a free site and a bonus of \$1,000 in cash.

Clare—Jno. A. Hess, whose creamery was burned at Calkinsville recently, is the projector of an enterprise to establish a creamery here, providing the business men of the place will raise a

fund of \$1,000, which he will treat as a loan, to be repaid as soon as the profits of the business warrant.

Detroit—Articles of association of the Superior Refining Co., organized for the purpose of dealing in oils and similar merchandise, have been filed. The capital stock is \$5,000, all paid in. The stockholders are John Edward Harris, Detroit, 300 shares; William B. Rose, Cleveland, 100 shares, and William H. K. Rose, Cleveland, 10 shares.

Quinnesec—The Cundy Mining Co. has filed articles of incorporation with the Secretary of State, and is developing the Town Site mine here, which was recently purchased from John R. Wood, of Iron Mountain. The principal stockholders of the Cundy company are officials of the Illinois Steel Co., which, like the other great manufacturers, is ever ready to acquire good mines.

Detroit—Charles I. Hood, of Hood's Sarsaparilla fame, and Alfred B. Scott, manufacturer of Scott's Emulsion, each obtained injunctions in the United States Court Monday against Lambert & Lowman, manufacturing chemists. Hood claims that his name was placed on an extract of celery made by the Detroit firm, and Scott complained because the same institution made and sold to an Ohio druggist a medicine under the name of Scott's Emulsion. The defendants claimed that they had not intended to infringe upon the rights of either of the complainants, and, although believing that they had a complete case, did not consider their trade in the articles to be worth a lawsuit. An injunction in each case was granted by consent.

Negaunee—Capt. Samuel Mitchell, one of the shrewdest practical miners in the Lake Superior district, where good men abound, has bought the Rolling Mill mine, which has been idle for more than a decade. The property was owned by the late Luther Beecher, the eccentric Detroit millionaire, who kept the Biddle House closed for many years because he could not secure the rental which he demanded. His heir has wisely decided to part with a property which has for many years returned no revenues and has entailed large expenses for maintenance and taxes. Capt. Mitchell began at the bottom of the ladder forty years ago as a common miner, and every property that he has ever taken hold of has proved a money-maker: hence his acquisition of the Rolling Mill property is hailed with delight by the people of Negaunee.

Ishpeming—June shipments of ore from all forwarding ports continue heavy, and those who have been predicting a falling-off in the ore shipments this month, as compared with the heavy business of June, 1895, will be surprised at the figures piled up. Although the shipments of ore from the mines to lower lake ports are unprecedentedly large, it does not necessarily follow that the season's output will be in proportion. The Lake Superior mines had larger reserves of ore mined and in stock for shipping at the opening of navigation this spring than they ever had before, partly because of the anticipated heavy demand and partly because of the fear of labor troubles, which sometimes come about unexpectedly. By rushing shipments at the opening of the season the mines obtain reasonable freight rates. Again, if the stock piles are sent to Lake Erie and Lake Michigan ports as soon as possible, the mines will have large stocks for sale in case of labor troubles preventing

shipments—such as happened here last summer, when neither mining nor shipping was permitted from the Ishpeming mines for ten weeks.

Detroit—On July 1, 1881, George Bolton entered into a contract with Joseph H. Berry, by which Bolton assigned a half interest in a heater patented by himself to Berry for \$1, and the other half on condition that Berry should pay him 2½ per cent. of the net sales. A further consideration was that Bolton should assign to Berry any improvements or inventions that he should make to the heater in the future. Mr. Berry organized the Detroit Heating & Lighting Co., which manufactured the Bolton heaters. Differences arose, and subsequently Bolton and his son invented a boiler which they had patented to them jointly as joint inventors. Some months later Bolton assigned his patent to some New Haven parties, and continued making boilers, known as the Bolton boilers. He filed a bill for an accounting against the Berrys and the Detroit Heating & Lighting Co., and the latter filed a cross bill for an injunction to restrain Bolton from using his name on his boilers. Judge Frazer held that, since Bolton made no assignment of his new patent to Berry, as agreed in the contract, the court had no authority to order an accounting. As to the cross bill, he thought he was not justified in enjoining Bolton from the use of his name on his new boilers. Both bill and cross bill were dismissed.

Marquette—The \$6,000,000 steel plant, like the other big industrial enterprises that have been located here—on paper—within the last decade, has failed to materialize and the project is apparently dead. It may be nursed back into life again, however, by Richard A. Parker, who has once more planted his shoes upon American soil, greatly to his relief. Mr. Parker, who is a mining engineer of note, has for years lent his voice and pen to the advocacy of establishing big rolling mills and steel works at Marquette, where he has resided for the past ten years. Last fall, he left for South Africa, to accept a position second to that of John Hays Hammond, the American mining engineer who did so well at mining and so poorly in the insurrection business. Shortly after the unpleasantness, when the Transvaal government reached out for Hammond, Col. Rhodes and the other leaders of the Reform Club, Mr. Parker was notified by friends that Oom Paul had his men out looking for all American engineers who were anywhere prominent. Mr. Parker left the dinner-table between soup and fish. He did not even tarry for his overcoat, but departed forthwith; and the wisdom of his celerity was amply attested by the fate that befell all his compatriots who were managing the little change of government. Mr. Parker left behind him in South Africa a \$20,000 salary and the opportunity of adding to the fame of a name already favorably known; but he also avoided the trifling fine of \$125,000 which was imposed upon his friends and fellow-laborers as mining engineers and political economists, and he feels satisfied that the balance is on his side of the ledger.

Planting Coffee Trees in Mexico.

The Mexican Coffee Trading and Planting Co., of New York, with a capital stock of \$400,000, has been incorporated under the laws of Missouri for the purpose of starting a large coffee plantation in Mexico and planting 1,000,000 coffee trees.

See that Hump!

New York, June 22—Your editorial on "The Wonderful Wheel," in the Tradesman of June 17, is pertinent and covers the case fully, so far as it goes. I am rather surprised, however, that you did not extend the paragraph dealing with evils of "scorching," so as to include an odious practice still more deleterious than overriding in its worst form: I allude to the habit of riders who "hump themselves." (I guess this is a good name for it.) It is a disgusting position to assume and, what is worse, is positively injurious. It is an unnatural position—cramped; and it does not take a well-posted anatomist to decide that riding in this doubled-up shape leads to serious consequences—probably curvature of the spine, or at least to a bad case of round shoulders. The chest becomes shriveled, the lungs are congested and no end of ills can and do come from this nonsensical and monkeyfied practice. Now, it naturally leads one to ask, Why do they do it? It is a fad—nothing more. When bicycling was confined mostly to expert so-called sportsmen, they assumed this attitude when riding in races, alleging that this bending of the body enabled them to make greater speed, etc. Straightway the average youth took it up as being the proper caper when riding. Gradually, the wheel came to be utilized by a larger number of active, sensible business men, most of whom, be it said to their credit, have sense enough to ride in a natural, upright, and surely more dignified and graceful, position. Women who ride wheels assume the proper position, ninety-nine cases in a hundred. Abolish "humping," and you will have less "scorching."

N. TRISSEL.

A Scarescrow for Mosquitoes.

From the Newark Sunday Call.

John Habberton states, with the solemnity of firm conviction, that mosquitoes are extremely frightened by dragon flies and will not come within yards of them. He says that one or two dried dragon flies suspended from fine silk under the roof of an open porch infested by mosquitoes will scare all of the little pests away, and that they will not come back while the dragon flies are there. This, he says, he has tried with surprising results. It is a well-known fact that dragon flies are predatory and voracious insects, and that they subsist largely upon gnats, midges and mosquitoes, and it is but natural that the mosquito, who is a wise insect, should regard the "spindle," "darning needle," or dragon fly as the small bird regards the hawk.

Association Matters

Michigan Hardware Association

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

Northern Mich. Retail Grocers' Association

President, J. F. TATMAN, Clare; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. WISLER, Mancelona. Next Meeting—At Grand Rapids, Aug. 4 and 5, 1896.

Traverse City Business Men's Association

President, THOS. T. BATES; Secretary, M. B. HOLLY; Treasurer, C. A. HAMMOND.

Grand Rapids Retail Grocers' Association

President, E. C. WINCHESTER; Secretary, HOMER KLAP; Treasurer, J. GEO. LEHMAN. Regular Meetings—First and third Tuesday evenings of each month at Retail Grocers' Hall, over E. J. Herriek's store.

Owosso Business Men's Association

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

Jackson Retail Grocers' Association

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

Alpena Business Men's Association

President, F. W. GILCHRIST; Secretary, C. L. PARTRIDGE.

Lansing Retail Grocers' Association

President, F. B. JOHNSON; Secretary, A. M. DARLING; Treasurer, L. A. GILKEY.

Grand Rapids Gossip

W. H. Wills has purchased the drug stock of W. S. Temple at 504 South Division street.

D. Schoonbeck has sold his grocery stock on Cedar street to Ira Hufford, late of Englishville.

Billington Bros. have opened a grocery store at Pine Creek. The Worden Grocer Co. furnished the stock.

John J. DeJonge succeeds DeJonge & VanHeulen in the flour and feed business at 149 and 151 Spring street.

Frank Fagan has opened a grocery store at Moorestown. The stock was furnished by the Worden Grocer Co.

Skeels & Buitendorp, meat dealers at 45 Fountain street, have dissolved, Richard Skeels continuing the business.

Egbert Wonnink has removed his wood turning and furniture carving establishment from 6 and 8 Erie street to the J. W. Fox building, 89 and 91 Sixth street.

T. H. Peacock has purchased a half interest in the meat market of John Waidelich, 59 South Division street. The new firm will be known as Waidelich & Peacock.

Wm. W. Paul has opened an agency for the Wheeler & Wilson sewing machine in the store building formerly occupied by the Valley City Dye House, 72 South Division street.

H. G. Walz, formerly engaged in the drug business at Saginaw, E. S., will shortly open a new drug store at Saginaw, W. S. The Hazeltine & Perkins Drug Co. has the order for the stock.

Chas. Gaylord, Clarence A. Cumings and Adam Hedrick have retired from the New York Electro Plating and Manufacturing Co., located at the west end of Pearl street bridge. The business will be continued at the same location under the same style by John T. F. Hornburg and Otto C. J. Bernthal.

Geo. H. Reeder and J. P. Reeder have formed a copartnership under the style of Geo. H. Reeder & Co. to succeed to the business formerly conducted under the style of the Reeder Bros. Shoe Co. In addition to the Lycoming and Keystone rubbers, the firm will handle a line of specialties in men's and women's shoes, felt boots and lumbermen's socks.

At a meeting of the Directors of the Citizens Telephone Co., held Monday evening, the old officers were re-elected. The announcement that the Bell monopoly had brought a couple of suits against the company for alleged infringement was greeted with smiles, as it is not unusual for the Bell people to bring suits against competing companies for the sole purpose of intimidation and these suits are regarded in this light by the stockholders of the Citizens Co. Those who have been connected with the Citizens exchange insist that the phone used is better than the long-distance Bell.

The Grain Market.

The wheat market has been what might be termed a rather tame affair. While there was some seesawing, we find the wheat market in about the same position as last week. The visible made another remarkably small decrease, taking into consideration the amount exported (3,020,000 bushels),

which is 100,000 bushels more than last week. The receipts were below the normal in the winter wheat section, while in the spring wheat sections the receipts were as large as is usual of late. The great perplexing question is asked, Where does all this wheat come from? The writer has reliable information that there is still 2,000,000 bushels to come from that section. The same party reports that, owing to the wet and unseasonable weather, there is only about 40 per cent. of a crop in the Red River Valley this year. Harvesting is being done in Southern Indiana, Illinois, Ohio and Kentucky. The harvesting has been completed in Missouri and threshing has begun. The reports vary considerably regarding the quality and quantity. The preponderance of the reports is that there is a shrinkage from former reports. However, as there are no orders being placed for wheat from this section, where the crop reports come from, there is some credence placed in the reports. The fact is, wheat is and has been so cheap that traders are indifferent and are waiting for further developments.

Coarse grain—corn and oats—are lifeless, as there is too much in farmers' hands and the outlook at present is splendid for an immense crop of both cereals. However, it is too early to talk much about corn and oats, as there might be a frost or a drought yet. The receipts during the week were: wheat, 22 cars; corn, 6 cars and 9 cars of oats. Detroit received only 7 cars of wheat, 14 of corn and 18 of oats in the same time. The millers are paying 59c for wheat.

C. G. A. VOIGT.

Flour and Feed.

There have been no important changes in the flour market the past week. Buyers still act very indifferent, taking only small lots for immediate use, and even then waiting and watching for weak spots in the wheat market. On the other hand, millers and holders of flour have not been anxious to sell and in most cases have refused to lower their prices, claiming that the condition of both spring and winter wheat has been reported altogether too high by the Government.

New wheat flour is beginning to make its appearance in some of the Southern and Southeastern markets, but the trade, owing to past experience, prefer the old wheat flours, and are willing to pay a premium for them.

The market for millstuffs has about held its own, with good demand for local shipments at \$9 per ton for bran and \$10 per ton for middlings at the mill.

Corn and oat feeds, coarse meal, etc., have declined in price 25¢@50c per ton. Orders are scarce, carlots being out of the question.

WM. N. ROWE.

John M. Peterson, Manager of Buckley & Douglas' general store, at Manistee, and Miss Belle Hansen, of Greenville, were married at the Congregational church at Greenville, June 16. It was an elaborate affair, over 500 invitations having been sent out. A reception was held at the Hotel Phelps. Mr. and Mrs. Peterson will travel through Europe until September.

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

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

Pertinent Advice to Shippers.

When you make a shipment, advise your house that you have made a draft for the aggregate amount and not at so much per pound.

* * *

Never ship a house without looking for a better reference than a picture of an eight-story building on a letter head. Cuts of buildings are cheap in cities.

* * *

The house that returns more weight for your butter than all other competitors is subject to suspicion. Dishonesty among merchants is the exception and not the rule.

* * *

Don't split up your shipments among too many houses. Lines of butter ranging from fifty to one hundred and fifty tubs sell more readily, and for more money, than small shipments.

* * *

When you make a shipment always advise your house of the number of tubs and the railroad you ship on. Many sales are missed by the receiver's not having the advice of shipments.

* * *

A great deal of complaint is made in the markets about the tubs not being properly soaked. This causes mouldy sides, woody flavor, and such stock cannot be used for storage purposes.

* * *

No commission man who is enterprising, has capital and is able to look after your interests intelligently can work for less than 5 per cent. Houses that work for half-price give you half-priced service.

* * *

The financial strength of a commission house is not all that is to be considered in making up your mind to whom you will ship. Men who have been rated at a half-million dollars have been known to be incompetent and even dishonest.

* * *

Insist on having clean, pure refrigerator cars. The railroads want your business badly enough to give you good service if you insist on it. Slatted floors in refrigerator cars are desirable as they protect the packages from wet and dirty floors.

* * *

Always go to the bank and look up the standing of a house to whom you intend to ship. Then to make assurance doubly sure see if the house is good enough to have a card in the Tradesman. The publisher of this paper is in better shape to pass on the standing of a house than Bradstreet or Dun.

* * *

Butter is a slaughter product for grocery houses. They sell it at cut prices to induce sales of groceries. The result is weakened markets and a demoralized condition of trade. Force grocers to pay the price commission merchants ask for your butter. It is penny wise and pound foolish to ship direct to the customers of your agents.

* * *

The Grocery Market.

Sugar—After the decline of a sixpence, on Monday, June 15, the market ruled steady until Monday of this week, when two declines occurred— $\frac{1}{8}$ c and a sixpence. Tuesday powdered was marked down a sixpence. The market is weak and unsettled, but no indications of the upward movement so long predicted are yet apparent. The season of small fruits is here, and consumption is gradually increasing, but consumption will not reach its height until the peach and preserving season, when the higher prices on refined sugar are expected.

Cheese—The market rules $\frac{1}{4}$ @ $\frac{1}{2}$ c lower than a week ago, but the season of greatest production has been reached and passed and the price will probably tend upward from now on.

Canned Goods—While there is no active interest in futures, there has been a slight improvement in the demand for spot goods, due to increased inquiry from the trade.

Currants—Primary markets are steady and higher and the decided improvement in this country will, undoubtedly, result in a higher range of values.

Annual Picnic on August 6.

At a special meeting of the Retail Grocers' Association, held at Retail Grocers' hall, Tuesday, it was decided to hold the annual picnic on Thursday, August 6. The committee having the matter in charge asked further time to decide upon the place of meeting and was granted one week's extension, the understanding being that a final report on the matter will be made at a special meeting of the Association next Tuesday evening.

It was voted to close the doors of all grocery stores at noon on July 4. But for the fact that the anniversary comes on Saturday, the doors would not be opened at all.

The annual picnic will be an all-day affair.

Frank J. Lamb Under Arrest.

As predicted would be the case elsewhere in this week's paper, Frank J. Lamb and J. O. Smith, are now confronted with charges of a most serious character—using the mails for fraudulent purposes. Lamb was apprehended and arrested Tuesday, but Smith has, apparently, skipped out, as the officers have, as yet, been unable to ascertain his whereabouts. The prosecution is based on the complaint of C. H. Smead, of Hartford, and if this case fails to convict the defendants, the Tradesman has on file dozens of other complaints even stronger than the case of Mr. Smead.

New Sugar Schedule.

The Grand Rapids Retail Grocers' Association has promulgated a new schedule for granulated sugar, as follows:

5½ cents per pound.
4½ pounds for 25 cents.
9½ pounds for 50 cents.
19 pounds for \$1.

The Board of Fire and Police Commissioners have taken a commendable position by dismissing Arthur Armstrong from the position of Inspector of the Alarm System because he does not pay his debts. On taking the position he agreed to pay all outstanding indebtedness and not contract any further debts. Failing to keep either promise, he has been dropped from the service of the city—an act the Tradesman commends to all the other boards and governing bodies of the city.

Charles C. Philbrick, of Foster, Stevens & Co., accompanied by his wife, sails from New York on the Cunard steamer Umbria, Saturday, for a three months' tour of Europe, visiting England, Ireland, Scotland, Holland, Switzerland, Germany and France. Mr. Philbrick says he will be back in time to cast his vote for McKinley.

Chas. E. Belknap, President of the Belknap Wagon Co., is off for a month's visit to the trade of Wisconsin, Minnesota, Montana, Washington, Idaho, Utah and Colorado.

ROBBED HER HUSBAND.

How a Portland Merchant Suffered at the Hands of His Wife.

From the Portland Review.

Whether kleptomania is a disease, a mania, or simply an irresistible desire to commit a wrong, the courts have never declared, but that it exists in various forms in every community is a well-known fact. It is likely soon to form the basis of a suit for divorce in the case of a Portland couple.

Eight years ago, D. C. Levinson, manager of the Michigan Mercantile Co.'s Portland store, married his wife at Kalkaska. Her parents were well to do, while his were considered wealthy. Young Mr. Levinson, with the assistance of his father, soon went into business, first at Sault Ste. Marie, then in various other Michigan towns, and lately at Belding. His wife helped him in the store and everybody considered them a most happy couple. But young Mr. Levinson had been married but a short time when he says he discovered that a systematic pilfering from his stock was going on. Each time he invoiced results seemed more and more unsatisfactory. He instituted a thorough investigation, with the result, he says, that his wife was confronted with proof of her guilt, admitted it and promised it should cease. The goods and money had been shipped clandestinely to her people, who reside at Walton.

Mr. Levinson claims that things went along more smoothly for a time, but soon the old habit returned and, finding that he was rapidly being swamped, he went out of business. His wife and he parted and for six months they did not see each other. He still loved her and this, together with the little son, brought them together once more. The wife's good promises were renewed, with such demonstrations of penitence that the husband's confidence was, for the time, restored. At Belding trouble broke out afresh. Still hoping that the ruling passion might be controlled, he came to Portland; but it was the old, old story.

Mrs. Levinson had a key to the store and helped her husband. He became suspicious last week and opened her trunk at the Welch house, finding valuable silks, ribbons, etc., together with a good-sized sum of money concealed in a stocking. He watched the sum grow larger and then become depleted, which was assurance that the money was being sent out of town. Then he got possession of letters, one written to Mrs. Levinson's brother and another to her mother, in which she inquired if various articles had reached them, requesting them to put two crosses at the bottom of their answer if they had. One of them told of a box of valuables she still had stored with a friend at Belding and asked for advice whether to ship by freight or express. The Belding friend came down with her husband last week, and implored Mr. Levinson not to prosecute, acknowledging that she had received the property. Mrs. Levinson went to Walton, Friday, and divorce proceedings will soon be started, though the woman will not be prosecuted on the other charge.

Mr. Levinson feels the disgrace keenly. He says that his wife has never been denied anything within his means to grant; that he has exhausted his persuasive powers in endeavoring to break her of the mania. There are evidences of his generosity on every hand and his integrity has not been assailed. The affair is as unfortunate for him as for his young wife, whose only defense, he says, is that her parents are not in good circumstances, while his are wealthy.

Fourth of July Display.

Correspondence Printers' Ink.

Merchants will do well to trim their show windows in a patriotic way on July 4th, as the spirit of '76 takes violent hold of the people on the fourth day of July in every year.

A window may easily be decorated in a grotesque way by putting in a few rolls of red-colored paper carpet lining, and squeezing in the ends small

pieces of one-inch rope. This is to represent fuse, and from a little distance many will imagine them a pile of gigantic fire crackers until a close inspection and the ridiculousness of the idea dawns on their mind.

A rather pretty effect would be to fill a window front full of miniature American flags, small streamers and cute burgees, and then buy, beg or borrow a couple of electric desk fans, placing one on each side and setting them in motion. The little banners would fly and furl as if in a stiff breeze, and would be bound to create favorable comment.

Dry goods stores have plenty of material at hand to ornament their show windows in the National colors. Other stores can buy cheap bunting in red, white and blue, and even small flags come now in prints by the yard. Where these cannot be obtained, a good substitute is the new crepe tissue paper, as it is made in all shades.

Florists can display flowering plants representing the tricolors, and a pretty good imitation can be made even by shoemen, with a pile of red russet shoes, then the blue-black kangaroos and the white duck tennis slippers. The confectioner can easily form a flag by sprinkling white sugar over the bottom of a show window, and using mint drops for the stars, and strips of molasses taffy for stripes. Druggists have an opportunity to fill their large glass jars in the show windows with "fire water" of the red, white and blue variety.

For evening display, no merchant using incandescent lights should neglect to have his electrician sprinkle a few red and blue "bulbs" among the white ones, so that the lamps could blaze out a hurrah for Old Glory.

The Hardware Market.

General trade is only fair, for, with the closing of June, trade has a tendency to drop off, and, as the farmer is busy at work, but little is doing in general hardware in many towns. The method now pursued by the retailer is to buy in a moderate way and not to overstock.

Prices on hardware are stationary and the feeling among the manufacturers is that but little change, either higher or lower, can be looked for before late in the summer or early fall.

Wire Nails—Are still held firm by the Association and, while the subject of a decline has been considered, they are, as yet, unable to decide on such action. According to the best sources of information we now have, the strong outside competition has been taken into the Association, and it is believed it is stronger than ever, and their ability to maintain the present price or even to make an advance is unquestioned. We quote \$2.65 rates at mill, and \$2.85 rates from stock.

Barbed Wire—Is moving in rather light quantities and prices are stationary. No change in price is anticipated.

Shovels and Spades—The recent price list established by the makers is working smoothly and, as yet, no outside competition has come up to interfere with their plans. Prices are firmly held at \$5.50 for regular grade and \$6.50 for socket strap.

Ammunition—The recent advance of rifle powder to \$4 a keg is solid and no lower price is being made. We should not be surprised to see it go still higher.

Window Glass—Is firm at 70 and 10 by the box. All glass factories are closed down and will not start up again until fall, and stocks in hand are not overly large. We look for an advanced price—if there is any demand.

The Sultan of Turkey has had his face painted by his physician in order to hide the effect of a tumor. By the tenets of the Mahommedan religion he is prohibited from painting it himself.

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.

GALVANIZED IRON FELLOE OILER



Mfd by J. CREQUE, JACKSON, MICH.
Write for special prices.

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, July 9 and 10.

TRADESMAN ITEMIZED LEDGERS



Size 8 1-2x14—Three Columns.

2 Quires, 160 pages.....	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
6 Quires, 480 pages.....	4 00

Invoice Record or Bill Book.

80 Double Pages, Registers 2,880 invoices..... \$2 00

TRADESMAN COMPANY
GRAND RAPIDS.

Getting the People

The Use of Summer Advertising.
Louis James in Printers' Ink.

There is less advertising during the summer than at any season of the year. Many an advertiser who has been spending thousands of dollars and doing his best to attract the patronage and attention of people suddenly stops this important and necessary item of expenditure and becomes as silent as a clam. He disappears from public gaze, and is heard of no more for two or three months. His name and his business drop out of sight.

The next fall the advertiser starts in to bring back trade to his counters and his store. But in many cases the advertiser must begin all over again. The public has a short memory and soon forgets the man who does not advertise.

Last week a merchant said to me: "There is no use of my advertising in summer. Many good customers are away in the country, and those who stay in town are not buying much. So it is a dull season, and I do not think that advertising would do us any good."

This is the common argument often advanced against summer advertising. It is very weak, for it does not go to the bottom of the matter. Because business is dull during the summer, is that any reason for stopping advertising? I think not. It is one reason for trying to make business less dull by keeping up advertising.

If the object of advertising is to bring trade, why not use it when you need trade the most? Of course, I know that it is more difficult to get people to come to the store in summer, but still they will go when you offer an inducement. They are always attracted by bargains and other good things.

Hence it seems to me that extra efforts should be made in summer. More inducements should be offered then to the customer than in brisk seasons. More care should be taken in selecting the different things to be advertised, and more display should be given to advertisements to bring people to the store. All through the summer make your offerings just as attractive as you know how. Advertise only such things as are timely and seasonable. Do not make the mistake of offering unseasonable goods. They go slow enough in good seasons, when people are liberal buyers.

The use of summer advertising must depend largely upon the kind of business and the general surroundings. There are some lines of trade that can get along without much advertising in summer. There are some goods that have their particular seasons. The summer advertising of the merchant in the North must be different, of course, from that of the merchant in the South. What sells during the summer in the Eastern States might not go on the Pacific Coast. The advertiser must adapt himself to his trade and surroundings.

Every merchant who does a general business should do some summer advertising. Even a little is better than none at all. The great mistake consists in stopping altogether. Some New York merchants do that, but most of the larger and shrewder advertisers continue about the same as at any other time. They believe that there is no month in the year when their business can afford to be out of the newspapers.

Attractive Window Advertising.

From the Minneapolis Commercial Bulletin.

The great public dearly love novelty, and anything startlingly original in the way of advertisement, especially in window dressing, is bound to attract the eye of the curious, and a crowd will bring a crowd.

The knowledge of this fact has led to many unique experiments, attended, in due course, by uncommon success.

In a little town up the State, about a year ago, a tradesman placed in his window a huge wax candle, some four inches in circumference, and about five feet high. This candle was lighted on a certain night at a certain time, and

a number of prizes—some of considerable value—were offered to those who should most correctly forecast the time it would take for the candle to burn to the socket.

This curious guessing match soon awakened general interest in the locality, and huge crowds assembled to watch the downward progress of the ever-lessening candle. On the eventful evening when the candle was expected to expire, the mob of wondering watchers filled the street from side to side, and when the light went out the crowd relieved its mind by a hearty shout. This experiment amply repaid the enterprising tailor who had tried it by bringing him hundreds of customers, in addition to advertising his name all over the district.

An ingenious fruit dealer in a Connecticut town, at considerable cost, had the ordinary plate glass removed and a sheet of strong magnifying glass put in its place. Viewed through this, his fruit and vegetables assumed gigantic size. For a time the novelty was a source of great attraction to the public and of profit to the fruiterer, who was amply repaid for the outlay retailed by his curious scheme.

An enterprising stationer in Cincinnati in a conspicuous position in his commodious window placed a large white card, whereon was inscribed: "I have placed in my window a dozen articles actually marked below cost price. Any person selecting these may have them at the prices stated." The unique offer naturally resulted in a good deal of speculation on the part of the bargain-seeking public, and led to a marked increase in trade.

Advertising Handicapped.

A writer in Brains tells, in a recent issue, of a visit he made to a grocer in a small Pennsylvania town. Among the merchants whom he talked with was a grocer who had a few things to say.

"See here," he said; "I advertise all the time and I advertise well, but I am not doing the business I ought to do and I don't believe that advertising pays. I don't make any more than I did before I commenced advertising."

The solution of the question wasn't a hard thing to find. The grocer's windows would frighten away about everything in the world except a fly. The fly had been there, and so had his sisters and his cousins and his aunts. The things in the windows had been there since the time of the fly's father and his grandfather and his great-grandfather. The dust on the brim of the grocer's hat was conclusive evidence of the fact that he had not brushed it since he bought it. His clerks wore dirty aprons, and looked as though a shave and a bath were luxuries in which they seldom indulged. The stock of goods on the shelves was old, rusty and dusty. The fresh groceries—vegetables and the like—were scattered around in a haphazard, devil-may-care manner. Everything was in a state of disorderly uncleanness. It was a store to which an advertisement might bring a customer, but he or she would never come again. So the newspaper man told the grocer there were some things advertising could not do. He tried to show the grocer that advertising could not sell goods for such a store, and that the reason why his advertising didn't pay was because he wouldn't let it. And he hopes this grocer has taken his advice to heart and will benefit by it, and that other merchants everywhere will bear in mind that the thing which is next to godliness is a mighty important thing.

The Commissioner of Patents, in a recent report, makes the remarkable statement that, out of a total of 1,544,419 patents, divided among thirty-three different nations, 562,458 were issued in the United States. In other words, this nation has granted over one-third as many patents as all nations combined.

A woman with a stylish shirt waist is right in it.

Ure Unkle is at Bushman's.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 50
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. Steel.....	6 25
First Quality, D. B. Steel.....	10 25
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60
Carriage new list.....	65
Plow.....	40&10
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70
Wrought Narrow.....	75&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 60
Corrugated.....	dis 50
Adjustable.....	dis 40&10
EXPANSIVE BITS	
Clark's small, \$18; large, \$26.....	30&10
Ives', 1, \$18; 2, \$24; 3, \$30.....	25
FILES—New List	
New American.....	70&10
Nicholson's.....	70
Heller's Horse Rasp.....	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
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.....	75
4.....	90
3.....	1 20
2.....	1 60
Fine 3.....	1 60
Case 10.....	65
Case 8.....	75
Case 6.....	90
Finish 10.....	75
Finish 8.....	90
Finish 6.....	10
Clinch 10.....	70
Clinch 8.....	80
Clinch 6.....	90
Barrel 7/8.....	1 75
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60&10
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27.....	10 20
"B" Wood's patent planished, Nos. 25 to 27.....	9 20
Broken packages 1/4c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list.....	40&10

HOUSE FURNISHING GOODS

Stamped Tin Ware.....	new list 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
ROPES	
Sisal, 1/4 inch and larger.....	5 1/4
Manilla.....	9
SQUARES	
Steel and Iron.....	80
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com. \$3 30 \$2 40
Nos. 15 to 17.....	3 30 2 40
Nos. 18 to 21.....	3 45 2 60
Nos. 22 to 24.....	3 55 2 70
Nos. 25 to 26.....	3 70 2 80
No. 27.....	3 80 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	
SAND PAPER	
List acct. 19, '86.....	dis 50
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10&10.....	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 25
Barbed Fence, painted.....	1 90
HORSE NAILS	
Au Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickeled.....	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.....	dis 5
Casters, Red and Plate.....	50&10&10
Dampers, American.....	40&10
METALS—Zinc	
600 pound casks.....	6 1/4
Per pound.....	6 1/4
SOLDER	
1/2 @ 1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
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, All way Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IX, Charcoal, Allaway Grade.....	9 00
14x56 IX, for No. 8 Boilers, { per pound... 9	
14x56 IX, for No. 9 Boilers, { per pound... 9	

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.

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - JUNE 24, 1896.

THE MEN WHO ARE TO LEAD.

In this season of the year, when the schools of this great country are closing, so as to give teachers and pupils a summer vacation, and the colleges and universities are turning out by scores and hundreds their bachelors, masters and doctors of arts, science and philosophy, it may well be asked whether the vast amounts of wealth invested in institutions for the higher education of men and women give a return that justifies the expenditure of the time and the money.

Men who have had little or no education, but who have by their good luck, or their skillful management in business speculations, accumulated great fortunes, are often pointed to as models and examples to be imitated by the youth of the land, while the college man who has always been poor and has worked hard for a living is as often pointed to with pity and contempt, and upon the two examples has been framed an argument to show that the time and the money spent in educating boys in the classic languages, philosophy and literature have been wasted.

Even if the chief business and the highest duty of man are to get wealth, the argument does not apply. Peculiar qualifications, combined with particular opportunities, are required for the rapid accumulation of wealth, and the man who possesses them will get pelf, education or no education. The average man who is poor and remains so would have found himself in that condition without regard to the amount of book-learning he may have.

But what the human race most needs is wisdom. "Get understanding" is a solemn injunction which has been repeated by the great leaders, teachers and wise masters of men in every age. The people need teachers. There are still enormous benefits to be secured by the human race from the discoveries of science; but, most of all, is wanted knowledge which will make the human family happier and better, which will raise men to higher planes in morals, in honor, in statesmanship and in the philosophy of life.

It is deplorable how easily people are swindled and deceived. Any trickster in religion or politics can gather more followers than can the most virtuous and patriotic statesman. An ignorant quack, peddling nostrums and pretending to miraculous powers in healing, can often gather from the people in a

week more money than can oftentimes an able and conscientious physician in a year. This is not the fault of the people, but it is their misfortune. They do not know how to distinguish the true from the false and, for lack of this knowledge, are led away by rascals and swindlers.

Last week, at Vanderbilt University, in an address before the graduating class, Hon. W. L. Wilson, Postmaster-General of the United States, declared that the 70,000,000 of the American people struggling to solve the great problem of human liberty under constitutional limitations must be largely dependent on wise and patriotic leadership to bring them in safety to a happy conclusion, and for this leadership they will have to look to their educational institutions. The people must know the truth, and they can only learn it from those who possess it. How tremendous, then, is the obligation resting on the young men who are coming forth from the colleges and universities of the country.

The young scholars who have just begun to learn how vast is truth and how little they know of it, but how transcendently valuable it is for the guidance of individuals and of nations, cannot all expect to become great leaders, but at least they can show the worth of an honest and honorable life, and they can each realize the noble ideal of the gentleman as pictured by the good and genial and most gentle of all modern wits and philosophers, Thackeray. "It is to have lofty aims; to lead a pure life; to keep your honor virgin; to have the esteem of your fellow-citizens and the love of those of your fireside; to bear good fortune meekly; to suffer evil with constancy, and, through evil or good, to maintain truth always." If such are not all leaders it is of such that leaders are made.

The declaration calling off the boycott on the Milwaukee Street Railway Company is the last incident of interest to the public in that notable contest, and is probably about the last that will be heard of it, though, nominally, the strike still continues. The outcome is a victory of special significance over the worst features of unionism, and especially over that most repugnant manifestation, the boycott. After a series of contests in various other cities of a similar character, all of which were decided against the principle of union control of municipal corporate enterprises, this was undertaken in a locality and under circumstances apparently the most favorable to secure a victory for the walking delegate. In addition to the fact that the city is an exceptional stronghold for unionism, there existed an unusual degree of prejudice and antagonism between the general public and the street railway corporation, which made the latter especially vulnerable to such attacks. As a consequence of these conditions, the contest was a long one, and was carried to such an extent that the business interests of the city were about paralyzed. It is probable that, after suffering signal defeat under such circumstances, it will be some time before another similar contest will be precipitated; and thus this victory is of value in establishing the stability of these corporations and the value of their securities.

Commerce feels the usefulness of the commercial traveler more and more every day, for he is the very best spoke in the wheel.

AMERICA'S NAVAL STRENGTH.

Ten years ago, when the first vessels of the new navy were put in commission, the United States ranked very low down on the list of naval powers, being preceded not only by all the important European powers, as well as Chinese and Japanese, but also by many of the South American countries. We did not possess a single armored vessel, while our fleet of cruisers consisted entirely of antiquated wooden vessels, mounting mostly smooth-bore muzzle-loading guns.

At the present moment, after ten years of constant improvement to the fleet, by the annual addition of many vessels, the navy of the United States has assumed formidable proportions, and this country now ranks high on the list of naval powers, being surpassed only by Great Britain, France, Italy, Russia and possibly Germany. The latter power, which some years ago far surpassed us in naval strength, has dropped about to our level in the race, while we are pushing Italy and Russia closely. China has dropped out altogether as a naval power, while Japan is well below us, both in the number and strength of her ships.

None of the American republics can now hope to compete with the United States in any way at sea. The only Latin-American countries possessing any navy worth mentioning are Brazil, Chili and Argentina, and it is evident, from the naval registers, that all three combined could not hope to cope with the fleet of this country. There is, therefore, no longer any danger that the United States can be placed in the humiliating position of being unable to enforce its demands in South American waters through inability to send there ships superior in strength to those possessed by the South American republics.

The United States has now completed and ready for service five battle-ships and six heavily-armored coast-defense vessels. There are also two armored cruisers, with the fighting power of battle-ships, making in all a fleet of thirteen armored ships. This force, supplemented by a fleet of more than thirty powerful cruisers, the finest of the class in the world, places the United States in a much more favorable position as a fighting power than many people suppose. While it is true that Italy and Russia have larger naval forces, and Germany has an equal fleet, none of these powers would be able to send a sufficient force to our shores to cope with our fleet acting on the defensive.

At the rate at which this country is now building battle-ships and other large war vessels, it is evident that within a few years France and Great Britain will be the only nations above us on the list of naval powers. There are now six battle-ships authorized and building, and Congress may be counted on to make further additions from year to year, until the fleet reaches a size fully commensurate with the country's defensive needs.

TRADE CONDITIONS.

The incident of the week of most significance in trade matters was the action of the St. Louis convention in regard to the financial policy of the Republican party. It was quite generally thought that the declaration in favor of maintaining the present status of the currency and of protection would exert a strong influence in the way of strengthening and advancing prices, especially in foreign markets, even by those who were not favorable to that policy. There

was, indeed, a strengthening tendency, which amounted to a positive advance in U. S. Government 4s of 1½ per cent. which they have held. But, either on account of the silver bolt from that convention, or on account of the fact that another National convention is to be heard from in a few days, or for both reasons, there has been a decided reaction from the strengthening since, which has cost the advance in wheat and many other products.

The iron situation continues very unsatisfactory. While demands for structural have improved slightly in Chicago, the operations of the combinations are producing serious results in Pennsylvania. For instance, the combination on nails has kept down the demand until American wire rods are offered at competing prices in England. An other serious feature is that outsiders are rapidly putting up apparatus for the production of the goods sought to be controlled by the combines.

The general situation in textiles has not changed for the better, especially as to cotton. The changes that have occurred have been in the wrong direction. But there are feelings of hopefulness and a discussion of the prospect of a better condition as soon as fall demand materializes. This feeling is even more manifest in woollens, in which good orders seem to be imminent.

The shoe and leather situation continues the favorable conditions, hides having reached the best prices of the year.

The slight boom given to general stocks by the political declarations of last week are entirely neutralized by rumors of Cuban complications and other disturbing influences this week. Exchange has declined to a point to prevent the export of gold, and less than a million went out last week.

In bank clearings the showing is more favorable, the aggregate exceeding a billion again, and exceeding the clearings for the corresponding week of any previous month of June. Failures increased to 265, against 284 for preceding week.

GET AFTER THEM.

It will be necessary for the commission houses who have reputation and standing in Chicago to take united action and rid South Water street of the sharks and thieves who are doing business there as commission merchants. A league should be formed by all good men to hunt down the outlaws and lock them up. With a perfected organization, detectives and counsel should be employed, and, when once a rascal is located, there should be no backward step taken until he is landed in the penitentiary or driven from the street.

The thieving propensities of a gang of persistent swindlers who pose as commission merchants have cast a reproach on Chicago, and it is high time that some positive action was taken. The repeated arrests of victimized shippers, on charges preferred by these swindlers for the sole purpose of running them out of town and preventing their own exposure and conviction, rival anything on record. A week or two ago, a number of shippers visited Chicago to see what disposition had been made of their goods, and to recover, if possible, some of their losses. They were repeatedly arrested, on fictitious charges, for extortion and other crimes. Some of them were compelled to leave the city to avoid further trouble.

Divided Duties of Life Partners.

Written for the TRADESMAN.

Married life, in all ages in civilized communities, develops some abnormal features that invite attention and just criticism. Custom, as well as sentiment, has recognized the husband as the head of the household, who is expected to be at once the protector and the breadwinner. The wife has also peculiar duties, which, equally arduous, contribute, if properly performed, materially to family comfort and success in a pecuniary way. The exceptions appear when either usurps or is compelled to assume cares and responsibilities not fitted to their relative position in the matrimonial firm. One may sometimes see a man of domineering disposition who insists on controlling, by his imperious will, household details that can be better conducted by his wife, who is no less capable but who, unfortunately, is obliged to submit to this usurpation of her domain. He controls, not only the gathering of income, but also the domestic expenditure as purchaser-in-chief of every article of necessity or luxury. He holds the purse strings and treats the co-partner as though he had been constituted her guardian by law and she were the infant ward. On the other hand, wives there are who, by the neglect of the proper household purveyor, are compelled, in addition to domestic and maternal duties, to assume burdens unsuited to the weaker sex and far exceeding their strength. Most of the failures in domestic partnership that are settled in a divorce court have their origin in imperfect comprehension or unwillingness to accept the true principles of the matrimonial partnership entered into. Matrimony may well be considered a business of paramount importance, though it is conducted more from a sentimental point of view.

Among a farming community there seem to exist less anomalous arrangements as to the duties of married life. This is noticed frequently by the merchant who furnishes domestic and farm supplies, and who, in the spirit of reciprocity, purchases products of the farm. You will seldom see the wife imposing her tastes arbitrarily on the husband in the matter of dress; nor does she select his tobacco or cigars, unless perhaps in the guise of a Christmas gift. On the contrary, she is left free to choose, of her own will, everything needed for the household, including all that taste may suggest for her own or children's personal adornment. The fund provided for this is usually the butter, egg and small fruit products of the farm, supplemented, if necessary, by cash received by the husband from larger sales of home production. It is difficult to sell the latter any goods not pertaining to his own department, unless he has been specially instructed from the home office to procure them. Neither can the wife be induced to use her judgment in the matter of farm implements or other outside purchases, except perhaps a family carriage, where her opinion is naturally consulted, or a wheel of the period, that opens up for herself delightful possibilities of restful recreation. This is all as it should be; and the dealer, knowing his customers, can, accordingly, use his persuasive powers in the direction where they will be most effectual.

In towns and cities there prevails the custom of not making the wife custodian of a special fund for the purchase of home supplies. Where incomes

are irregularly received, she is doled out pittance to meet emergencies, she thus being given no opportunity to use her best judgment in family expenditures. The same rules that apply to mercantile business ought to prevail in transactions concerning household economics. The purchasing partner in the largest successful concern is not stinted in the performance of his duties by such penny-wise-pound-foolish methods as tie the hands of thousands of domestic purveyors of to-day, all because of thoughtless disregard on the part of the High Mogul of the firm.

Years of personal observation and experience have convinced the writer that a wife's judgment is to be fully relied upon and that she is the better purchaser for a firm that has no limited term of partnership. Given a reasonable fund, she will disburse it to better advantage than most men who have been educated in a business college, since she mingles intuition with sentiment, taste and business, and evolves results that could hardly be deemed possible of accomplishment. And another thing: Many a girl who, when she assumes the cares and responsibilities of married life, knows absolutely nothing—and cares less, I might say, if such a thing were possible—about household economics becomes, after purchasing practice, an expert financier, on, of course, a very limited scale.

It may be noted, in conclusion, that the New Woman Movement, acting after the manner of an avalanche, is bringing about a reform that gains momentum as it proceeds, with the prospect of, in time, annihilating the methods of the past, and of making the wives and mothers of to-day equal partners in the matrimonial contract.

PETER C. MEER.

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.

You can't fool
The people all the time

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

Sears' Superb Fruit Coffee

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

Not a Single Slow Thing about It.

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

THE NEW YORK BISCUIT CO.,
GRAND RAPIDS.

Bushman has the cigars.

Why Employees Should Read Trade Journals.

Written for the TRADESMAN. Copyrighted, 1895.

In every mercantile reading room are filed the representative trade and commercial papers.

In nearly all business and factory offices are kept the trade papers representing the industries.

Intelligent manufacturers and managers read their trade papers regularly and carefully, and when they are through with them, they are handed to the department heads, and from there reach every class of employees, except that of ignorant labor.

The good trade paper is not only a correct mirror of business, but it is a text-book, a volume of successful lessons.

Where you see success, there you see trade papers.

The trade paper is a necessity, and is more and more being so recognized, for, faulty as it may be, and there is nothing perfect, it is the best arena for the exchange of thought, and for practical illustration of successful making and doing.

The capitalist should read the trade paper, because it tells him how his money is making money.

The active manager should read the trade paper, because it tells him what is going on, and is constantly furnishing him with ideas, or the suggestions which better enable him to produce ideas of his own.

The superintendent should read the trade paper as he would read any other work of business education.

The workman should read the trade paper, because it broadens the scope of his mind and lifts him out of mechanical ruts.

The trade paper should be in every office, in every superintendent's room, and in every reading room for workmen.

If there be many employees there should be many copies of the same paper.

Are trade papers read?

Look at the crumpled pages; see how they show the effects of handling and rehandling.

If you then doubt that the trade paper is read from beginning to end, put a little item about yourself in the most obscure corner, and count the number of references by mail and verbally that come to you concerning it.

Get married, and ask the trade paper to print the marriage notice, or if you have a bouncing boy, let the editor pleasantly speak of it. Then visit your cousins, and the cousins of your cousins, if they are in your trade, and there'll be no need of telling them about it.

If all the folks in trade who know you will read these little social items, how much more reason there is to believe that they will read the words which mean more business for them.

Each copy of a daily paper may have but one reader, but every copy of a trade paper has from one to one hundred readers.

You will not have to make your employees read the trade papers; you will not even have to suggest it; you have simply to give them the opportunity.

I know that most trade papers contain a superabundance of chaff, and that the reader must separate from it the kernels of wheat, but compared with other publications, there is more food to the square inch in the good

trade paper than there is to the square foot in any other publication.

Perhaps the editor of the trade paper may not be correct in all that he says. If he were infallible, he wouldn't be editing a trade paper, for there would be a place for him in some other and better world.

If he be wrong sometimes, or wrongly expresses himself, then the employee can, by using his mind, learn manufacturing affirmatives by reading the negatives.

The reason that trade paper advertisements are read more than any other class of advertisements is because the trade paper advertisement contains money-bringing information, and everybody in trade is interested in what everybody else in the same trade has to say to the public, and the trade paper advertisement is the cheapest, easiest and most sensible method for the man who makes and sells anything to tell the man who buys that something that he has that article for sale.

NATH'L C. FOWLER, JR.,
Doctor of Publicity.

Unjust to Responsible Dealers.

Correspondence American Artisan.

I would like to say a few words in your paper about a trade abuse which responsible furnace dealers suffer from uncomplainingly, but which an efficient organization of retail furnace men would break up, as the Masters Plumbers' Association has broken up sales of plumbing goods directly to consumers. In our town in Michigan, which I wish to be considered nameless, there is ostensibly no selling of furnaces directly from manufacturers to house owners, but, as far as reputable dealers are concerned, the practice in vogue is just as bad, the difference between it and direct selling being only the difference twixt tweedle dee and tweedle dum. The manufacturer has as an "agent" some tinner with the sign "Furnace Dealer" over his door. This dealer has no capital and but little experience. He scents out a job and the manufacturer sends a representative to that town, who sells the dealer a furnace on long time, the dealer selling it to the house-owner and the house-owner standing responsible to the manufacturer for paying for it. Responsible dealers who have invested capital in the business cannot compete with the irresponsible dealers, whom manufacturers probably bolster up, to the loss of the responsible dealers, as well as the manufacturers themselves. I would like to see the manufacturers take some action in this matter.

Never Too Late To Learn.

From the Denver Commercial Bulletin.

"It is an ill wind that blows no good," and every merchant can, with profit, study the methods employed by the large department stores in attracting attention to their wares. People nowadays are on the lookout for bargains, and the department stores are shrewd enough to see it and take advantage of it in every way. Every week something new is pushed to the front, and every scheme is resorted to that will bring trade to the store. They let the people know they have bargains to offer, and they convince them they want their trade. Leaders are selected and low prices made, and the public flock to their stores with a belief that every article is marked down. The day is past when a merchant can sit down and wait for trade because he has been in business for a long time and is well acquainted. Acquaintance counts for but little in a large city; the people are after bargains.

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.

Did You Ever

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

GRAND REPUBLIC

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

BALL-BARNHART-PUTMAN CO.,
GRAND RAPIDS.

**TAKE
ING**

our excelled by none. have increased rapidly the last year, and our flour has been given the best of n. ds of grocers in handle our winter ur, and we would ve all of them who spring wheat flour at some of our Superior" the next send in an order. ntee the quality.

MILLING CO.
DS, MICH.

The Substituter from Substituterville. Stroller in the Grocery World.

I believe, in some cases, that certain little tricks of trade get so fastened on a man that he becomes diseased, so to speak, in that particular. Grocers get to cutting so that they find no pleasure in maintaining prices, etc. Last week I got in the store of the prize substituter from Substituterville. If the practice of substituting hadn't become a disease with him, it was mighty near it, I'll tell you.

Just to show how far gone this fellow was, he bragged to me that he could change the mind of any customer who came into his store.

"You don't mean that you try to do a thing like that, do you?" I asked.

"Sure," he said, jauntily. "Substitution is a fine art, my boy. I believe I'm a mesmerist. I can take a woman who comes here bent on getting some particular brand of something and get her to take something entirely different. Oh, it's a slick game. Stay here and you'll see me," and he smiled with unctious.

"Why do you do it?" I asked. "Pay you more profit?"

"Not always; I take enjoyment in being able to change their minds for 'em—that's all."

The door opened just then and a little girl came in. She asked for a can of corn.

"You tell your mamma that we have a corn much nicer than that," started in the grocer. "Everybody's buying this other kind now," and he handed down a can and pushed it toward the child.

"I don't know," she said, doubtfully, "mamma told me to get the other kind."

"Oh, that'll be all right," said the grocer, reassuringly, "you tell her I told you she'd like this better."

The little girl reluctantly picked up the can and walked out.

"Do you think that's good policy?" I asked.

"Oh, it doesn't make any difference," was the reply; "these people don't know what they want, anyhow."

Then a lady came in. She wanted half a dozen bottles of a certain kind of rootbeer.

"Haven't you heard of this other kind, Mrs. —?" said the grocer. "This is selling twice as well this year as the other. It's a great deal better, too. You'd better try a little of it, hadn't you?"

"Oh, I guess not," was the reply; "the other suits me very well."

The grocer got desperate. He didn't like to be sat down on before me.

"I'll tell you what I'll do, ma'am," he said; "you take this, and if it ain't better, I'll refund the money."

The lady hesitated a moment and then took it. The grocer came grinningly around to me when she had gone.

"See how easy it is?" he said.

"Do you make any more out of the root beer she took than out of that she wanted?" I asked.

"Not a cent; just the same," he replied; "I simply like to have the pleasure of knowing that I can sell these people what I choose."

I looked at the man as I would at a two-headed boy or the Albino woman—as a genuine curiosity.

The third customer was an elderly gentleman, who wore an old-fashioned necktie and had a red face. I braced myself for the fun I knew was coming.

The old gentleman gave his order, which included a package of a certain brand of widely-advertised shredded cocoanut. The grocer started to put the order up and didn't say a word. I thought the fun wasn't coming after all. Suddenly in the silence the old man broke out:

"What cocoanut are you giving me there? That ain't what I asked for, is it?"

"Ah, but my dear sir," said the grocer with the blandest smile I ever saw on a human face, "this is very much superior to that you asked for. Why, I sell twice—"

The old man actually stamped his foot.

"You go to thunder, sir," he ex-

claimed in tones that brought several passers-by to a standstill. "When I ask you for anything you want to give it to me. Understand? None of your blanked working off of stale stock on me! Do you hear? I don't think I want to deal any further with you, anyhow. This experience has been quite sufficient."

The substituter from Substituterville opened his mouth to speak, but no words came. The old man slapped down the money he owed and stamped out of the store. I went out.

Bought the Soap with a Condition.

The merchant leaned back in his chair and listened attentively to the tale told by the old woman who was peddling soap. Then he glanced at the ragged and dirty urchin she was leading by the hand.

"You are doing this in order to support yourself and your child?" he said, reflectively, when she had finished her recital. "Yes, sir." "You are a woman who has seen better days, as I understand it?" "Yes, sir." "And it would be an act of charity for me to buy a cake of soap from you?"

"Indeed it would, sir."

"You take the boy around with you, I suppose, in order to prove the truth of your story, and to show the depth of your maternal affection and the care you take of him?"

"Yes, sir."

"Well, madame, I am willing to help you," he said thoughtfully, "but I must impose at least one condition."

"Anything you like, sir, if you'll only buy a cake."

"I'll take half a dozen," he replied.

And when they were laid on his desk he unwrapped one and took out a printed slip that was enclosed with the soap.

"It's all right," he said. "Here are instructions for use."

"Oh, yes, sir," she hastened to say: "there are full printed instructions with ever package."

"Precisely," he returned. "Now, I will buy these six cakes if you will promise me that you will take them home, read the directions carefully, and then show your motherly devotion by using all six of them on the boy. He needs it, and it will be a good advertisement for the soap."

Necessity of Holding the Head High.
From the Minneapolis Commercial Bulletin.

The experiences of the past few years to men engaged in trade have, no doubt, been as varied as ever, but more discouraging, perhaps, than in any other period in our history. Reverses have been common, business failures very numerous, and disaster has been the result of many a business venture. As a natural result, many men have lost their grip, and they habitually go about with their heads down, literally and figuratively. But this is neither wise nor profitable.

We are victims of circumstances to a great extent, and all our plans must have an element of uncertainty about them. We cannot see into the future, nor can we control the acts of others. This is as it should be. The wise man said: "It is not in man that walketh to direct his steps," and while plans and purposes must be behind any successful effort, the best schemes may miscarry. Under the best of circumstances, the minority of our hopes will find but a partial fruition, but no effort is ever quite lost. Then why allow discouragements to rob us of the comforts of hope and so destroy our energies before the race is run?

"Trust in God and keep your powder dry," was the old Revolutionary motto. The trust, to be effective, needed the aid of good dry powder. With the best of ammunition, the battle may not always be won, but with unfailing trust the courage for another battle will always be kept. Hard times have defeated thousands of men who have not yet been subdued. We may even have to change our weapons, but what of that? If the past has taught us anything, the present should find our chances to win, in the battle of life, much better than before we knew a failure.

O. E. BROWN MILL CO.

SHIPPERS OF

FLOUR, GRAIN, BALED HAY

In Carlots.

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

Office 9 Canal street,

Grand Rapids.

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.

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.

WONDER

WONDER

FANCY ROLLER MILLS
SPRING WHEAT

FLOUR

For Sale Only by

MUSSELMAN GROCER CO.,
GRAND RAPIDS, MICH.

WONDER

WONDER

CHEAP AND CHEAPER.

A Sample of Japanese Competition in Neckwear.

From Men's Outfitter.

The traditions of the neckwear trade were set at naught the other day when a big Broadway outfitter hung a window full of tubular ties priced at 10 cents each. They were silk throughout, and good weight besides. Ten cents! Ah, well do we remember when a full inch tubular was worth \$6 a dozen, retailing at 75 cents each. They were imported in those days, as was every bit of silk that went into a scarf or tie. Now they are made here, all sorts, along with hatters' gallions of the best quality and ribbons enough to girdle the solar system.

But there's more to the tubular. A few days later another Broadway outfitter showed a broadside of tubulars, and the price was eight cents. Whether this is the bottom figure we will not say, but we hope that the descent will halt short of giving the goods away, plus a premium.

In fact, the public has been treated within a few days to an object lesson of what is already an accomplished fact. Other big Broadway windows have been conspicuously decorated with ascot scarfs in a large variety of pleasing two-color combinations. These scarfs were fifty-one inches long, one and a quarter wide in the neck and three inches wide in the fronts. They were double faced, being of Japanese silk all over. They retailed at twenty-five cents each. We understand they were made complete in Japan and cost \$2.25 here, duty paid. The silk of which they are composed is worth about thirty-five cents a yard in first hands here. The girls who make the scarfs receive about ten cents a day.

Silk goods of American manufacture are cheap enough in all conscience, but American looms are powerless against the Japanese. In fact, it is a good while since our weavers attempted to compete with them on the classes of silks to the production of which chiefly the Japanese address themselves. Twelve million dollars' worth of finished silks were exported from the island empire in 1894, and that more are coming who can doubt?

Those Yankees of the Orient are one of the most enterprising peoples on the earth. They are progressing in manufacture at an astonishing rate. We doubt if the equal of it has ever been seen except, possibly, in the case of Ireland from 1782 to 1800, that wonderful period between the attainment of industrial and commercial independence and the act of union.

In 1883 the Japanese erected their first modern cottonmill. The fifty-sixth is now building. All these mills are owned and managed by natives, and are very profitable. Imports are displaced, and Japan as an exporter is already a formidable competitor in the Asiatic trade. Her genius extends into all classes of manufacture, even to machinery and locomotives. Instead of buying all her machinery abroad, she buys specimens of the latest and the best and copies them at home.

Japan, not including Formosa, is about two-thirds the size of Texas, and has a population of about forty millions. These she supports, and has land to spare. In fact, there are still savage tribes in the northern portion.

But what makes Japanese competition so threatening and, as far as it has reached, so fatal to Western trade is the low cost of production, which in turn rests upon the low cost of living. Reports recently published from trustworthy statistical sources in Japan show that the food for a whole family of the working class for a year does not cost more than \$20. The living expenses of the well-to-do people average not more than \$33 apiece annually, while those of farmers and small traders are but a fraction of that sum.

Wages range from \$3 to \$15 a month and the days are twelve hours long. What sort of a chance have American manufacturers against competitors paying such wages? And what are Ameri-

can workmen likely to do relative to such competition? The Japanese are increasing their facilities rapidly; they have many agencies here and fleets of their own steamers to carry their goods. When they make a surplus in any line they export it. In time we shall feel their competition in other lines, as we have already felt in some.

Will free trade, low duties, or even high duties be the proper policy?

Plea for the Department Store.

Hastings, June 18—As so much has been said about the department store and nothing for it, I must say something. The department store has long since passed the experimental period and, like the New Woman and the bicycle, has come to stay. It is the principle of the hustling business man to give his customers as much as he can for the money. Upon this depends his future success, and it is right to repay the confidence thus placed. The Tradesman has long advocated spot cash, money down, no credit, quick sales, small profits. In this era of the world any dealer will tell you that it seems as if he could not get goods cheap enough. This makes some of the departments carry goods that are cheap both in quality and price. But what stock of goods has not the same? The cry against the department store cheap goods is more in the price than in the goods. Old-style merchants who buy regular goods at regular prices and sell on time, when they see the cut in prices, will say to the trade, "Oh, the department store keeps no good goods." The result is, those who are not judges become scared and think it is so; but they are beginning to find out the truth in the matter. Of course, you will find unscrupulous dealers in department stores; but, if you will count them and then the others, I think you will find as many in other trades. It is natural for people to go where they can get the most for their money in these close times; and as the department stores can furnish more articles for a family for the same money, the people will patronize them; and they will find more difference in the price than in the goods. The other dealers will say to customers, "I do not keep those bazaar goods." Yet I have seen these same dealers sell customers the identical thing, or no better, for one-half more on the price. As long as a man does a legitimate business, he has, or ought to have, the right to buy and sell what he pleases.

How many merchants to-day can tell what per cent. they are making on an article? Few customers can figure it out; yet they get price lists in most of their papers. A simple way for merchants to figure percentage is to take the profit on an article, add two ciphers and divide that by the cost. If merchants in trade will figure some of their profits, they will probably reduce the price. All dealers that have capital enough carry large stocks—at least as large as their trade demands; and that is what the department store does. As to prices they all sell as cheap as they can.

PHIN SMITH.

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.

The Italians in London are sufficient of themselves to form a large town. There are as many as 14,000 of them; 2,000 of these are ice cream vendors, and 1,000 are organ grinders. The other 11,000 are chiefly engaged as plaster bust sellers, artists' models, cooks, valets, teachers, artists, restaurant and hotel keepers, and so on.

The largest sheep owner in the world is said to be Mr. S. McCaughey, of the Cooning Station, at Jerilderie, New South Wales. He has 3,000,000 acres of land and last season shorn 1,000,000 sheep.

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.

NEW 1896 CROP



New 1896 crop JEWELL CHOP JAPAN TEAS just arriving. Rich, delicious, delicate. Quality this year finer than ever before. Many jobbers throughout the country still have on hand a large stock of 1895 crop, private chop mark Japan Tea, and must unload them on you or the other fellow. This is not the case with us. Not a pound of old Jewell Chop Japan Tea in stock. Buy Jewell Chop Teas of us, and you will get JUST WHAT YOU BUY, nice, tender leaf, fragrant 1896 crop tea.

I. M. CLARK GROCERY CO.



RIVERSIDE PAPER CO.

HOLYOKE, MASS.

MANUFACTURERS OF

HIGH-GRADE WRITING PAPERS

ANIMAL-SIZED. POLE-DRIED.

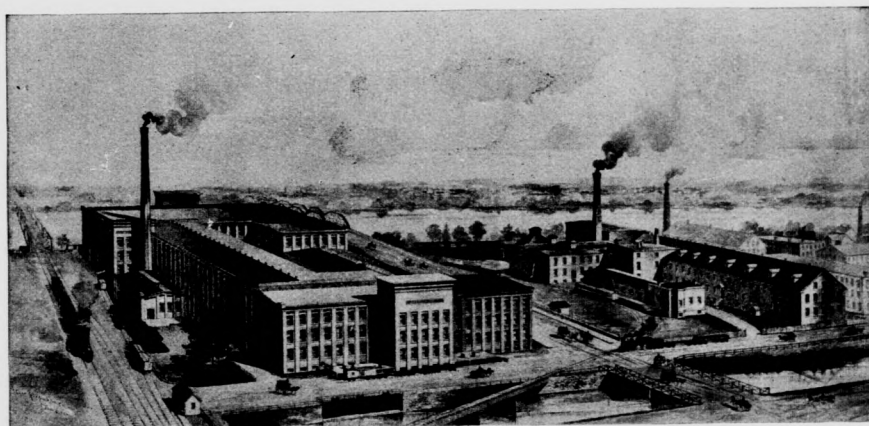
MAGNA CHARTA BOND



1866.

No. 1 MILL:
5 TONS PER DAY.

No. 2 MILL:
15 TONS PER DAY.



Mill No. 2.
1896.

Mill No. 1.

MAGNA CHARTA BOND



MAGNA CHARTA BOND
WHITE WOVE



The Barons of England swearing before Cardinal Stephen Langton, November 20, 1214, that they will support and procure from King John the confirmation of the Charter of Liberties, known as THE MAGNA CHARTA.

MAGNA CHARTA BOND
· WHITE · WOVE ·



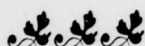
Fac-simile of Label used on Magna Charta Bond. See description on following page.

MAGNA CHARTA BOND
WHITE WOVE

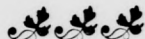
THE MAGNA CHARTA OF KING JOHN.



CARDINAL STEPHEN LANGTON, ARCHBISHOP OF CANTERBURY, PRESENTING TO THE BARONS OF ENGLAND THE CHARTER OF LIBERTIES, GRANTED BY HENRY I.



THE Barons are here represented swearing to support it and to procure its confirmation from King John. This photograph is made from the painting by W. Martin, preserved in the picture gallery at Oxford, and was taken from the original painting by representatives of the *Riverside Paper Co.*, after an extended search for the painting in the Oxford College Art Galleries, England. It is said to be one of the most correct designs, in its costumes, etc., ever produced in the history of the Magna Charta, as it permits the identification of most of the principal characters by their armorial ensigns. The scene is laid at an altar in front of the tomb of St. Edmund the King, at the Abbey of St. Edmund's Bury. An aged prelate is holding the instrument and several other ecclesiastics appear in the background. On the right of the Archbishop stands a figure intended for William Marshall the younger, and on the left appear Geoffrey de Mandeville, Earl of Essex and Gloucester, with Robert Fitz-Walter standing between them, all of whom were afterward securities for carrying the Charter of King John into effect. On the left in front is Robert de Vere, Earl of Oxford, next to whom is Roger Bigod, Earl of Norfolk, and others of the principal barons are assembled in the background.



RIVERSIDE PAPER COMPANY,

. . HOLYOKE, MASS. . .

Manufacture and carry in stock the following brands of High-grade Pole-dried Writing Papers:

MAGNA CHARTA BOND.	UNIVERSAL BOND.	DUNDEE BOND.
DUNDEE RECORD.	PURE LINEN STOCK.	DEERFIELD LAID.
MELROSE SUPERFINE.	RIALTO EXTRA FINE.	STATIONERS' LINEN LEDGER.

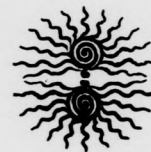


We carry in stock of the celebrated

MAGNA CHARTA BOND:

WHITE.	WHITE.	WHITE.	BLUE.	CRUSHED, IN WHITE ONLY.
12 lb. 17x22	16 lb. 17x28	16 lb. 19x24	16 lb. 17x22	16 lb. 17x22
14 " "	20 " "	20 " "	20 " "	20 " "
16 " "	24 " "	24 " "	20 " 17x28	20 " 17x28
18 " "	28 " "	28 " "	24 " "	24 " "
20 " "	32 " "	32 " 22x34	20 " 19x24	20 " 19x24
24 " "		40 " "	24 " "	24 " "

Agents for Michigan: TRADESMAN COMPANY, GRAND RAPIDS, MICH.



This illustration shows the process of drying Animal-Sized Writing Papers on poles, in the lofts of the



RIVERSIDE PAPER CO.

HOLYOKE, MASS.



This cut shows one of our 100-inch machines making Pole-Dried Writing Papers.

Since the above photograph of our machine room was taken we have added another 100-inch machine.



Wiles of the Shrewd Customer to Get Reductions.

From the Dry Goods Economist.

These are trying days for one-price integrity.

Many and great are the temptations to depart from the rule "just for once" in order to oblige a regular customer or to get rid of short-season goods that a customer has made some sort of an offer for and which may soon develop into a troublesome sticker or have to be sold for a price much less than the one offered.

The public, and especially the regular shoppers, know just how a merchant is placed. They are not slow to catch onto cases of "long" on stock and "short" on time in which to move it.

Some of them brazenly demand a cut or rebate from the price at which the goods are marked and boldly proclaim that they will only have to wait for a few days for the merchant to beg them to take the goods at their own price.

This kind of stand-and-deliver trading is easily dealt with.

Business and personal pride, if nothing else, would compel a merchant to firmly refuse such demands, even to the extent of having to keep the goods indefinitely and to give them away at last. As one merchant remarked to the writer, "I would rather throw the goods into the furnace than submit to such impudence."

But there are other and more insinuating ways in which the temptation comes to depart from the established rule of "one price to all."

Here is a good customer who wants to get two parasols, but whose taste for your fine goods slightly exceeds the contents of her pocketbook. If you can help her in the matter she will take the two parasols, but if not she will have to look farther, as there is nothing else that she fancies.

Or here is a customer attracted to your dress goods counter by a clever ad. She only wanted one pattern, but the prices are so low and the goods so desirable that she would like to take two or more, only in that case she is quite sure you ought to make a further reduction on the quantity.

The merchant is very anxious to get rid of all the fine parasols in stock just now. If the customer would decide on one and take it, it would not be so bad, but to lose the sale of two just for the sake of a business rule and a dollar or so—well, it's pretty hard lines anyway.

And then the dress goods customers. They are not so plentiful as they were a few weeks ago. There has not been a really good day in that department for some little time, and altogether it would perhaps be better to let the customer have her own way, provided she will make the stock lighter and the sales heavier to the extent of at least three patterns.

It too frequently happens in these cases that the customer gets her way and gets the goods at her own price. Of course, she is pleased, and does not forget to tell her friends and neighbors of her business ability. She will try the same thing another time. Others will follow her example. If they succeed, your "strictly-one-price" rule is simply a huge joke. If they are refused the privilege once granted, they are offended and their trade, which is certain to amount to much more than the value of two parasols or the few dress patterns, is lost.

"One price under all circumstances," is a good business rule to stick to.

During the war merchants used to revise the prices on cottons each morning. The tendency was always upward.

It would be a good thing to revise the prices on short season summer goods each morning, and be sure that they are right before the day's selling commences. The tendency may be slightly downward in many instances.

The Distrust of Justice.

From the Muskegon News.

The growing mistrust among business men and others of courts and the administration of justice is one of the serious signs of the times, and if there is a

remedy it should be applied, and applied soon. Men who have large interests which are subject to litigation are getting so they avow that they would as soon flip up a dollar as submit the controversy to the courts, and this feeling is crystallizing more and more.

The proper determination of litigation lies at the base of our institutions, and upon it rest our liberties and property rights. Absolute confidence in justice being obtained by appeals to the courts is necessary if organized society is to exist. A great deal is said about the failure of the jury system to insure justice and the consequent distrust of the public in the administration of the law.

There is no question but what reforms in the manner of getting juries could be instituted with good results, but there is another reform which, if accomplished, would go a long way towards eradicating the growing mistrust of courts, and that is the raising of the moral tone of the bar. It is a well-known fact that in every city there are lawyers whose reputations are so bad that no prudent business man would trust them with \$25.

They are so lacking in every quality which goes to make up good citizenship that, instead of being a part of the machinery for the administration of justice, they ought to be ostracized from every decent community. They are dishonest, corrupt and dead-beats. They trade on the fact that they are lawyers, and they have it understood that woe be to the man who crosses them. They feel perfectly secure because they know that they are officers of the courts, and that a man who has to employ other lawyers stands no equal show with them.

We know of one of these disgraces to humanity, who lives not more than forty miles from here, offering his services through third parties to fix the jury in a case pending in court. This man is known and distrusted by every member of the bar and his dishonesty continually crops out, but he is allowed to remain a pillar in the temple of justice. And he is not an exception.

These lawyers who are a disgrace to the legal profession are not in a majority, but their practices are so continuously winked at by courts and the respectable members of the bar that the members of the great public who do not discriminate nicely are liable to, and do, class them all together. When the halls of justice contain such representatives of badness, is it to be much wondered at that people lose confidence in the right administration of law?

Disbar every dishonest and corrupt lawyer, and respect for law and the courts will begin to come back. At this time it is actually no disqualification for a member of the bar to serve a term in State's prison; and the law is called an honorable profession.

From Dog to Mutton.

According to the latest gossip from New York, the dog is no longer the fashionable pet for swell society women. Papa is not importuned to buy a bow-wow, but a lamb, which must, as closely as possible, resemble the historic mutton that followed Mary to school one day. Every belle aspires to leading a young sheep by a silken leash, and the society resorts this summer will be all wool and a yard wide if this fancy prevails. The idea is extremely pretty and pastoral, and has also a practical side, as, when these up-to-date Marys get tired of leading their little lambs around, they can indulge themselves in spring lamb and mint sauce, and the last estate of that sheep will be better than the first. It was manifestly impossible to pursue this course in dealing with even the most adorable pug or poodle. Nobody but his enraptured mistress ever felt like they could eat him up or devour him with kisses. It is also thought that the unexciting companionship of a lamb and its mild bleat will prepare the summer girl for the innocuous conversation of the summer young man.

A milliner feels all right when her hats are in good trim.

Wait for Bushman, of Kalamazoo.

HAS NO EQUAL FOR CARRIAGES AND HEAVY WAGONS



Keeps axles bright and cool. Never Gums.

1 lb. }
3 lb. } TIN BOXES
5 lb. }

4 doz. in case.
2 doz. in case.
2 doz. in case.

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

Scofield, Shurmer & Teagle,
GRAND RAPIDS.

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Shoes and Leather

A LUCKY SHOE.

A Love Story of Shoes and People.

I heard it from Trefford himself. He is a middle-aged man with a family, who lives in the same suburb as I live in. My acquaintance with him has hitherto been chiefly of an out-door character, that is to say, by traveling to and from town on the same line we occasionally meet and converse in the road or the railway carriage.

One evening lately we were coming down in the train together when our talk slid into the subject of trout fishing, in which both of us take a lively interest; and he made mention of a favorite fly of his that had not been brought within the range of my previous experience. So, on leaving the station, he observed that, if I would walk on with him to his house, he would show me this piscatorial wonder, and of course I readily assented to the proposal. On reaching his home, he took me into the smoking room, and proceeded to unlock a drawer in a piece of furniture, half bookcase and half cabinet, where he said he kept his treasures, and whilst he was in course of rummaging amongst its very higgledy-piggledy contents, out from a brown paper wrapper, loosely tied around with a piece of string, there tumbled upon the floor a rather second-hand looking blue satin shoe.

"Hullo!" I exclaimed with a laugh. "Is that what you call one of your treasures?"

"Indeed it is," he answered, picking up the fallen article in question. "You seem surprised, but I beg to inform you, sir, that this shoe has a somewhat remarkable history."

And then he told me all about it.

"Years ago I lived in London," said Trefford; "that was before I had given up flirting, and when I had no domestic establishment to keep up, and like many other young bachelors, I was addicted to dancing. It so happened that one evening I was taken to a 'small and early' by a friend, Moon by name, who was not a bad sort of fellow in his way, but abominably fond of practical joking, and I hate practical jokes—especially when they are played upon my self. Now, on this occasion I met, for the first time, a most delightful girl, a Miss Stanbury, with whom I very soon made the running, as they say in classics. During the first waltz I came to the conclusion that she was pretty and fascinating enough for anyone; during our second, I found that we had various interests in common, including a fancy for practising conversation in the French tongue; during our third, I learned that her father was dead, and guessed he had left her a little money; and after the fourth, I was simply head over heels in love, and mentally looking forward to the day when I should be entitled to address her as *ma petite coquette sucrée*, or by some other equally touching term of endearment.

"Unfortunately, Moon seemed taken with her, too, and did all he could to cut me out; and being in one of his mischievous moods, he suddenly, in Miss Stanbury's presence, introduced me to Miss Clive Brown—a dumpy, frumpy female of some 40 summers or more, who was badly dressed in light blue and white, and tried to appear quite a young thing—saying I was particularly anxious to make her acquaintance. Of course, I afterwards explained

to my special partner what a confounded fool Moon was, and that I was anxious for the acquaintance of none but herself; and when she left the dance with her mother at midnight, we parted excellent friends. Very soon I wanted to leave, too, and Moon came down to the hall with me, where we put on our boots—we walked home at night when we could, in those days, to save cab fare. Now, I had a small black handbag to carry my 'pumps' in, while Moon had brought a piece of brown paper for his. However, I saw him slip them loose into his coat pocket; and when we got outside the door I noticed that he had something wrapped up in the paper as well.

"Do you know what's inside this parcel, my boy?" said he in a triumphant way.

"No, and I don't want to," said I.

"Don't you, though!" said he with a leer; "but it's a shoe that Miss Stanbury dropped, and I'm thinking of calling upon her and returning it in person."

"Of course, this was intended to annoy me, and it flashed across my mind in an instant that, if I could obtain possession of that shoe and return it to Miss Stanbury myself, I might get farther into her good graces, and at the same time pay Moon for his irritating conduct during the whole evening. So, on the impulse of the moment, I snatched the parcel out of his hand, popped it rapidly into my bag, and then fled like the wind. Moon tried to catch me, but I easily distanced him, and should have got clean away had I not, in turning a corner, dashed into a group of persons who were staring at a fallen horse, and bowled over several, including myself. A general altercation and explanation followed, at the end of which I was allowed to depart in peace, but without my handbag, which had disappeared in the scrimmage; nor did I see anything more of Moon that night.

"This disaster perturbed me greatly. At that juncture the bag, with its contents, was exquisitely precious to me—I would sooner have lost every one of my uncles and aunts than my darling's shoe. I mentioned it to the police, but they could not find it. I issued an advertisement to the effect that anyone who would restore a black bag containing three shoes, of no use to anyone but the owner, should be handsomely rewarded; but without result. Perhaps the recompense promised was too vague. I grew desperate and offered three pounds reward; and then, on the sixth day after the loss, I received a scrawl intimating that the bag might be heard of at some address in a third-class street near Cavendish square, and thither I went as early as I could that very afternoon.

"The door was opened by a poor woman, and I told her at once what I had come for. She said her little boy had picked up a bag like the one advertised about, [so, to make sure, she asked me if the shoes in it were two lefts and a right, or two rights and a left. Of course, I didn't know, but I very soon satisfied her that the bag was my bag, paid the three pounds reward and went off rejoicing.

"I was just going to take my charmer's shoe out of the paper, with a vague intention of kissing it, I believe, when, unhappily, I ran up against Tommy Rogers, an awful bore of a fellow, who wanted to know what I was doing in that neighborhood. I gave an evasive answer, but could not shake him

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Hirth, Krause & Co.

GRAND RAPIDS.

off until I reached the house where Miss Stanbury lived in Regent's park, when I got rid of him at last by abruptly mounting the doorsteps and ringing the bell.

"A servant arrived. Was Mrs. Stanbury at home? No, she wasn't. Was Miss Stanbury in? Which Miss Stanbury—as only one was at home. I didn't know there were two. Oh, yes; there was Miss Isabel and Miss Dora. I described the one I wanted. Yes, it was Miss Dora, and she was at home. Could she kindly see me for a moment on a matter of importance?"

"The servant took up my card, returned, and ushered me into the drawing room, where I found my sweet girl looking more lovely than ever, but decidedly embarrassed.

"I became confused, stammered an apology for calling without an invitation, and when her mother was out, and then, plunging headlong into the business, I said that, as anything that was of consequence to her was of great consequence to me, I had been at much pains to recover and bring to her that property of hers which had been so strangely missing for a week.

"With a spasmodic flourish I took from my bag the brown paper parcel, and handed it to her.

"She opened it, held up a light blue satin shoe, and, glaring indignantly at me for an instant, flung it savagely across the room. She evidently thought I was playing a trick upon her.

"How dare you do this!" she cried, quivering with suppressed rage. "You know it isn't mine!" And then—the vanity of a pretty woman peeping out, though I wasn't quite in a condition to appreciate it at the time—just as if my foot was as clumsy as Miss Clive Brown's!" She burst into tears.

"I was flabbergasted, and made matters worse by trying to explain. So, to cut the scene short, I bolted without even saying good-by, and left the house, conscious of having made an unutterable ass of myself, and having lost the good favor of my Dora forever. Oh, if I could have caught Moon at that moment, I believe I should have killed him! Not content with humbugging me with Miss Clive Brown during the dance, the wretch somehow had managed to purloin her shoe, and made me think it was Miss Stanbury's, and had I not snatched it away from him, I dare say he would have sent it away to one or the other—he probably wouldn't have minded which—with my kindest regards.

"Fortunately for Moon, I did not meet him again until my wrath had been appeased. And this, sir, is the original shoe and this is the original piece of brown paper; the string is a modern addition."

Trefford paused and I could not help thinking that his story was a little inconclusive; so I said, "Then I suppose you went off and consoled yourself with Miss Clive Brown?"

"Not a bit of it," he answered. "So far as I know, Miss Clive Brown is Miss Clive Brown still; but she never got back her shoe."

"But how come you to have it?" I asked, naturally wondering.

"Ah, that's the odd part of it," was the reply.

"It seems that, when Miss Stanbury came to herself after my hasty departure, she began to perceive that there had evidently been some mistake, and her sense of humor showed her that she had behaved quite as ridiculously as I

had myself; anyhow, a day or two later, I received a letter from her mother, saying she was sorry she was not at home when I called, that I had inadvertently left a small parcel behind me and that, if I cared to come and fetch it, she would be very pleased to see me at dinner-time. I went, you may be sure, and, as a symbol of peace, the shoe, with its wrapper, was returned to my care, which has ever since guarded it as a prize keepsake; and we laughed until we cried over its adventures, and—and—well, there's no use in going into details, but—"

He had got so far when a lady with an infant in her arms opened the smoking-room door and looked in.

"Ah, I'm so glad you've come," said Trefford to her; and then, turning to me, he added, "Allow me to introduce you to my wife—Miss Dora Stanbury that was."

He Tied Her Shoestring.

From the New York Herald.

She was pretty and pert and as the theater train swayed around the high curves of Harlem four men in dress suits glanced at her approvingly. All at once she made a discovery and her manner let everyone into her secret. One of her shoes was unlaced. At first she made a show of stooping to tie it up, but she was not comfortably adjusted for lacing her own shoes. In fact, it was a physical impossibility. The four young men in dress suits saw it and soon were discussing the young woman's dilemma.

"I'll make a bluff at it, anyway," said one of them as the train left the Fiftieth street station; whereupon, to the delight of his companions and the astonishment of those who hadn't observed the situation, he arose and, kneeling deliberately at the feet of the fair one, he raised his hat politely and said:

"May I have the?" etc.

Her red lips parted, showing two rows of pearly teeth, while a faint color mounted her cheeks.

"If you will be so kind," she said.

It was a mightily pretty foot and none too quickly the job was done, neatly and deftly. The pretty woman thanked him and he returned to his seat. He was plainly inclined to plunge himself in the eyes of his companions, who made various remarks about "having her on a string," all of which was heard by her, as was evidently intended. At the Fortieth street station she arose and, pausing a moment before the young man as she passed, sweetly inquired:

"May I ask where your store is?"

And then she vanished.

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The Manufacture of Tobacco in France.

Frank Valesh in Cigarmakers' Journal.

The cigar and tobacco industry in France is a Government monopoly. Twenty-one great factories are scattered in the various large cities. The factory at Marseilles is a large well-built four-story building, with a fine courtyard, in which are several pieces of statuary and an abundance of tropical shrubbery.

Eleven hundred women and two hundred men are employed at the various processes of tobacco manufacture, including the making of cigars, cheroots, cigarettes, smoking and plug tobacco and merchantable nicotine. Snuff is only manufactured in Dijon and Lyons, and cigars are made in all the factories. Hand work is only made in the factory at Paris. Cigars are made exclusively by women; the men only do the casing and other heavy work, but receive the best pay.

In point of workmanship the cigars are much inferior to the American product. The best looking cigars I saw made would hardly do credit to an apprentice working six months in one of our union shops. But the cigars are sold cheap. They retail at two cents apiece, and the cheroots for one cent. The cheroots are made wholly of French tobacco, which, by the way, is very vile stuff, and on the cigars they use Java wrappers of fairly good quality.

The admission into the tobacco factories is regulated by a sort of civil service, and no favoritism is shown, although positions in the factory are much sought. The wages, though low, judged by our standard, compare very favorably with wages paid in other occupations in France. The men in the tobacco factory average about \$1.20 a day and the women about 70 cents a day. Nine hours constitute a day's work, with a two hour intermission for dinner.

After twenty-five years' continuous service the workers are pensioned, the men receiving \$120 a year and the women \$80. Free medical attendance is provided at all times and a sick benefit is also paid by the government, which varies according to the amount of wages earned.

The managing director of the Marseilles factory receives \$2,500 a year and free rent in the building, and the foremen get from \$700 to \$1,000 a year.

In the making of smoking tobacco, nicotine, plug and cigarettes they use some very elaborate machinery, which, however, is well guarded; and the facilities for ventilation are all that could be desired. I asked the superintendent if they had any machines for making cigars and received a most surprising answer. He said: "We have had a number of offers from America and elsewhere to put in machines, but we will not do so because they might displace hand labor."

In point of physical appearance the tobacco workers in Marseilles will compare very favorably with American factory workers. They look well fed and reasonably healthy and contented.

The one unpleasant feature about the discipline is the searching of the employees every time they leave the factory, but it is largely a matter of form. The men formed a line and the inspector hastily passed his hands over their coats. The women were searched by a female inspector, but the operation was even less ceremonious. The inspector just walked through the crowd of 1,100 women and the whole search of the 1,300 operatives lasted a trifle less than two minutes.

The tobacco industry in France is not managed from any philanthropic motive nor to solve any economic problem. It is simply a large source of revenue to the government and, as such, conducted on a scientific basis.

The Cigarette Upper Lip.

Different methods obtain with different peoples for the securing of a like result. Among the savage Africans a prominent and protuberant upper lip is produced by inserting a wooden ring in a slit in the lip and increasing the size

of the ring from time to time. The same effect is attained in enlightened lands by means of the cigarette, though the expense involved is vastly greater, as well as the deleterious influence upon the general health of the patient. It is the fashion among cigarette smokers to hold the cigarette in position by the muscles of the superior lip, ostensibly for the purpose of preventing the teeth from biting through the paper covering and so getting the filling into the mouth and throat. The real purpose, however, is the development of the upper lip, although the victim of the cigarette habit may not be aware of the fact. He is an unconscious imitator of others without knowing the object which others have or have had in view, and so he develops his upper lip until it is projected into space like the upper lip of the camel without being aware of what he is doing. It is easy to distinguish the expert cigarette smoker from the rest of mankind. Through the process of natural selection we may before long see the cigarette lip upon women as well as men, and also upon children, even to the baby in the cradle. At present the cigarette lip is not regarded as a mark of beauty, but ideals of personal beauty change from time to time, the same as do fashion in clothes or opinions upon almost any subject. So in process of time it is extremely probable that the overhanging, outreaching cigarette lip will be regarded as the highest type of labial perfection. Therefore, while the cigarette lip may appear hateful to the untutored eye of the present day, it is fair to presume that, in a score of years perhaps, it will be the peculiar and transcendent charm of the human species.

Began the Study of Natural History in the Wrong Way.

From the New York Sun.

Wheelmen do not begin the study of natural history like ordinary people. Down on the Brooklyn cycle path on Tuesday night, rather late, a white sweater scorchers came hooping along. It was a few minutes after 10, rather dark in spots, more especially just beyond the graveyard, where the woods are thick. There were two redeeming features about the scorchers' outfit—he had a very bright light, and his mouth was wide open ready to yell. There were a lot of insects in the air over the path, among them several large and hard-shelled beetles.

These insects, in perceiving the scorchers' light a-coming, flew toward it at good speed to investigate. One of them, an especially large and strong-winged beetle, flew about eight inches higher than the lamp, and the cyclist began his study of the entomological branch of natural history on that one. There is no place where insects, birds' eggs and other specimens may be put for temporary security more conveniently than the mouth, but it is usually advisable to kill the specimen first, nor is it a good plan to close one's teeth onto it, since that ruins the specimen irretrievably. Not knowing this, the cycling amateur naturalist spoiled a fine specimen of a night-flying carrion beetle.

A good many wheel folk have begun the study of natural history in this inadvisable way, using their open mouths as landing nets with which to capture insects lured by their lamps. Such a method of procedure is almost sure to cause the beginner to give up the study entirely, even to the extent of wearing mosquito net veils to shield the lips. The mouth receptacle is better left to the more experienced naturalist.

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.

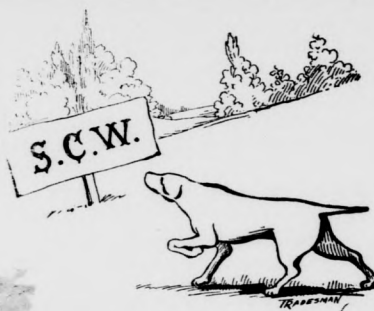
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President, GEO. F. OWEN, Grand Rapids; Secretary and Treasurer, JAS. B. MCINNES, Grand Rapids.

Gripsack Brigade.

A business requires to be fed as regularly as the man who runs it.

The eccentricities of commerce are as peculiar as the emotions of a virgin.

What a pity that there is so much politics in business and so little business in politics.

Remember the old saying, "It is better to cry over one's goods than after them," when giving credit.

It isn't at all hard to tell what the railways and the hotels would do if the commercial traveler were not in evidence.

J. P. Reeder (Geo. H. Reeder & Co.) is happy over the advent of a bouncing boy—the second son to grace his family circle.

Graham Roys (L. H. Beals & Son) has rented the John Dregge cottage, at Macatawa Park, and taken his family there for the season.

Geo. H. Reeder & Co. will be represented on the road by J. P. Reeder, John M. Fell, H. G. Krause, Frank Beil and R. L. Porterfield.

C. S. Hitchcock has resigned as traveling salesman for W. J. Quan & Co. and accepted a place with J. J. Hoffman & Sons, Elkhart, Ind.

The traveling man is not immaculate and he does not profess to be so, but he averages up well with the best American citizenship all the same.

While the pathway of the traveling salesman is strewn with occasional thorns, he is sensible enough to just pluck them and pursue the even tenor of his way.

The up-to-date commercial traveler is plain and matter-of-fact in all his doings. He wears no fringes and frills and lays no claims to unnecessary formality or ceremony.

The American commercial traveler has unbounded faith in America and American methods, for he knows that this Nation, though young and still an experiment, will hold its own against the world.

The great growth of trade in this hemisphere must be placed to the credit of the ambassadors of commerce, the commercial travelers, for without them the circle of traffic would be greatly curtailed.

One of the most important things that business has given us is the sense that man, under whatever condition, is human; that all men are the children of one father, and that they are all brothers. In the church we are taught religion, while in the field of business we live it out.

Reports have it that a new palace car company is to become a rival of Mr. Pullman. If it will be so arranged that their porters will not knock their salaries out of the poor traveling man with a whisk broom, it will run its competitors off the earth within a very short time.

Milton Reeder, formerly traveling

representative for the Reeder Bros. Shoe Co., has engaged with Gokey & Son, shoe manufacturers at Jamestown, N. Y. His territory comprises all the available towns in Southern Michigan. He will continue to reside in Grand Rapids.

The salary of a traveling salesman is at once a curse and a blessing according as he uses it. If he spends every cent of it knowing he is going to have just so much to spend, it is a curse; but if he guides his expenditures so that he shall save a certain percentage every year, then it is a blessing to him, for it enables him to regulate his wants.

The vast army of commercial travelers comprises in its ranks the brightest and keenest business intellects in the whole world of business activities, and the average type is distinctly above that in any other profession in quick appreciation of opportunity, in knowledge of human nature, in vigilance of ever-shifting possibilities in conditions, in persistence of labor, in manners, and in all that makes for the advancement of prosperity—which means the progress of civilization.

At an adjourned meeting of the Board of Directors of the Michigan Commercial Travelers' Mutual Accident Association, held Saturday evening, E. E. Stanton and Chas. J. Reed resigned—the latter on account of his inability to attend the meetings—and Geo. F. Owen and Frank M. Tyler were appointed to fill the vacancies until the annual meeting of the Association next January. Other changes will be made in the Board and in the officers from time to time, to the end that the Association may be managed by men who have the requisite leisure time at their disposal to devote considerable attention to the organization, so that it may have the confidence and co-operation of reputable traveling men everywhere. The Tradesman is not at liberty to state what the changes will be, but can positively assure the fraternity that, when the program now mapped out has been completed, the organization will be in the hands of men of undoubted honesty and responsibility, so that no one need have any hesitation in joining the Association for fear the funds of the organization will not be honestly and economically handled.

Outline of the T. P. A.'s Demand on the Railroads.

The day after the T. P. A. national convention at Terre Haute passed the ringing resolutions instructing each of the thirty-two state divisions of the organization to introduce a bill in the legislature of their respective states compelling railroads to sell tickets at a flat rate of two cents per mile, the Chicago Tribune wired President Lee as follows: "What do commercial travelers want from railroads and why should they have it?" In reply, President Lee telegraphed the Tribune as follows:

They want an interchangeable mileage ticket, good over all the lines included in the territory of the Central Passenger Committee, to be sold at two cents per mile, and strictly non-transferable, and a similar ticket in the territory of each of the other passenger associations of the United States. They want the friendship, co-operative sympathy, and active and considerate aid of the railroad companies in building up and developing the commerce of this country, including an extension of its railroad facilities.

They should have all of these, because they are professional promoters of the prosperity of the people and the most economical, prompt and practical me-

dium of exchange between all the people for the products of their labor; because they are the recognized representatives of commerce and its great up-building and civilizing power, and are as essential to the prosperity and growth of railroad interests as the railroads are to theirs; they are practically and constantly acting as freight solicitors for the railroads, and at the same time paying the railroads millions of dollars for the privilege of so acting.

They should have these also because they are willing to submit to all reasonable and fair restrictions as to use of such mileage tickets, and because the rate of two cents per mile asked for is not unreasonable, for most roads have been making that rate for many years, and because, though manufactured and agricultural products have declined in value nearly 50 per cent. in ten years past, there has during that time been no corresponding reduction, and, in fact no reduction at all, in passenger transportation rates. There are many other excellent reasons why commercial travelers should have these things, too many for telegraphing.

They have, however, after long and persistent, persuasive, and pacific methods have been for years employed, concluded that the illegal formation of pools and trusts called railway associations stands in their way to prevent them, by evasion, insincerity, and combination against the public good, from securing justice.

They have been treated insincerely, inconsiderately, and unjustly by these organizations against public policy, and have about concluded, though with great reluctance, and after careful consideration, to join hands in common cause with all the people, commercial, manufacturing, and agricultural, against those combinations and conspiracies which are opposed to public welfare. In this, the just, righteous, and honest advocacy of right and the public weal, they, the commercial travelers, hope to have the sympathy and approbation of that most powerful champion of the cause of the people against wrong and oppression, the daily press, and especially of The Chicago Tribune.

JOHN A. LEE,
National President Travelers' Protective Association of America.

Advice of an Old-Time Shoemaker.

A shoemaker says: "As soon as a man comes into my shop and takes off his shoes, I can tell whether or not he is a good walker, and it is astonishing to find how few men know how to step out. If the shoe is worn down at the heel—not on one side, but straight back—and the leather of the sole shows signs of weakness at the ball of the foot, a little greater on the inside just below the base of the great toe, I know that the wearer is a good walker.

"If, however, the heel is turned on one side, or is worn unevenly throughout, and the sole is worn most near the toe, I know that I have to deal with a poor pedestrian. The reason of the difference in position of the worn spot lies in the fact that the poor walker walks from his knees, and the good one from his hips.

"Watch the passer-by in the street and you will at once see the difference. Nine men out of ten will bend the knee very considerably in walking, stepping straight out with both hips on the same line, and the toe will be the first to strike the ground. The tenth man will bend his knee very little—just enough to clear the ground—and will swing the leg from the hip, very much as the arm is swung from the shoulder, and not from the elbow.

"By so doing he calls upon the muscles which are strongest to bear the strain, and increases the length of his stride four or six inches. The heel touches the ground first and not the toe. A slight spring is given from the ball of the foot on making another stride.

"Men who walk in this fashion cover the ground 30 per cent. faster with the same exertion than those who walk from the knee."

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



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.

BEST 10 CENTS GREEN SEAL

SELL THESE

CIGARS

and give customers good satisfaction.

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.

TRADESMAN ITEMIZED LEDGERS

Size 8 1-2x14—Three Columns.

2 Quires, 160 pages.....	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
6 Quires, 480 pages.....	4 00

Invoice Record or Bill Book.

80 Double Pages, Registers 2,880 invoices.....

\$2 00

TRADESMAN COMPANY
GRAND RAPIDS.

Drugs--Chemicals

STATE BOARD OF PHARMACY.

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

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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

The Drug Market.

Acetanilid—Quiet, with only jobbing movement. Prices unchanged.

Acids—Market is less active but prices are mainly the same.

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

Arsenic—Quiet with unsettled prices tending downwards.

Balsams—Copaiba, the activity of last week continues, with little change in prices, however. Tolu is improving in demand. Peru and Canada Fir remain quiet.

Barium Nitrate—Prices have been advanced on account of scarcity.

Beans—Mexican vanilla continue strong and in good demand.

Cacao Butter—Quiet with no change in quotations.

Caffeine—Light demand has resulted in unsettling prices somewhat.

Cassia Buds—Prices unchanged with fair demand.

Cocaine Murate—Good demand. No change in prices.

Codeine—Prices have advanced slightly on account of increasing demand.

Cod Liver Oil—Quiet, prices unchanged.

Colocynth Apples—Quotations continue the same with improved demand, especially for the better grades.

Cream Tartar—Improved demand for consumption. Prices unchanged.

Cubeb Berries—Quiet, jobbing demand.

Cuttle Fish Bone—Steady with firm quotations.

Essential Oils—Continue quiet with prices tending downward as to anise, neroli and rose. Lavender, thyme and rosemary are likely to advance, on account of unfavorable crop reports.

Flowers—German chamomile have more than maintained the advance, on account of unfavorable crop reports. American saffron continues unsettled. Insect powder has advanced.

Glycerine—Unchanged with fair demand for consumption.

Gums—Asafoetida continues quiet with small demand. Curacao aloes are steady and unchanged. Japanese camphor has improved in demand for consumption. Domestic remains quiet.

Leaves—Short buchu, fair consumptive demand. Senna continue in request on account of continued scarcity.

Lycopodium—Firm with tendency to higher prices.

Manna—Quiet, prices unchanged.

Menthol—Quotations are unchanged, though with small demand.

Morphine—Quiet and unchanged.

Opium—The market shows improved conditions, though quotations remain the same.

Roots—Ipecac, quiet with unchanged prices. Jalap is firmer and in better demand. Jamaica ginger continues firm, and the same may be said of Mexican sarsaparilla.

Seeds—Canary in fair jobbing demand. Italian fennel has declined. Mustard remains at same quotations with very little demand. German rape has advanced slightly. Russian hemp steady with small jobbing demand. Coriander unsettled and irregular. Celery still tending downwards.

Spermaceti—Quiet and quotations unchanged.

Sponges—Quiet and steady with probability of continuing the prices which have prevailed.

Sugar of Milk—Quiet and unchanged.

Strontia, Nitrate—Good demand, with scarcity, has advanced prices.

Wax—Japan in fair demand, prices firm. Brazil has declined, while beeswax remains steady.

Programme for the Pharmaceutical Convention at Mackinac Island.

Grand Rapids, June 18—At yesterday's meeting of the Executive Committee of our Association, held at the Hotel Livingston, this city, there were present: H. G. Colman, Kalamazoo; E. T. Webb, Jackson; Dorian M. Russell and F. J. Wurzburg, city. Mr. Stevens, of Detroit, wired that he missed the train.

It was decided to have a regular hand-shaking social session Monday evening, August 3, and on Tuesday to begin the meeting with an opening address of welcome by the Mayor of Mackinac, which will be responded to by H. G. Colman, then to proceed with the regular business until noon. The second session will be held after dinner, the third session in the evening, and the fourth session Wednesday morning. Wednesday afternoon an excursion will be given to Point Pines, where a banquet will be held in the afternoon, also such games as boat races, tugs of war, contests for ladies, etc., returning to the Island in the evening. Thursday morning the fifth session will be held and Thursday afternoon the sixth session will close the convention.

The Committee decided to offer a prize for the best paper on advertising to be written by any Michigan druggist or his clerk; two prizes for the best lot of display advertisements, each contestant to submit five samples; one prize for the best paper on co-operative manufacturing; one for the best paper on pharmacy; one for the best paper on chemistry; one prize to the pharmacist who can fill twenty-five capsules with powdered willow charcoal in the shortest time. There will also be a prize submitted in each game and athletic contest that is given for both ladies and gentlemen. The special committees appointed are as follows:

Entertainment—M. G. Bailey, Mackinac Island; C. A. Bugbee, Charlevoix; F. W. R. Perry, Detroit; Geo. Gundrum, Ionia, and four others, to be appointed by Chairman Bailey.

Reception—D. E. Prall, Saginaw; S. P. Whitmarsh, Palmyra; S. E. Parkhill, Owosso; C. E. De Puy Stockbridge; Mike Reidy, Corunna; Dr. C. B. Colwell, Jackson; Fred Price, Sault Ste. Marie; H. J. Brown, Ann Arbor; J. E. Peck, Grand Rapids; Prof. A. B. Prescott, Ann Arbor; C. N. Anderson, Detroit; James Vernor, Detroit; Dr. Geo. J. Ward, St. Clair; Geo. McDonald, Kalamazoo; F. D. Stevens, Detroit; M. G. Bailey, Mackinac Island.

Games and Boat Race—"That man Church," Detroit; B. E. West, Grand Rapids; E. C. Varnum, Jonesville.

Excursions and Refreshments—I. S. Cooper, Cheboygan; A. J. Dayton, Grand Rapids; Geo. S. Seibert, Iron Mountain; A. O. Speckhard, Fort Wayne; A. M. Todd, Kalamazoo.

As this meeting is to be held in the Northern Peninsula, we expect to see a large number of new faces present from the Northern cities and towns.

The druggists in Southern Michigan will, no doubt, go by the way of Grand Rapids and Detroit, thence by D. & C. boats to the Island (special rate having been given us from this city) and return by rail to Grand Rapids. All railroads will give a rate of 1½ fares round trip for the occasion.

BENJ. SCHRODER, Sec'y.

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

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.

The drummer is a privileged being in Great Britain. In addition to a room specially set apart for his comfort in every hotel, the leading railway companies have decided to let him travel on return tickets for single fare. This is for the purpose of letting him see his family over the week ends.

PECK'S HEADACHE.....POWDERS

Pay the Best Profit Order from 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.

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.
SEND FOR BOOK OF TESTIMONIALS
THE ELECTRIC PILE CURE CO., LAKEVIEW, MICH.

Pays the Druggist a Handsome Profit.

Order of your Jobber.



Old National Whisky

A meritorious whisky suitable for fine trade. Write for prices.

HULMAN & BEGGS,

Distillers and Wholesale Liquor Dealers,

SOLE PROPRIETORS,

TERRE HAUTE, IND.

A. E. MCGUIRE, Headquarters Grand Rapids } Michigan Representatives.
DAVE MCCANN, Headquarters Grand Rapids }

SMOKE THE

HAZEL

5c CIGAR

Hand made long Havana filler. Send me a trial order. Manufactured by

WM. TEGGE, DETROIT, MICH.

WHOLESALE PRICE CURRENT.

Advanced—	Declined—Gum Camphor.
Acidum	Conium Mac. 35@ 65
Aceticum. 80@ 10	Copaiba. 90@ 1 00
Benzoinum, German 75@ 80	Cubeba. 1 50@ 1 60
Boric. 40@ 15	Exechthos. 1 20@ 1 30
Carbolicum. 44@ 46	Erigeron. 1 20@ 1 30
Citricum. 30@ 5	Gaultheria. 1 50@ 1 60
Hydrochlor. 80@ 10	Geranium, ounce. 75@ 75
Nitrosum. 10@ 12	Gossypii, Sem. gal. 50@ 60
Oxalicum. 10@ 12	Hedeoma. 1 25@ 1 40
Phosphoricum, dil. 55@ 65	Juniper. 1 50@ 2 00
Salicylicum. 1 40@ 1 60	Lavendula. 90@ 2 00
Sulphuricum. 1 40@ 1 60	Limonis. 1 30@ 1 50
Tannicum. 38@ 40	Mentha Piper. 2 25@ 3 00
Tartaricum. 38@ 40	Mentha Virid. 2 00@ 2 10
Ammonia	Morhuus, gal. 2 00@ 2 10
Aqua, 16 deg. 4@ 6	Myrica, ounce. 75@ 3 00
Aqua, 20 deg. 6@ 8	Olive. 75@ 3 00
Carbonas. 12@ 14	Picea Liquida. 10@ 12
Chloridum. 12@ 14	Picea Liquida, gal. 35@ 35
Aniline	Ricina. 91@ 96
Black. 2 00@ 2 25	Rosmarini. 1 00@ 1 00
Brown. 80@ 1 00	Rose, ounce. 6 50@ 8 50
Red. 45@ 50	Succini. 40@ 45
Yellow. 2 50@ 3 00	Sabina. 90@ 1 00
Bacca	Santal. 2 50@ 7 00
Cubese. po. 18 13@ 15	Sassafras. 50@ 55
Juniperus. 6@ 8	Sinapis, ess., ounce. 1 25@ 1 30
Xanthoxylum. 25@ 30	Thyme. 40@ 50
Balsamum	Thyme, opt. 1 60@ 1 60
Copaiba. 45@ 50	Theobromas. 15@ 20
Peru. 2 60@ 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
Cinchona Flava. 18	Cyanide. 50@ 55
Euonymus atropurp. 30	Iodide. 2 90@ 3 00
Myrica Cerifera, po. 20	Potassa, Bitart, pure 30@ 33
Prunus Virgin. 12	Potassa, Bitart, com. 15@ 15
Quillaja, gr'd. 10	Potass Nitras, opt. 8@ 10
Sassafras. 12	Potass Nitras. 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, 18 13@ 14	Anchusa. 12@ 15
Hematox, 1/4s. 14@ 15	Arum po. 20@ 25
Hematox, 1/4s. 16@ 17	Calamus. 20@ 40
Ferru	Gentiana. po. 15 12@ 15
Carbonate Precip. 15	Glycyrrhiza, pv. 15 16@ 18
Citrate and Quinia. 2 25@ 2 25	Hydrastis Canaden. 30@ 35
Citrate Soluble. 80	Hellebore, Alba, po. 15@ 20
Ferrocyanidum Sol. 50	Insula, po. 15@ 20
Solut. Chloride. 15	Ipecac, po. 1 65@ 1 75
Sulphate, com'l, by 2	Iris plox. po. 35@ 38
Sulphate, com'l, by 35	Jalapra, pr. 40@ 45
Sulphate, pure 7	Maranta, 1/4s. 15@ 18
Flora	Podophyllum, po. 15@ 18
Arnica. 12@ 14	Rhei. 75@ 1 00
Anthemis. 18@ 25	Rhei, cut. 1 25@ 1 25
Matricaria. 18@ 25	Rhei, pv. 75@ 1 35
Folia	Spigelia. 35@ 38
Barosma. 15@ 20	Sanguinaria, po. 15 30@ 35
Cassia Acutifol, Tin. 18@ 25	Serpentaria. 30@ 35
Cassia Acutifol, Alx. 25@ 30	Senega. 55@ 60
Salvia officinalis, 1/4s 12@ 20	Similax, officinalis H. 40@ 40
Ura Ursi. 8@ 10	Smilax, M. 10@ 12
Gummi	Scilla. 10@ 12
Acacia, 1st picked. 45@ 45	Symplocarpus, Feti- 25@ 25
Acacia, 2d picked. 35@ 35	Valeriana, Eng. po. 30 15@ 20
Acacia, 3d picked. 28@ 28	Valeriana, German. 15@ 20
Acacia, sifted sorts. 60@ 80	Zingiber a. 12@ 16
Acacia, po. 14@ 18	Zingiber j. 23@ 25
Aloe, Barb. po. 20@ 28	Semen
Aloe, Cape. po. 15 14@ 18	Anisum. po. 20 14@ 16
Aloe, Socotri. po. 40 12@ 12	Apium (graveleons) 4@ 6
Ammoniac. 55@ 60	Bird, Is. po. 18 10@ 12
Assafetida. po. 30 22@ 25	Cardamom. 1 00@ 1 25
Benzoinum. 50@ 55	Coriandrum. 8@ 10
Catechu, Is. 13@ 14	Cannabis Sativa. 3 1/2@ 4
Catechu, 1/4s. 16@ 16	Cydonium. 75@ 1 00
Camphore. 47@ 50	Chenopodium. 10@ 12
Euphorbium. po. 35 47@ 50	Dipterix Odorata. 2 90@ 3 00
Galbanum. 1 00@ 1 00	Foeniculum. 6@ 15
Gamboge po. 65@ 70	Foenugreek, po. 6@ 8
Guaiaacum. po. 35 47@ 50	Lini. 2 1/2@ 4
Kino. po. 33.00 47@ 50	Lini, gr'd. bbl. 2 1/2@ 4
Mastic. 65@ 65	Lobelia. 35@ 40
Myrrh. po. 45 47@ 50	Pharlaris Canarian. 3 1/2@ 4
Opil. po. 33.20@ 3.40 47@ 50	Rapa. 4 1/2@ 5
Shellac, bleached. 40@ 45	Sinapis Albu. 7@ 8
Tragacanth. 50@ 50	Sinapis Nigra. 11@ 12
Herba	Spiritus
Absinthium. oz. pkg 25	Frumenti, W. D. Co. 2 00@ 2 50
Eupatorium. oz. pkg 20	Frumenti, D. F. R. 2 00@ 2 25
Lobelia. oz. pkg 25	Frumenti. 1 25@ 1 50
Majorum. oz. pkg 25	Juniperis Co. O. T. 1 65@ 2 00
Mentha Pip. oz. pkg 25	Juniperis Co. 1 75@ 3 50
Mentha Vir. oz. pkg 25	Saacharum N. E. 1 90@ 2 10
Rue. oz. pkg 39	Spt. Vini Galli. 1 75@ 6 50
Tanacetum V. oz. pkg 22	Vini Oport. 1 25@ 2 00
Thymus, V. oz. pkg 25	Vini Alba. 1 25@ 2 00
Flagnesia.	Sponges
Calcined, Pat. 55@ 60	Florida sheeps' wool 2 50@ 2 75
Carbonate, Pat. 20@ 22	carriage. 2 50@ 2 75
Carbonate, K. & M. 20@ 25	Nassau sheeps' wool 2 00@ 2 00
Carbonate, Jennings 35@ 36	carriage. 2 00@ 2 00
Oleum	Velvet extra sheeps' 1 10@ 1 10
Absinthium. 3 25@ 3 50	wool, carriage. 1 10@ 1 10
Amygdale, Dule. 30@ 50	Extra yellow sheeps' 85@ 85
Amygdale, Amare. 8 00@ 8 25	wool, carriage. 85@ 85
Anisi. 2 90@ 3 00	Grass sheeps' wool, 65@ 65
Aurant Cortex. 2 30@ 2 40	carriage. 65@ 65
Bergamili. 3 00@ 3 20	Hard, for slate use. 75@ 75
Caliputi. 70@ 75	Yellow Reef, for 1 40@ 1 40
Caryophylli. 55@ 60	slate use. 1 40@ 1 40
Cedar. 35@ 35	Syrups
Chenopadii. 2 50@ 2 60	Acacia. 50@ 50
Cinnamon. 2 50@ 2 60	Aurant Cortex. 50@ 50
Citronella. 55@ 60	Zingiber. 50@ 50

Morphia, S.P. & W. 1 65@ 1 90	Sinapis. 18	Linseed, boiled. 42 45
Morphia, S.N.Y.Q. & 1 55@ 1 80	Sinapis, opt. 30	Neatsfoot, winter str 65 70
C. Co. 1 55@ 1 80	Snuff, Maccaboy, De 34	Spirits Turpentine. 33 40
Moschus Canton. 40	Voos. 34	Paints BBL. LB.
Myristica, No. 1. 65@ 80	Snuff, Scotch, DeVo's 7 10	Red Venetian. 1 1/2 2 1/2
Nux Vomica. po. 20 15@ 18	Soda Boras. 7 10	Ochre, yellow Mars. 1 1/2 2 1/2
Os Sepia. 15@ 18	Soda Boras, po. 7 10	Ochre, yellow Ber. 1 1/2 2 1/2
Pepsin Saac, H. & P. 1 00@ 1 00	Soda et Potass Tart. 26@ 28	Putty, commercial. 2 1/2 3 1/2
D. Co. 1 00@ 1 00	Soda, Carb. 1 1/2@ 2	Putty, strictly pure. 2 1/2 3 1/2
Picea Liq. N.N. 1/2 gal. 2 00@ 2 00	Soda, Bi-Carb. 3 1/2@ 4	Vermilion, Prime 13@ 15
Picea Liq., quarts. 2 00@ 2 00	Soda, Ash. 3 1/2@ 4	American. 13@ 15
Picea Liq., pints. 2 00@ 2 00	Soda, Sulphas. 2 00@ 2 00	Vermilion, English. 70@ 75
Pil Hydrarg. po. 80 50	Spts. Cologne. 2 60@ 2 60	Green, Paris. 15 24
Piper Nigra. po. 25 30	Spts. Ether Co. 50@ 55	Green, Peninsular. 13@ 16
Piper Alba. po. 35 40	Spts. Myrcia Dom. 2 00@ 2 00	Lead, Red. 5 1/2 5 1/2
Pilix Burgun. 7 10	Spts. Vini Rect. bbl. 2 49@ 2 49	Whiting, white Span. 5 1/2 5 1/2
Plumbi Acet. 10@ 12	Spts. Vini Rect. 10gal 2 57@ 2 57	Whiting, gliders. 7 98
Pulvis Ipecac et Opil 1 10@ 1 20	Spts. Vini Rect. 5gal 2 59@ 2 59	White, Paris Amer. 1 00
Pyrethrum, boxes H. 60	Less 5c gal. cash 10 days. 1 40@ 1 45	Whiting, Paris Eng. 1 40
& P. D. Co. doz. 27@ 30	Strychnia, Crystal. 1 40@ 1 45	cliff. 1 40@ 1 40
Pyrethrum, pv. 27@ 30	Sulphur, Subl. 2 1/2@ 3	Universal Prepared. 1 00@ 1 15
Quassia. 8@ 10	Sulphur, Roll. 2 1/2@ 2 1/2	
Quinia, S. P. & W. 37@ 42	Tamarinds. 8@ 10	
Quinia, S. German. 30@ 40	Terebenth Venice. 28@ 30	
Quinia, N.Y. 35@ 40	Theobromas. 42@ 45	
Rubia Tinctorum. 12@ 14	Vanilla. 9 00@ 16 00	
Saccharum Lactis pv. 24@ 26	Zinci Sulph. 7@ 8	
Salicin. 3 00@ 3 10	Oils BBL. GAL.	
Sanguis Draconis. 12@ 14	Whale, winter. 70 70	
Sapo, W. 12@ 14	Lard, extra. 53 60	
Sapo, M. 10@ 12	Lard, No. 1. 40 43	
Sapo, G. 10@ 12	Linseed, pure raw. 40 43	
Siedlitz Mixture. 20 22		

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
Frazer'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 3 doz.....	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. Counter Boxes.....	40	
12 doz. Cases, per gro.....	4 50	

BROOKS.		
No. 1 Carpet.....	2 01	
No. 2 Carpet.....	1 65	
No. 3 Carpet.....	1 50	
No. 4 Carpet.....	1 20	
Parlor Gem.....	2 03	
Common Whisk.....	85	
Fancy Whisk.....	1 00	
Warehouse.....	2 25	

CANDLES.		
Hotel 40 lb boxes.....	9 1/4	
Star 40 lb boxes.....	8 1/4	
Paraffine.....	9	

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

CATSUP.		
Columbia, pints.....	4 25	
Columbia, 1/2 pints.....	2 50	

CHEESE.		
Amboy.....	@ 7 1/4	
Acme.....	@ 7 1/4	
Elsie.....	@ 7 1/4	
Gold Medal.....	@ 7	
Ideal.....	@ 7	
Jersey.....	@ 7 1/4	
Lenawee.....	@ 7	
Riverside.....	@ 7 1/2	
Sparta.....	@ 7	
Brick.....	@ 10	
Edam.....	@ 10	
Leiden.....	@ 20	
Limburger.....	@ 15	
Pineapple.....	@ 20	
Sap Sago.....	@ 18	

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.....	28	
Roasted.		
Quaker Mocha and Java.....	32	
Toko Mocha and Java.....	28	
State House Blend.....	25	
Package.		
Arbuckle.....	21 30	
Jersey.....	21 30	

COUPON BOOKS.		
"Tradesman."		
\$1 books, per 100.....	2 00	
\$2 books, per 100.....	2 50	
\$3 books, per 100.....	3 00	
\$5 books, per 100.....	3 00	
\$10 books, per 100.....	4 00	
\$20 books, per 100.....	5 00	
"Superior."		
\$1 books, per 100.....	2 50	
\$2 books, per 100.....	3 00	
\$3 books, per 100.....	3 50	
\$5 books, per 100.....	4 00	
\$10 books, per 100.....	5 00	
\$20 books, per 100.....	6 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 1/4	
Evaporated 50 lb boxes.....	@ 6 1/2	

CALIFORNIA FRUITS.		
Apricots.....	9 @ 11	
Blackberries.....	5 1/4 @ 14	
Nectarines.....	5 1/4 @ 14	
Peaches.....	5 @ 14	
Pears.....	8 1/4 @ 14	
Pitted Cherries.....	@ 6 1/4	
Prunelles.....	@ 7 1/4	
Raspberries.....	@ 7 1/4	

CALIFORNIA PRUNES.		
100-120 25 lb boxes.....	@ 4 1/4	
90-100 25 lb boxes.....	@ 4 1/4	
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 1/4	
40-50 25 lb boxes.....	@ 7 1/4	
30-40 25 lb boxes.....	@ 7 1/4	
1/4 cent less in bags		

RAISINS.		
London Layers.....	1 10 @ 1 30	
Loose Muscatels 2 Crown.....	4 1/4	
Loose Muscatels 3 Crown.....	5	
Loose Muscatels 4 Crown.....	6	

FOREIGN.		
Currants.		
Patras bbls.....	@ 3 1/4	
Vostizzas 50 lb cases.....	@ 3 1/4	
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.....	7 @ 8	
Valencia 30 lb boxes.....	@	

EGG PRESERVER.		
Knox's, small size.....	4 80	
Knox's, large size.....	9 00	

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	

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 1/4	
Evaporated 50 lb boxes.....	@ 6 1/2	

CALIFORNIA FRUITS.		
Apricots.....	9 @ 11	
Blackberries.....	5 1/4 @ 14	
Nectarines.....	5 1/4 @ 14	
Peaches.....	5 @ 14	
Pears.....	8 1/4 @ 14	
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Prunelles.....	@ 7 1/4	
Raspberries.....	@ 7 1/4	

CALIFORNIA PRUNES.		
100-120 25 lb boxes.....	@ 4 1/4	
90-100 25 lb boxes.....	@ 4 1/4	
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 1/4	
40-50 25 lb boxes.....	@ 7 1/4	
30-40 25 lb boxes.....	@ 7 1/4	
1/4 cent less in bags		

RAISINS.		
London Layers.....	1 10 @ 1 30	
Loose Muscatels 2 Crown.....	4 1/4	
Loose Muscatels 3 Crown.....	5	
Loose Muscatels 4 Crown.....	6	

FOREIGN.		
Currants.		
Patras bbls.....	@ 3 1/4	
Vostizzas 50 lb cases.....	@ 3 1/4	
Cleaned, bulk.....	@ 5	
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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.....	7 @ 8	
Valencia 30 lb boxes.....	@	

EGG PRESERVER.		
Knox's, small size.....	4 80	
Knox's, large size.....	9 00	

Peerless evaporated cream.....	5 75	
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Peerless evaporated cream.....	
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SALT.

Diamond Crystal.	
Cases, 24 3-lb boxes.....	1 60
Barrels, 100 3 lb bags.....	2 75
Barrels, 40 7 lb bags.....	2 50
Butter, 56 lb bags.....	65
Butter, 20 14 lb bags.....	3 00
Butter, 280 lb bbls.....	2 50

Common Grades.

100 3 lb sacks.....	2 60
60 5 lb sacks.....	1 85
28 11 lb sacks.....	1 70

Worcester.

50 4 lb cartons.....	3 25
115 2 1/2 lb. sacks.....	4 00
60 5 lb. sacks.....	3 75
22 14 lb. sacks.....	3 50
30 10 lb. sacks.....	3 50
28 lb. linen sacks.....	32
56 lb. linen sacks.....	60
Bulk in barrels.....	2 50

Warsaw.

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

Ashton.

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

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

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

Saginaw.....	85
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.....	4 1/2
6-lb packages.....	5 1/2
40 and 50 lb boxes.....	2 1/2
Barrels.....	2 1/2

SUMMER BEVERAGES.



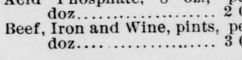
Wild Cherry Phosphate.

"Little Giant" case, 28 1-1/2c bottles..... 2 50
 "Money Maker" case, 24 2-1/2c and 24 1-1/2c bottles..... 5 00
 Free with above, Large Bottle, Easel and Advertising Matter.

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

Thompson's Wild Cherry Phosphate "Hummer Case" contains 2 doz 25c 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 Demonstrator contains 15 doz. 25c size, 1 doz. and fixtures. See add.

TOBACCOS. G. J. Johnson's brand



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

SOAP. Laundry. Gowans & Sons' Brands.

Crow. German Family. American Grocer 100s. American Grocer 60s. Mystic White. Lotus. Oak Leaf. Old Style. Happy Day.

3 10. 2 15. 3 30. 2 75. 3 80. 3 90. 3 20. 3 10.

JAXON

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



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



Single box.....	3 00
5 box 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, 100 bars.....	2 50
Good Cheer 60 1-lb.....	3 90

WOLVERINE

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

Scouring.

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

TABLE SAUCES.

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

VINEGAR.

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

SUGAR.

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

Cut Leaf.....	5 37
Domino.....	5 25
Cubes.....	5 00
Powdered.....	5 06
XXXX Powdered.....	5 06
Mould A.....	5 00
Granulated in bbls.....	4 75
Granulated in bags.....	4 75
Fine Granulated.....	4 75
Extra Fine Granulated.....	4 87
Extra Coarse Granulated.....	4 87
Diamond Confec. A.....	4 75
Confec. Standard A.....	4 62

No. 1.....	4 37
No. 2.....	4 31
No. 3.....	4 25
No. 4.....	4 25
No. 5.....	4 25
No. 6.....	4 12
No. 7.....	4 06
No. 8.....	4 00
No. 9.....	3 87
No. 10.....	3 87
No. 11.....	3 81
No. 12.....	3 75
No. 13.....	3 69
No. 14.....	3 63
No. 15.....	3 12

WICKING.

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

Fresh Meats.

Beef.....	5 @ 6 1/2
Fore quarters.....	3 @ 4
Hind quarters.....	6 @ 5
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.....	6 @ 5 1/2
Shoulders.....	6 @ 6
Leaf Lard.....	6 @ 6

Mutton.

Carcass.....	5 @ 6
Easter Lambs.....	10 @ 10

Veal.

Carcass.....	5 @ 6
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Candies.

Stick Candy.

Standard.....	6 @ 7
Standard H. H.....	6 @ 7
Standard Twixt.....	6 @ 7
Cut Leaf.....	7 1/2 @ 8 1/2

Mixed Candy.

Standard.....	@ 7
Leader.....	@ 7 1/2
Conserve.....	@ 8
Royal.....	@ 7 1/2
Ribbon.....	@ 7
Broken.....	@ 7
Cut Leaf.....	@ 7
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.....	@ 75
Gum Drops.....	35 @ 50
Licorice Drops.....	1 00 @ 50
A. B. Licorice Drops.....	@ 50
Lozenges, plain.....	@ 55
Lozenges, printed.....	@ 60
Imperial.....	@ 60
Mottos.....	@ 65
Cream Bar.....	@ 60
Molasses Bar.....	@ 50
Hand Made Creams.....	80 @ 80
Plain Creams.....	60 @ 80
Decorated Creams.....	@ 60
String Rock.....	@ 60
Burnt Almonds.....	1 25 @ 55
Wintergreen Berries.....	@ 55

Caramels.

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

Fish and Oysters.

Fresh Fish.

Whitefish.....	Per lb. @ 8
Trout.....	@ 8
Black Bass.....	@ 12 1/2
Halibut.....	15 @ 10
Ciscoes or Herring.....	@ 4
Bluefish.....	@ 10
Live Lobster.....	@ 15
Boiled Lobster.....	@ 17
Cod.....	@ 10
Haddock.....	@ 8
No. 1 Pickerel.....	@ 6
Pike.....	@ 7
Smoked White.....	@ 7
Red Snapper.....	@ 7
Cold 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.....	6 1/2
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
Cocoa Nut Taffy.....	8
Coffee Cakes.....	8
Frosted Honey.....	11
Graham Crackers.....	8
Ginger Snaps, XXX round.....	6 1/2
Ginger Snaps, XXX city.....	6 1/2
Gin. Snps, XXX home made.....	6 1/2
Gin. Snps, XXX scalloped.....	6 1/2
Ginger Vanilla.....	8
Imperial.....	8
Jumbles, Honey.....	11
Molasses Cakes.....	11
Marshmallow.....	15
Marshmallow Creams.....	16
Pretzels, hand made.....	8 1/2
Pretzettes, Little German.....	6 1/2
Sugar Cake.....	8
Sultanas.....	12
Sears' Lunch.....	7 1/2
Sears' Zephyrette.....	10
Vanilla Square.....	8
Vanilla Wafers.....	14
Pecan Wafers.....	15 1/2
Fruit Coffee.....	10
Mixed Picnic.....	10 1/2
Pineapple Glace.....	15 1/2

Grains and Feedstuffs.

Wheat.

Winter Wheat Flour.

Local Brands.

Patents.....	4 00
Second Patent.....	3 50
Straight.....	3 30
Clear.....	2 90
Graham.....	3 25
Buckwheat.....	3 00
Rye.....	2 05
Subject to usual cash discount.....	

Spring Wheat Flour.

Olney & Judson's Brand.

Ceresota, 1/2s.....	4 05
Ceresota, 3/4s.....	3 85
Ceresota, 1s.....	3 90
Ball-Barnhart-Putman's Brand.....	
Grand Republic, 1/2s.....	4 05
Grand Republic, 3/4s.....	3 95
Grand Republic, 1s.....	3 40
Worden Grocer Co.'s Brand.....	
Laurel, 1/2s.....	3 90
Laurel, 3/4s.....	3 80
Laurel, 1s.....	3 70
Lemon & Wheeler Co.'s Brand.....	
Parisian, 1/2s.....	4 05
Parisian, 3/4s.....	3 90
Parisian, 1s.....	3 90

Entire Wheat Flour.

as follows, delivered in Grand Rapids:

Wood.....	4 00
10 lb. cotton sacks.....	4 00
1-lbs.....	3 85
1-1/2s.....	3 75

Meal.

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

Feed and Millstuffs.

St. Car Feed, screened.....	13 25
No. 1 Corn and Oats.....	12 50
No. 2 Feed.....	12 00
Unbolted Corn Meal.....	12 25
Winter Wheat Bran.....	9 00
Winter Wheat Middlings.....	10 00
Screenings.....	8 50

The O. E. Brown Mill Co. quotes as follows:

Corn.

Car lots.....	31
Less than car lots.....	32 1/2

Oats.

Car lots.....	21 1/2
Less than car lots.....	24

Hay.

No. 1 Timothy, ton lots.....	13 50
No. 1 Timothy carlots.....	12 00

Fruits.

Oranges.

Fancy Seedlings.

Medt. Sweets.....	
150-176-200.....	4 50
Messinas 200s.....	

Lemons.

Strictly choice 300s.....	@ 3 50
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.

Fancy Seedlings	
Medt. Sweets.....	
150-176-200	4 5

Bicycles

The Wheel and Its "Environment."
Written for the TRADESMAN.

There has probably never been an innovation in the development of civilization that has been a greater disturbing element than the bicycle. This fact is a necessary consequence of the rapidity with which it is becoming the universal vehicle. The disturbing influences of the tremendous rush in the manufacture, and the no less tremendous rush in the sale, with the consequent diversion of funds from usual channels, have had vast influence in the commercial world not altogether the most favorable. Of course, the unfavorable influences are but temporary—when the wheels are paid for the paying of other obligations will be resumed, as well as the buying of most of the ordinary luxuries which its purchase has supplanted. Thus the business of the jewelers, the booksellers, the confectioners, etc., which was never so dull as now, will gradually return to normal conditions as soon as the demands of the wheelmakers are satisfied. It is predicted by many that the disturbance in the saloon trade will be permanent—a calamity which will have to be borne as philosophically as possible—and that the tobaccoists' trade is likely to suffer longer than others, as there seems to be an incompatibility between smoking and wheeling.

In many ways the wheel is felt, temporarily at least, to be an intruder. Just now much attention is being given to the problem of its regulation in cities and villages. There is, of course, a conservative element which is long in accustoming itself to the celerity of the new traveler. Such are startled by its meteoric appearance and cannot be persuaded but that there is great danger to all concerned in its mad career. This sentiment has been greatly increased by the selfish recklessness of a few riders, until all sorts of ridiculous restrictions and regulations are being advocated and put upon the statute books. For instance, the ordinance being considered by the Council of this city limits the speed to ten miles per hour in any part, and to six miles—once and a half the pace of a rapid walker—on the principal streets. Every practical wheelman knows that such limitation is ridiculous and cannot be enforced, and, indeed if it could be, would not be desirable as serving the end of keeping the streets as clear as possible and traffic moving. The slower a wheel moves the longer it is in the way, and to keep all those on Monroe street in a funeral procession of six miles per hour, necessitating frequent dismountings on account of blockades, etc., would greatly increase the confusion. By increased celerity of movement the wheelman is able to avoid blockades, and is much less in the way than if such a provision could be enforced. But the condition is new, and the average councilman, whose privileges, such as gratis street car tickets, if not prestige and dignity, preclude the use of the wheel, thinks the only way is to hold down the speed. The prohibition of rapid, reckless riding is all right; but to hamper the movements of wheels by such extreme measures is calculated to defeat the object to an extent that will become manifest as the wheel and its surroundings become more reconciled.

Other attempts at regulation show that there is yet much incompatibility. Thus, in the same ordinance, it is pre-

scribed that the wheel shall not go on any sidewalk or parkway intended for pedestrians, and the ordinance also provides that a bell shall be rung thirty feet away on approaching pedestrians. To every wheelman the ridiculousness of such a provision is manifest. Suppose that the pedestrian is crossing the street and that the wheel is to pass fifteen feet back of him, the rider must attract his attention by the ringing of his bell. It is, of course, desirable to require a suitable bell, and its ringing when necessary; but unnecessary ringing only tends to disconcert the pedestrian and should, rather, be forbidden. An amusing result of this provision in the pending ordinance was the equipment of several wheels with as large and loud gongs as could be procured. The consequence was an amendment to the ordinance limiting the bells to a diameter of three inches.

Another ridiculous provision of the same ordinance is that wheels shall not be pushed along the walks. The attempt to enforce such an ordinance resulted, in some of the larger cities, in the carrying of the wheels on the shoulder of the wheelmen, which did not materially help matters. This prohibition is ridiculous and will be impossible of enforcement.

It must, of necessity, take time for the wheel to come into harmony with its surroundings. The most serious factor in the disturbance it is creating in its use is that the riders are, as yet, mostly learners. This condition will rapidly change. The riders of the future will be far more expert with the wheel, for so great a proportion of them will have grown up in its use. It is astonishing with what skill and celerity the average rider already manages its quick manoeuvres; but those who have learned as adults are bunglers compared with those who made it an accomplishment in youth. Then the public will be more accustomed to it—indeed, most of the public will be riders.

Principal characteristics of the wheel of the future will be quickness and availability. Recklessness or annoyance will be forbidden, but such limitations of speed will not be tolerated. The responsibility for accidents will be put upon the wheelman, and no "scorching" will be allowed; but the main object to be gained, in the use of mechanical aids to individual progression—that of quick and safe transit—will not be hampered by needless restrictions.

NATE.

Some calculations have been made of the carrying strength of the pneumatic-tired bicycle as compared with that of other vehicles. It is said that a bicycle carries seven times its weight ten miles an hour, while a freight car carries only twice its own weight at an average speed of twenty miles an hour.

John M. Miller, a Chicago engineer, has a scheme for providing a perpetual spring and summer for Montana, North Dakota and Minnesota, by building a wall from the Rockies to the head of Lake Superior.

The consumption of wheat in Britain is reckoned at six bushels per head per annum, which, on the basis of an estimated population of 38,900,000, makes a total consumption of 233,400,000 bushels.

Debs is variously called an organizer and disorganizer of labor; but it is all the same to Debs, who is getting along very well without laboring.

Gerald FitzGerald,
Attorney at Law
50 W. Bridge St.,
Grand Rapids.



Dodds' Utility
Cycle Seat

Mfg'd by Alexander Dodds,
Grand Rapids.

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

BUILT for BUSINESS

It always pays to buy the best, and doubly so when the best costs no more than one not so good. The

GARLAND

is the highest type of standard high grade bicycles. Being one of the handsomest and prettiest wheels, it is the lightest and strongest.



We want a few more good live agents. It is worth your while to write us for catalogue and discounts. First come, first served.

C. B. METZGER,

SUCCESSOR TO

PENINSULAR MACHINE COMPANY,

GRAND RAPIDS, MICH.

HELICAL HELICAL HELICAL HELICAL HELICAL

HELICAL TUBE PERMIERS!

SELLS EASILY
FOR.....\$100

49 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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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.

OF NO MORE VALUE.

How the Old "Ordinary" Has Nearly Disappeared.

The old and unsolved mystery as to what becomes of all the pins is really not so difficult of explanation as a more modern question of like form. What has become of all the old-fashioned high bicycles—the "ordinaries," as they were christened when the safety began to supersede them? Pins are comparatively easy to account for, but how could hundreds and thousands of machines like the wheels used ten years ago have disappeared so swiftly and completely from the face of the earth?

It is a rare sight now to meet with one in the city streets, or upon the roads most frequented by riders. The man bold enough to exhibit himself upon the "ordinary" knows that he must be stared at by every passer-by and must run the gauntlet of the ever-present small boy's not too gentle criticism. Consequently, there are few of him—so few that he cuts no figure whatever in accounting for the missing wheels.

Occasionally a boy may be seen struggling upon the lofty perch of one of the ancient models, but this is almost as unusual as to see a man riding one. There is a strong probability that, if all the cellars and garrets and old store-rooms could be searched, they would yield up a goodly number of the lost machines. Especially would this be the case in the country towns, where people have more spare room for "glory-holes" than do city folks.

"I'll tell you what has become of the high wheels," said a leading bicycle dealer. "A good many of them are being ridden with great zeal at present by the negroes in the South. The price has finally come down to suit them—that is, there is practically no price at all—and they seem to get plenty of sport out of the old machines. You see, they are not particular about the fashion of the day. In parts of the West and through the backwoods districts there is a sprinkle of the 'ordinaries.' I have often noticed them, as I was passing through the country, standing in railway sheds or near the stations. I suppose there are plenty stowed away in barns and lofts.

"There is absolutely no sale for them here. They had a reign of just about twelve years, 1878 to 1890, when the 'safety' came in. Generally speaking, you can't even give them away now, as a Boston house discovered last spring when it threw a lot of them out into the street. The newsboys and bootblacks came along and kicked at them scornfully, but scarcely a boy condescended to take one home. Probably most of them have been broken up for old junk."

The way in which the mighty have fallen in respect to prices may be grasped by a single comparison. At the height of their popularity the old machines sold for from \$50 to \$175, with \$150 as the average for a strictly high-grade wheel. At an auction in Chicago last year hundreds of them were disposed of for 50 cents apiece.

One rather odd use to which a few of them have been put is that of serving as signs for stores where bicycles and their accessories are kept. This is becoming more noticeable as time goes on, giving rise to the suggestion that the high wheel may in time be regarded as the peculiar symbol of the cycle trade, as the pestle and mortar now indicate that of the pharmacist.

It is a mistake to suppose that the old machines can ever be used again in the construction of the present wheels. All the parts, from the least to the greatest, are of so much heavier and clumsier workmanship that there is no place for them in the new and graceful designs. There is no way, either, of remoulding them so that they will answer the purpose.

W. S. Maltby, the well-known trick rider, when asked about the difference between riding a high wheel and a safety, said:

"In some respects the old model was more troublesome. One required a good deal more confidence to induce him to get up so high, and there was constant danger of taking headers. On the other hand, the machines were much easier to steer, because the rider's seat was directly above the large front wheel. They were not nearly so sensitive to disturbing influences, and only a very poor bicyclist would be in danger of losing his balance. I think they allowed a little more opportunity, too, for fancy work. But for ordinary riding, they were dangerous and are well displaced by the safety."

Another man who was graduated from the old style into the new expressed the same opinions about the steering qualities of the former. He said that a good rider, in the days of the "ordinary," could sit still on his wheel and maintain his equilibrium.

"But going up-hill was heart-breaking work," he added. "The machine weighed at least sixty pounds, and when you came to an ascent which the modern wheelman would laugh at, you simply sighed, got off and laboriously walked the bicycle to the top. Small stones that a safety would run over with scarcely a jar would upset the high wheel in a twinkling. It was an unusual thing for a rider to get home after a trip without having taken at least one desperate 'header.'"

A New Invention.

Written for the TRADESMAN.

As if disheartened in his unsuccessful attempts to gain possession of the earth and its gold fields, the Englishman has been trying to see what chances of gain there are in other directions; and the result is the manufacture of silk out of wood pulp. It is not claimed, as yet, that the occupation of the silkworm is wholly gone; but British sympathy for that long-overworked creation has resulted in a commercial article that is just as good as silk for many of the purposes for which the genuine article is used. For working up with the real article it is found to be serviceable, and the fact that it can scarcely be distinguished from the product of the worm, and so sold at a substantial profit at a much lower price, is a sufficient reason for an extensive manufacture of the article.

Dress goods and other fabrics from "wood silk" have already made their way into the London shops, and, from the reception it has received there, it is safe to infer that the new material, like the New Woman, has come to stay.

It seems that the discovery of the process was made by a Frenchman, Count Hilaire de Chardonnet; and its manufacture was established in 1893. The threatened prosperity of Lancaster led to a discussion of introducing the manufacture of the new article into that city, resulting in securing certain concessions and the erection of suitable buildings near Manchester, England, for the purpose.

It remains to be seen what effect the increased manufacture will have on the general market. If any reliance may be placed upon public opinion in regard to the manufacture of shams, there are entirely too many of these already. The history of oleomargarine and filled cheese is not wholly pleasing, and it will not help matters to add to the number of manufactured shams. The old story of 'the shoddy of rebellion days

comes painfully to the front; and, while the wood-pulp silk may not be the cause of so much suffering as the shoddy-made clothing then produced, it has in it all of the offensive elements which made the shoddyite an object of aversion, if not of contempt. With another adulteration added to the list, the sham-world shouts lustily, "Next!"

REUBEN M. STREETER.

EXCELSIOR BOLTS WANTED

We are in the market for 500 cords of basswood excelsior bolts, for which we will pay spot cash on delivery. For further particulars address

J. W. FOX EXCELSIOR COMPANY,
GRAND RAPIDS, MICH.

YE GODS AND LITTLE FISHES

When this company purchased a car of Holland granulated sugar, a few weeks ago, at ½ cent per pound under the price asked by the American Trust, we regarded the matter simply as a straightforward business transaction.

We were mildly surprised when the Secretary of the Michigan Wholesale Grocers' Association called us up by phone and proceeded to discipline us.

Shades of Moses! Wasn't that a position to place an American citizen in, more especially one who loves "Old Glory" for the very breath of freedom which pervades its folds!

When any Trust or any combination dares to dictate to this company in such a high-handed manner, we resent it as a menace to our liberty and an insult to our American manhood, and we will see them eternally damned before we submit to any such dictation.

No wholesale grocer in Michigan shall be allowed to buy foreign sugars under the penalty of——?

Talk it right out, gentlemen of the Trust, and we will meet the issue in a square-toed manner.

THE JAMES STEWART CO.,

(LIMITED)

SAGINAW, MICH.

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.

Duplicating Sales Books

We carry in stock the following lines of Duplicating Sales Books, manufactured by the Carter-Crume Co.:

J Pads
Acme Cash Sales Book
Nine Inch Duplicating Book
Twelve Inch Duplicating Book

We buy these goods in large quantities and are able to sell them at factory prices. Correspondence solicited.

TRADESMAN COMPANY,
GRAND RAPIDS.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, June 20—The market situation remains about the same as during the past fortnight. No great amount of activity prevails and the general situation is very listless. Coffee is, nominally, unchanged. The amount of the product changing hands is not large and purchases made are, seemingly, only for present requirements. Invoice value of Rio No. 7 is 13½¢ nominally. The amount afloat is considerably less than a year ago, being 329,135 bags, against 579,228 bags.

There is nothing doing in teas and the market is as flat as a pancake. Auction sales are fairly well attended, but most of those there seem to go to see others bid. Prices are as low as ever and the quality is such as warrants no better prices. On the street the volume of business is small for the average grades. Of course, the very best teas bring good prices and are sought after; but this is the exception.

Granulated sugar has taken a drop and at this writing is held at 4.94¢. The situation is quiet, with few transactions of any magnitude. Deliveries are promptly made and the outlook is for an even market for some time. Dealers anticipate a greater demand, however, as soon as the canning season fairly opens, but it is a good time to buy now.

The amount of trading in rice during the week has been up to the general average and, while more orders might easily have been taken care of, dealers are, apparently, quite well satisfied at the turn of affairs. Offerings of domestic have been fair in volume and prices are well adhered to. Reports as to the growing crops indicate a need of moisture. Quotations are unchanged and, in fact, there has been scarcely any appreciable difference made for a month.

In spices transactions are small in volume and at low prices; yet matters might be worse. There is some life to the market and, as the season advances, the situation seems to grow better. Many little "jobs" can be picked up here and there and something might be saved by "shopping;" still, the amount likely to be involved is so small that the buyer takes what he wants from reliable dealers and lets it go at that.

For really good grocery grades of molasses there is sufficient enquiry to keep things moving and the tone of the market is encouraging. There is little if any accumulation of the better sorts. Grades a little off are slow of sale and low in price.

In syrups sales are few and small in volume. Buyers do not care to carry much stock and, as the hot spell advances, the tendency to curtail purchases becomes more pronounced.

Canned goods are attracting no attention whatever, either for present or future pack. There was a short pack of Early June peas in Maryland and the brokers here acted as though there would be a famine in food products all over the United States; but the storm subsided and prices, even of Early Junes, seem to be about as low as ever.

Dried fruits are dull for all sorts. There is always an apathy in this article during this season of the year. Loss by worms and dampness is so extremely likely that the amount being transferred from seller to buyer is small at best. Quotations are nominal and nothing seems to prove a winning factor in this line.

Butter shows no material change. The market is dull, and the demand is light, but receipts are sufficiently large to prevent any appreciation in values. Best Western creamery fetches 15@15½¢. Under grades are moving slowly.

Cheese is steady and in comparatively good request. Prices are unchanged and the export trade is quiet.

Eggs are quiet. The market shows no material change and best Western stock is held at 12@13¢.

When extra fancy lemons can be purchased at \$3@3.50 per box, it would seem to be a good time to buy. That's

what they are now and the town is full of stock. If not full of fancy stock, it is amply supplied with lemons of almost that grade. Oranges are steady and seem to be getting into better shape. Pea beans bring 95¢@\$1. Medium, \$1; Marrow, \$1@1.10. The market is dull.

If the peddlers of this city are not restricted in some way, it looks as if the small retail grocer will be forced to the wall. The latest addition to the ranks of the itinerant vender is a dusty-lunged individual who hawks jelly and preserves through the byways of the town.

An enterprising individual who runs a bootblacking stand far up town hangs a sign on the wall on his chairs each Saturday which reads: "Flowers given away with every shine to-morrow." And his customers on Sundays are each presented with carnations for their buttonholes, and he provides a gorgeous supply that permits of the choice of white or pink or scarlet or dark red.

A good many families in New York and Brooklyn have been surprised this spring by receiving letters from well-known dry goods houses offering to permit them to open accounts without the formalities and statements which, as a rule, are the preliminaries to such a privilege. The offer was a result, partly, of the growing keenness of the competition among the big stores, partly of the desire to get new business, and partly of the desirability of credit customers. Every large house would prefer to do business on credit with payments monthly rather than on a cash basis, for the sales are apt to be larger and the customer can be held more faithfully to his or her allegiance; so that all sorts of privileges and favors are extended to credit customers. Not so much risk as might seem is involved in the apparently broadcast offers of accounts which are being made, for the reason that only those families are selected which have some member with a rating in Dun's or Bradstreet's; and this is a solid citizen. Indeed the offers of credit are intended to tempt the imagination of the female members of the family more than anything else.

Woman as Bank Cashier.

From Business.

One of the characteristics of the New Woman, we believe, as commonly recognized, is her push and enterprise in business directions, her ability to take care of herself in the sense of support, and her general independence of man. It was not very long ago that the woman stenographer was a novelty. A woman book-keeper was also rare until quite lately, but more recently we have ceased being surprised at anything that a woman accomplishes in business. Among the recent announcements of woman's success in the business field is that of Miss Emma Anderson, in the capacity of Cashier of the State Bank of Ottumwa, Iowa. Miss Anderson has served in this capacity, as we are informed, for nearly two years, and for two years prior to her promotion was employed by the institution over which she now presides as book-keeper and stenographer. It would seem, therefore, that she has fairly earned her present position. Miss Anderson is a native of Ottumwa, and is a graduate of the Augustana Business College, of Rock Island, Ill. The bank over which she presides is incorporated under the laws of the State of Iowa and does a large commercial business. In the account which reaches us the statement is made that Miss Anderson is, in fact, the cashier of the bank, and exercises that supervision of the business, even to the management of the cash and the time-lock on the vault, and all other duties that usually devolve upon cashiers. Miss Anderson is of Swedish extraction and, it would seem, comes of a business family. A sister of hers is a book-keeper in one of the largest dry goods houses in the town of Ottumwa.

Advertising goods is the best medicine that can be given to a sick business.

The poor man is never sued for breach of promise.

Don't Be a "Claimer."

From the Philadelphia Grocer.

An interview with a leading local wholesale grocer last week developed the fact that there is in the world of retail grocers a class known as "claimers," who are familiar to the wholesale houses as men who may be expected to claim a reduction or rebate on every order.

No retailer who has an atom of self-respect will be guilty of this practice. It is all very well to make a just claim when the goods are damaged, or not equal to sample, but it appears that some retailers conscientiously make a claim on every order they get, no matter whether there is any foundation for it or not. One of these professional "claimers" asserted recently, in the hearing of a gentleman who informed the writer, that he "expected to pay his rent out of claims."

The usual method of this species of retailers is to write the wholesaler after the receipt of goods that they were not equal to sample, and the contract price would not be paid. The wholesaler, reluctant to pay the return freight on the goods, often makes the concession rather than have the bother of having them returned. One retailer ordered a certain brand of goods from a local wholesaler recently, and his order was filled exactly. In a day or two a letter was received by the jobber stating that the goods were inferior, and offering to "keep them at a discount." The jobber refused this peremptorily and ordered the goods returned, whereupon the retailer replied that "some of it had been used, and could not be returned."

Several other similar instances might be cited. One retailer in Richmond, Va., ordered some goods of a local jobber at a very low price and, when the goods were shipped, claimed that they were inferior and offered 25 per cent. under the original price, which was declined and the return of the goods compelled. These goods, by the way, were of a standard brand which neither varied in weight nor quality. In his letter making the claim, the retailer took occasion to mention the freight rate from Richmond to Philadelphia.

Still another retailer ordered two certain brands of standard goods which rule at a certain price. The goods, with bill, were sent, and the retailer replied in a letter containing two clippings from two private price lists, in which the jobber had for some reason heavily cut the price of these two articles. A check was enclosed for an amount which these two kinds of goods would have cost at the cut-price jobber's. The original wholesaler returned the check and insisted that the bill be paid as rendered, which was finally done after some correspondence.

Don't get a reputation as a "claimer." It is a very unfair and dishonorable practice to the wholesaler, and will do you a great deal of harm in the end.

Is Fruit Canning on the Wane?

Many believe that fruit canning has reached its limit. The smaller inland towns and mining camps will doubtless have to depend for some time yet upon hermetically sealed goods for their winter supply of fruits and vegetables. But the superior transportation service from large market centers to nearly every town of importance, and the improved methods of packing, rapid transit and refrigerator cars bring the possibility of fresh fruits and vegetables to nearly every consumer adjacent to the lines of our great railway systems. It is a great question with canners having millions of money invested in plants in various parts of the country whether the further development of these already improved conditions will not seriously curtail the demand and requirements for canned products.

Novel New Soap.

A French chemist has made a blue soap which will render unnecessary the bluing in the laundry. In ordinary soap he incorporates a solution of aniline green in strong acetic acid. The alkali of the soap converts the green into blue.

WANTS COLUMN.

BUSINESS CHANCES.

FOR SALE—GENERAL STOCK OF GOODS, consisting of dry goods and boots and shoes, cheap for cash, at Munith, Mich. Stock invoices \$3,500; old established trade; leading store in town. Address L. C. Townsend, Jackson, Mich. 55

\$25 CASH WILL BUY A REMINGTON typewriter in first-class condition. Thum Bros. & Schmidt, Grand Rapids, Mich. 54

FOR SALE—FOR SPOT CASH ONLY, AT A bargain, a stock of shoes in elegant condition; will invoice about \$1,500; no culls or chestnuts; all spring stock except about \$200. Don't answer unless you mean business; no trades. Address No. 53, care Michigan Tradesman. 53

FOR SALE—A BAKERY, DOING WHOLE- sale and retail business. Best location in Grand Rapids. Address S. A. Potter, 500 South Division street, Grand Rapids, Mich. 52

FOR SALE—A CHOICE LINE OF CLEAN drugs and medium-priced fixtures. Will invoice about \$1,500. Must sell, owing to bad health. Might take sound trade. For particulars address Decker & Slaght, Agents, 74 Monroe street, Grand Rapids. 58

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, invoicing about \$1,500, in best city in Northern Michigan. Best of reasons for selling. Address Drugs, care Michigan Tradesman. 42

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; 40 men employed in factories; good farming country 'round about. Terms easy, part cash. Address No. 45, care Michigan Tradesman. 45

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

MISCELLANEOUS.

WANTED—AN ASSISTANT REGISTERED pharmacist. Address No. 57, care Michigan Tradesman. 57

BRICK STORE FOR RENT, NASHVILLE, Mich. Best opening in State for general stock. Address W. A. Aylsworth, 79 Clark street, Chicago, Ill. 56

A GOOD PHYSICIAN (REGULAR GRADU- ate) 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 fleece lined; 30 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., New-yrigo, Mich. 48

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

FOR RENT—CORNERSTORE WITH SHELV- ing, counters, etc. Excellent location for first-class grocery. Danton 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 Cogle Brothers, 178 South Water Street, Chicago, for daily market reports. 38

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. 861

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.
Ypsilanti, Mich.