

MICHIGAN TRADESMAN

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TRADESMAN COUPONS

A BUSINESS SUGGESTION.

Written for the TRADESMAN.

One of the results of education is to make men dissatisfied with the present and optimistic as to the future. Knowledge gained by investigation and comparison sometimes reveals conditions that become less desirable as they are better understood. The citizen of today, were he put back into the first half of this century, would feel very uncomfortable with his environment. This is especially evident when we consider the fact that both individual and collective progress has ever been in a direction that leads, through industry, freedom of thought and action, and wise systems of National enterprise, towards the goal of general prosperity.

Errant follies of factions have only generated centrifugal force enough to attract attention, and perhaps to disturb, for a time, the forward movement of the conservative mass. But its course has never been materially hindered or changed, because the business intuitions of our people have steadied, if not controlled, the vagaries of enthusiasts and calmed the elements of danger in the presence of every important crisis. Still, crude theories are ever in process of development, bringing us face to face with new schemes of Utopian policy that, if brought to the test of actual experiment by the whole, might eventually arrest true progress and end in social and business calamity.

Since we cannot afford to allow every plan or theory of small minorities—based, as they are most commonly, on ignorance of history or long-established precedent—to control National policy, would it not be advisable to set apart a certain part of our wide domain as a proving ground, wherein the practical value of each theory might be tested on a small scale? In originating large manufacturing enterprises, it is often necessary to disburse much money upon preliminary experiments, to determine the most practical and profitable methods of production, before expending large capital in constructing the plant. This business wisdom may be safely imitated in the more extensive field of National enterprise. The colonizing habits of the American people—in building up communities having such common interest that each reform would have undisturbed opportunity to develop all the good claimed for it, or, on the other hand, would furnish an object lesson as a warning to others—make this plan feasible.

One of these advertised plans of economic reform may yet be brought to a test in the State of Delaware, if the efforts of its supporters shall be crowned with success. For months they have been carrying on a campaign of education there, with the view of controlling a field wherein the single tax theory can be practically applied. Should they prevail, we will, no doubt, have opportunity to see how the new system of taxation will work when unhampered by adverse conditions.

If it were not for constitutional restrictions, it might be well to test the sound-

ness of the radical silver theory in the same way—perhaps in Colorado, where the unanimity of sentiment on this problem is overwhelmingly in one direction. According to the reasoning of its advocates, silver and gold can be kept at the old parity of ratio if free coinage is restored by Congress, without regard to the action of other nations with which we have large commercial dealings. Ergo, a state of the union, supposing it to have autonomous powers, especially as to coinage, can as easily maintain such parity of value by its own unaided efforts, without regard to the financial conditions existing in other states. If not, why not? It would surely save endless discussion of an unsolved problem, cost less to try the experiment and disturb to the least extent the business of the country; and the results should be as conclusive as if the test had been made on a larger scale.

As to socialists and anarchists, a patriotic boycott would better meet their deserts, since they form an element that can never assimilate with the citizens of any civilized government. If their beliefs could be safely allowed to bear fruit, the most suitable spot on the earth's surface for them to operate is some island in mid-ocean—one of volcanic origin and action would be nearer in harmony with the character of the colonists there congregated.

We have had, hitherto, some party eruptions that, like boils on the human system, passed through the usual changes of pathological condition until absorbed by the healthy tissues of the body politic. It is unfortunate that they have not served as a restraining influence on generations that followed. But, so long as men, individually, prefer the wisdom bought only by personal experience, a nation, being but an aggregate of the individual, is apt to suffer, at times, from a like mental obtuseness.

The above suggestions may seem chimerical by daylight to many of my readers. But are they more so than scores of theories urged upon public favor, whenever opposed by disputants in the ardor of debate? To all mercantile men every economic plan of reform, however exploited and championed, must be a matter of personal interest. Without being an active partisan, he yet cannot refrain from forming an opinion concerning its merits, and deciding whether it may or may not conflict with commercial prosperity, the true touchstone of a nation's progress.

The business man, therefore, may well keep cool amid the war of conflicting opinions, for this is a large country, with a grand destiny before it, and it includes a large body of conservative citizens who are in the habit of thinking twice at least on questions vitally affecting the prosperity of all.

PETER C. MEEK.

The worst debts are not the uncollectible ones, but those contracted to maintain follies.

More galling than the great ills of life are its small jealousies.

THE REACTION IN SUGAR.

The extent of the recent decline in sugar was such as to produce a feeling of profound depression in sugar circles all over the world. Without apparently any real change in the statistical position, prices declined fully a cent a pound within the space of a few weeks. Such a decline naturally represented an enormous shrinkage in the value of stocks of sugar held on speculation.

The principal cause of the heavy decline was the forced sale of the liberal stocks of beet sugar accumulated in Hamburg. These stocks had been accumulated in expectation of a sharp advance which it was believed would follow the passage of the new German sugar-bounty law. No such improvement followed the passage of the law, however, owing to certain changes made in the character of the bill and the date on which it was to take effect; hence the liquidation by the disgusted speculators.

The greater part of the decline having been caused by forced sales, it was reasonable to suppose that, as soon as the weakly-held stock was again in strong hands, prices would react, as nothing in the statistical position warranted the extensive decline which took place. The advance of last Friday would seem to point to the probability that the reaction has commenced. How far prices will now go on the up turn it is difficult to foresee; but the facts of supply and demand would seem to warrant a very considerable improvement over existing values.

The season is now at hand when usually the largest consumption of sugar is experienced, namely the fruit season. Owing to the shortage in the Cuban crop, the ordinary sources of supplies of raw sugar depended upon at this season of the year have been already exhausted. Now that it is evident that prices have commenced to react, there is likely to be a brisk demand from all quarters, as there has hitherto been much holding back in the hope that prices would go still lower.

The outlook for supplies for next season does not point to a superabundance. The beet crops of Europe promise a probable increase of 600,000 tons if the weather continues favorable. This increase will not off-set the shortage which is likely to be experienced in the Cuban crop. By the time the next season arrives the world's visible supply will have been decreased to a point where the stocks will cease to be a source of weakness.

Poor Recommend for the Husband.

"No," said Mrs. Trett, "I always do my own shopping, and always buy the supplies for the kitchen. I can't trust my husband to do anything of the sort. He hasn't a bit of judgment. A dry goods clerk or a grocer can poke any kind of stuff off on him at twice its value."

"That's the way with some men," responded the caller. "By the way, what is your husband's profession?" "He runs a business college."

Bicycles

Wheelways and Road Improvements.

Until quite recently the influence of the wheel has been given almost entirely to the general improvement of highways, without special regard to its own peculiar needs further than the securing and maintaining of reasonably smooth and hard road surfaces. It is generally conceded that the modern movement in systematic road building in this country is the result of the demands of the wheel, beginning in the days of the high "ordinary," in the vicinity of the larger cities of the country, notably Boston, and greatly increasing and spreading through the wider influence of the "safety." Among direct results of this influence organizations have been established in a large proportion of the counties and towns of the country for the purpose of securing systematic improvements, and many of the state legislatures have taken favorable action in the same direction.

Recently, however, the movement is assuming a new and more selfish, or at least more narrow, form. Instead of striving to secure the improvement of the whole broad highway through the enlistment of the interests of the communities to be benefited, it is turning its attention in the direction of securing, by direct action, suitable paths by the roadsides for its exclusive use, except as incidentally they are shared with the pedestrian. The reason for this change in the movement seems to be that, while the general improvement of roads is progressing as rapidly as could be expected, it is yet far too slow to meet the requirements of the rapidly multiplying wheel.

Thus local organizations are being instituted, largely for the purpose of prosecuting this feature of improvement. Already these have built paths sufficient to demonstrate the practicability of such work. A path is completed to connect Kalamazoo and Battle Creek which makes a trip between those cities "a dream of pleasure." While this kind of improvement is new, and the science of such path-building scarcely formulated, it has been found that the expense is comparatively light, and the organizations and enterprises are rapidly increasing.

The first such enterprise is just being instituted in this city. While its objects will be the securing of the rights and advantages of all wheelmen in general, its specific work will be the building of such pathways. The first projected is the one between this city and Holland, about thirty miles. Although the project is only a few days old, the first general meeting of the organization not having been held, several thousands of dollars have already been secured, showing a sufficient interest and co-operation of wheelmen.

Some of the periodicals devoted to the interests of road improvement have deprecated this phase of the movement, fearing that the diversion of interest would be at the expense of the prime object of securing good highways for the whole country. It seems to me this fear is without foundation, for the reason that the good roads movement is now on a foundation independent of the special demands of the wheel. The education in that direction has progressed until the future is assured. And whatever loss there may be in the direct influence by the adoption of paths will be made up in the good results of the

improvement of these. Slight though such works may be, they will be object lessons in every community through which they may pass, that will result in a great impetus to the general road movement. Then the nature of the work of general improvement is such that direct contributions from wheelmen for that purpose could not be secured; the new paths are to be built by direct contributions from wheelmen, so that the work will not be at the expense of existing resources for road work.

On the whole, the new movement promises to be of importance in the securing of suitable wheelways, and at the same time will be a valuable auxiliary to the greater work of securing suitable permanent highways for all purposes.

NATE.

News and Gossip of Interest to Dealer and Rider.

It is with considerable amusement that one reads a discussion in an English paper on how to put a stop to "scorching." Over there they call it "furious" riding. A plan which seems to meet with favor is the compulsory displaying of a number which shall be registered with some official. The idea is that if a bicyclist is going at a "furious" pace his number will be taken, and a policeman will go to his home and arrest him. It is suggested that this number be painted on both sides of the gear cover, most bicycles in England being equipped with this accessory. But it would be difficult to read this number on a swiftly moving bicycle; so another plan urged is that a plate bearing it be suspended from the rear of the saddle. Then the number would be visible as the rider sped away. Of course, there would have to be a regulation that coatrails be worn so short as not to hide this plate. However, if a man was violating the law by going at an illegal pace, he would be willing to violate it some more by covering his number. Besides, at night the whole regulation would be useless, and it is at that time that "scorching" is most dangerous.

* * *

It is agreed that the best plan is to stop the bicyclist. At the meeting of one Town Council in England an Alderman gravely proposed the use of a "man catcher," consisting of a bamboo hoop fastened to the end of a fishing pole. Another worthy thought there should be a law empowering any one to throw a stick at the wheels of the bicycle, in order to stop the "scorcher." A Texas cowboy, with a lasso, would do well at this game. The complete success of the experiment of a police bicycle corps in New York ought to prove a valuable hint to the English authorities. Cycling circles are thoroughly stirred up over the question, and Sir Matthew White Ridley, the Home Secretary, has addressed communications on the subject to local officials and to cycling clubs in various parts of the kingdom, with a view to hitting upon some feasible and effective remedy.

* * *

The accounts of certain cases in which persons were fined recently in England for fast riding indicate that the usual pace over there is more rapid than it is here. Thus there was great indignation because a woman was fined ten shillings and costs merely because she indulged in a speed of fifteen miles an hour in a suburb of Bristol. Policemen in citizens' clothes timed her over

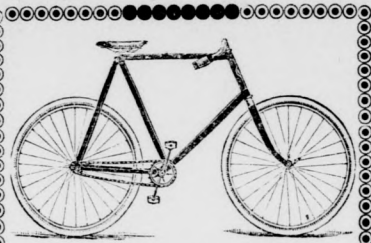
a straightaway stretch of three-quarters of a mile, and the accuracy of their evidence was not disputed. Complaint was made, however, because there was no testimony to show that she endangered anyone by her act. Three Birmingham riders denied indignantly that they were riding twenty miles an hour, as charged by the police. They told the magistrate that they were going only seventeen miles an hour, but admitted having run into a policeman. A reprimand and a fine of five shillings and costs were meted out to them.

* * *

The crash cycling suits for men have won much favor, and are worn a great deal. They are pleasing in appearance and cool. For short rides in the city they are specially desirable, but for long tours they are not so good. In a rain storm they are particularly bad. They get soaking wet so readily that they stick to one's body and increase his discomfort. Woolen garments, on the other hand, are a source of warmth in the rain. Women who wear crash skirts say they are exceedingly light and comfortable for hot weather.

* * *

A surprisingly large proportion of women riders do not know how to place the feet on the pedals. It is common on the Boulevard to see women riding with the pedals against the heels of their shoes. This is not only gawkish to look at, but wasteful of energy. The proper place for the pedal to rest is on the ball of the foot. There is greater leverage and more ease in this than in any other position. Another cycling absurdity is high French heels, which are to be seen on some women. It would be superfluous to speak about women's wearing pointed shoes on the



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Write for prices on our

WOLVERINE

A wheel that you can retail at \$50 to \$60 and make good margins.

Also write about our

"AMERICA"
"WORLD" and
"PREMIER"

\$100 wheels.

ADAMS & HART,

WHOLESALE AND RETAIL BICYCLES,

GRAND RAPIDS.

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.

wheel. Nearly all of them do. The common cycling shoe for men is square in front. Perhaps women find the tooth pick shape comfortable. If they do, there's nothing more to be said.

* * *

That all cyclists are not mere "scorchers," bent solely on covering as many miles as possible, is shown by the bunches of wild flowers which many bring back with them from country tours. The rapidity with which these flowers wilt is the only drawback, but they can often be revived by placing them in water after clipping off the ends of the stems. Of course, they should be plucked on the way home, and as near the city as they can be found. Daisies are remarkable for the length of time they will keep fresh after being pulled. They will sometimes last from one week until another. Wild roses have been at their best lately, but unfortunately they wither almost immediately on being picked. The buds, however, can be brought home in good condition. Honeysuckle is now in rich bloom and is a delight to the eye and nostril of the passing cyclist.

* * *

It seems out of the question to say a final word on the subject of comfortable saddles, as each style has its adherents and opposers. A man who has tried a good many kinds finds the most satisfactory device to be a piece of felt fastened to the ordinary leather saddle. This felt may be bought of dealers in harness, and should be from three-quarters of an inch to an inch in thickness. The price is \$2 a pound, but four ounces will be found enough. This will be about six inches by eight. The corners can be cut off with a penknife, and the felt shaped to fit the saddle. The longer dimension should be crosswise. Linen tape may be used in tying the felt firmly. Saddles are the source of so much discomfort that this experiment is worth a trial, especially as this particular rider has used the felt some thousands of miles with entire satisfaction.

* * *

The manufacturers of standard bicycles are not worrying nearly as much as some people seem to think. Rumors of price-cutting and failures continue to be circulated. The makers of the high-grade wheels realized that there was to be trouble for some of the many new firms which have sprung up all over the country in the last two years, and they are not at all surprised at the result. Where so many inexperienced people tumble headlong into an enterprise, failure is bound to come to many of them. Then the scramble for cheap wheels this year will be for the benefit of the makers of high-grade machines hereafter. Many veteran cyclists will tell you that at some time in their career they have bought cheap wheels for economy, as they thought. They will then tell you that they will never again buy an inferior article when it comes to cycling. The purchaser is dissatisfied and repairs and vexatious annoyances follow. There will be plenty of high-grade wheels on the market next year, and most will be listed at practically the same prices that they were sold for this season, according to the makers. There will also be many machines which have been listed at \$100 this year which will sell for much less than that price. The reason is that many of them were never really first-class bicycles.

You have no good reason to expect prosperity you do not deserve.

SECRET OF GOOD COFFEE.

Nothing to be Compared With Pure Java.

From the New York Sun.

The coffee expert had finished eating the substantial part of his dinner, and the waiter had just brought to him the first one of his invariable two cups of coffee. The expert poured the hot milk into the coffee, tested the mixture, and his eyes shone with delight as he exclaimed:

"Ah, that's a fine cup of coffee. It is pure Java, and of the best quality, and I think I can guess just how it comes that we haven't the usual mixture to-night."

"You see," he continued, "the coffee we usually get here is a mixture of half and half, Java and Maracaibo—and a very good mixture that is, too—but there is nothing like the pure Java. Now, what has happened is this: The restaurant man has sent in a hurry for coffee at a late hour, and the clerk who was to make the mixture has found the Maracaibo bin empty. So, rather than get out a fresh supply of Maracaibo, he has filled the order entirely from the Java bin. It was easy for him, but rough on his employer, for this Java is worth seven cents a pound more than the Maracaibo."

"What is the best coffee in the world, and where does it come from?" one of his companions asked.

"Java," was the laconic answer.

"But we read in novels about the heroes or heroines sitting down to a cup of the fragrant Mocha, and the term is used with an air of assurance, as much as to say that when it came to coffee there was but one kind and that was Mocha. What is Mocha?"

"Mocha is mostly a tradition and wholly a fraud," declared the expert. "There is no coffee grown about Mocha, but there are Indian coffees shipped from Mocha. The peculiarity of the Mocha of the trade is that it is composed mostly of round berries instead of flat berries of the more perfect coffees. These round berries, or peaberries, as they are also called, are simply ill-grown, imperfect fruit. Most of what is sold for Mocha in the stores is made up from the imperfect berries which have been sorted out from the mild coffees of Mexico and Central America and Santos coffees. In some stores you can buy the genuine Mocha, and when you get it you are worse off than if you have the imitation."

"How is that?"

"It is sure to be full of Quakers."

"And what are Quakers?"

"The next time you go into a coffee store take up a handful of roasted coffee and spread it out. If it all looks alike in color it is free from Quakers, but if you find here and there berries which are lighter in color than the rest pick them out. These are the Quakers."

"When coffee is gathered, it has about the berries a soft pulp. To get rid of this the berries are put out on mats and left to ferment. This rots off the outer pulp and it can then be got rid of. But this process of fermentation sometimes goes too far and affects the berries. This is more apt to be true with the imperfect berries than with the others. If you will take the Quakers and break them open, you will find that they present all stages of decay. Some of them are merely dry rotted and have no flavor of any kind. From this they will vary until you come to the worst ones, which swell like rotten potatoes when they are opened. One bean of this kind will spoil a whole grinding of coffee, and any coffee with Quakers will be bad. Mocha has more than any other kind."

"But suppose you get rid of the Quakers, how is the Mocha then?"

"Still bad. It has little flavor, and to make up for this lack the dealers give it a very dark roasting. Then they recommend it to people to add strength to the light mild Java. It does add strength to the color of the extract, but that is due entirely to the burnt sugar and starch in the vegetable matter in the bean. Roasted peas would answer the same purpose."

"There are two things which people imagine are guides to the goodness of coffee which are really of no consequence whatever. These are: The color of the decoction and the aroma of the coffee when it is ground or as this escapes from the pot in drawing. The color is due almost entirely to the roasting. This is true also of tea. The finest coffees and teas, when properly roasted and prepared to give out their finest flavors, will color the water but little. The real essences which give the flavor have practically no color."

"The public seemingly knows but little of what the real taste of coffee should be. It confounds the bitter taste of the roasted vegetable matter with the entirely dissimilar flavor of coffee, and learns to like this so much that it insists upon having the coffee roasted so highly that any flavor of coffee which it might have had is driven off. As to the aroma, that is the true essence of the coffee. The reason that this is no guide to the quality of the berry is that there is just as much of this essence present in the rankest coffees as there is in the mild ones. Your nose would be as delighted with the aroma from a lot of fresh roasted Rio coffee as it would with the finest Java. In the coarse-flavored coffees there are oils present which spoil the extract. These oils are more or less volatile, and many of these coffees are improved by keeping them stored in hot places, such as under the roof in lofts for five or six years. Java does not need this."

"Boston and its neighborhood have the best taste for coffee of any part of this country, and New York is next. Boston has its coffee roasted the lightest. We take a medium roast for our ordinary sales; but the Germans want their coffee roasted black. If you want good coffee, go to the dealers of the highest repute and buy nothing but Java. Good coffees are standard as gold, and you needn't be disappointed if you don't get fine Java from a department store or ordinary grocer for 28 or 29 cents a pound when the standard

price is 36 cents. Next to Javas come the Maracaibo coffees, and Santos furnishes some nice mild coffees."

A Contrary Man.

"The most contrary man I ever knew," said Mr. Sizzlington, "was a man who was so contrary that he had to have his watch made to go backward. I never knew how he told the time by it, nor how far wrong he could get by it; but it was a satisfaction to know that twice a day it came right in spite of him."

It is a very common thing for a man who has speculated and lost his fortune to commit suicide. It seems exceedingly cowardly to thus leave his family not only to bear the misfortune of his rash judgment, but the sorrow and shame of such a death; but the man who has not bravery enough to live is generally too selfish to think of others. It is, therefore, reassuring to hear of a better spirit that animates a man in Connecticut. He has decided to commit suicide, as he finds life not worth living; but he proposes to make his taking off a source of revenue to his family. He intends to enter a cage in which live lions are confined and allow himself to be torn to pieces by the beasts. He proposes to charge \$5 a ticket to those who would like to witness the tragedy, the proceeds to go to his family. Now this is something like. A man who intends deserting his family and depriving them of his support should at least try to make them a money equivalent. Let us have fair play, even in suicide.

In Canada no campaign buttons, ribbons nor badges can be worn between nomination and polling day. The carrying of flags as a party badge is also forbidden. The penalty is a fine of \$100 or three months in prison, or both.



HERE ARE MANY lower priced flours on the market than Ceresota.—Note the word **low priced**.—We don't say cheaper; there is a wide difference between **low priced** and **cheap**.

Low priced generally means exactly the opposite to cheap. Don't be led away by tempting offers of something "just as good" at a little lower price. If it **was** just as good it would not be **necessary** to cut under the price of "Ceresota," and the very fact that it has to be sold at a lower price ought to satisfy any one that it is **not** as good. That is perfectly plain, is it not? Much plainer and simpler than the silver question.

Respectfully,

Olney & Judson
Grocer Company

SOLE DISTRIBUTERS.

Grand Rapids, Mich.

Around the State

Movements of Merchants.

Elkton—Deta Schultz has opened a meat market.

Alpena—Daniel Knights, furniture retailer, is out of business.

Elkton—Isabella Cornell succeeds G. B. Cornell in the drug business.

Iron River—John Morrison, retail furniture dealer, is out of business.

Detroit—Nichols & Goette succeed Omer A. Nichols in the drug business.

Galien—Henry Fitterer, baker and confectioner, has removed to Chicago.

Jackson—Enos & Hay, meat dealers, have dissolved, Joseph Enos succeeding.

Jackson—H. A. Grover succeeds Grover & Butterfield in the grocery business.

Algonac—J. P. Stewart succeeds Stewart Bros. in the grocery and meat business.

Benton Harbor—Rowe & Lundy have opened a retail grocery store at 214 Territory street.

Coopersville—M. Durham succeeds Durham & Co. in the elevator, grain and coal business.

Sand Beach—Philip Binkle succeeds Binkle & Gourley in the harness and hardware business.

L'Anse—John Campbell succeeds Peter Ruppe in general trade and the furniture business.

Sand Lake—Hubbard & Latimer, meat dealers, have sold out to Ball, Nough & Co., formerly of Pierson.

Wayland—Wharton & Allen, proprietors of the West Wayland market, have dissolved, Charles Wharton succeeding.

Hancock—John Pinton will continue the hardware business formerly conducted by Jos. Pinton & Bro.

Jackson—Riley & Harrison continue the grocery business formerly conducted by Stephen H. Carroll.

Uby—M. C. Skinner, formerly engaged in the grocery business at Imlay City, has removed to this place.

Galien—W. A. Dunlap, proprietor of the general store of the Dunlap Co., has removed its stock to Battle Creek.

Detroit—Herz & Molitor, First and Grand River avenues, have added furniture to their storage and transfer business.

Jackson—Mills & Smith, formerly engaged in the bakery business, have dissolved. A. C. Smith will continue the business.

Bay City—Anna (Mrs. Samuel) Littauer succeeds Samuel Littauer in the wholesale and retail liquor and cigar business.

Calumet—John Clemo, Jr., and R. B. Mackenzie succeed Werner Nikander in the drug business, under the style of John Clemo, Jr., & Co.

Allegan—Cook, Baker & Co. have added to their lines combination desks, bookcases and secretaries. They are showing twenty-five samples with the Klingman Furniture Co., Grand Rapids.

Detroit—The L. W. Thomm Cycle Co., doing business at 204 Griswold street, has filed a trust mortgage to I. N. Payne. There are five creditors mentioned in the mortgage. The aggregate amount of the indebtedness is \$2,202. The company decided to go out of the retail business six weeks ago.

Saginaw—Lester Hirschowitz, a dry goods dealer doing business on Potter street, has filed two chattel mortgages—one for \$6,127 to William Wolsky, of Clare, as trustee for three creditors, and

the other for \$18,175.80 to the same party, covering the claims of other creditors. His stock will probably not much more than satisfy the first mortgage.

Kalamazoo—The Celery City Cycle Co., consisting of A. J. Holmes, F. W. Holmes and F. W. Allen, has turned its assets over to F. J. Moon as trustee. A chattel mortgage, for \$3,145, on eighty bicycles, machinery and tools at 113 South Rose street was also given in favor of Mr. Moon. The creditors named in the assignment are: Sterling Cycle Works, \$600; Morgan & Wright, \$340; Excelsior Supply Co., \$500; Merchants & Manufacturers Warehouse, \$29, and Barker & Hamer, \$138. The assets are said to exceed the liabilities. Lack of capital to carry a large number of contract sales was the cause of the failure.

Manufacturing Matters.

Parshallville—John Bickhart, miller, has sold out and removed to Warsaw, Ind.

Tekonsha—Amy & Phelps, cigar manufacturers, have removed to St. Joseph.

Wayland—C. C. Deane has invented a new hat case which he confidently expects to manufacture and place on the market on a large scale.

Cadillac—The mercantile business heretofore carried on by the Cummer Lumber Co. will be continued in connection with the Cummer & Diggins' lumber interests under the style of E. G. Snider & Co., Wm. Snider, who has had the management of the company's mercantile department for the past ten years, having taken an interest in that department.

Albion—Articles of association of the Albion Milling Company have been filed with the county clerk. The officers of the corporation are N. S. Potter, of Jackson, President; S. B. Allen, Vice-President; L. J. Wolcott, Secretary; H. M. Dearing, Treasurer. W. B. Knickerbocker will occupy the position of general manager, under the direction of an executive committee, composed of himself, John Johnson and H. M. Dearing. The capital of the company is \$120,000, \$80,000 of which is paid in. The mill will be started at once.

Result of the Star Island Meeting.

Detroit, June 27—At the meeting of the Michigan Board of Pharmacy, which was held this week at Star Island, eighty-four candidates presented themselves for registration. Those who succeeded in securing registered certificates are as follows:

Bion Arnold, Denton; Frank C. Hitchcock, Plainwell; William A. Hackett, Detroit; Charles R. Horton, Northville; George M. Heath, Milan; Ernest W. Kurz, Detroit; J. K. Lippen, Battle Creek; Patrick Looby, Detroit; George Lohrsortfer, Port Huron; Frederick C. Manchester, Port Huron; J. J. Masse, Chatham, Ont.; Nora I. Mitchell, Hubbardston; James C. Morrison, Detroit; A. E. Mulholland, Ithaca; George A. McDonald, Detroit; Charles H. Patterson, Jackson; C. W. Townsend, Vandalia; J. J. Van Haaften, Kalamazoo; Clarence A. Weaver, Detroit; George P. Wilder, Albion; Fred F. Wanek, Detroit; Charles A. von Walthansen, Bay City; Frank Yott, Jr., Ann Arbor.

Assistant registered certificates were granted to the following:

Milton D. Bryant, Detroit; Lewis H. Cooper, Fowlerville; Harry E. Fox, Gaylord; John G. Harvey, Detroit; August H. Ludwig, Detroit; Henry Nankervis, Ishpeming; E. W. Wilders, Pontiac.

F. W. R. PERRY, Sec'y.

Monthly Report of Secretary Owen.

Grand Rapids, June 30—Up to this writing 495 members have paid assessment No. 2 for 1896. This is the largest number of members who have ever paid up so soon after the assessment was issued. It bore date of June 15 and is payable on or before July 15. Last year over a hundred of the boys failed to mail their remittances until July 15, so that they did not reach me until July 16. I hope they will do better this time, for, in the event of the death of such a member between noon of July 15 and the receipt of the remittance by me, the insurance would be invalid.

Twenty-one new members have been added to the membership roll during the past month, as follows:

Julius C. Vogt, Saginaw.
Joel R. Gay, City.
Wm. Sempliner, Bay City.
V. L. Garand, Detroit.
Chas. E. Leach, Eau Claire, Wis.
A. A. Weeks, City.
E. B. Gillett, Muskegon.
W. H. Price, Lansing.
H. C. Malory, City.
G. W. Lampkins, Chicago.
W. L. Atwood, Belding.
R. B. Parmenter, Jackson.
J. F. Case, Saginaw.
M. J. Wrisley, City.
H. Rosenthal, La Forte, Ind.
Hal. D. Chapman, Chicago.
Chas. T. Riley, Cincinnati.
J. J. Granville, Saginaw.
S. S. Ramsey, Portland.
W. A. Pitcher, City.
A. P. Prosser, City.

The list of honorary members now comprises 134 names, as follows:

I. F. Anderson, Wayne.
Wm. Addison, Battle Creek.
W. L. Andrews, Williamston.
A. T. Bliss, Saginaw, W.
S. Blackmore, Vassar.
V. K. Brown, Carson City.
E. D. Bennett, Cassopolis.
S. Beatty, Utica.
Bailey Bros., Ionia.
C. Burke, Cadillac.
J. Burt, Capac.
H. E. Brown, Memphis.
J. Brownell, Central Lake.
J. F. Bower, Mendon.
E. J. Brant, Benton Harbor.
J. Bailey, South Haven.
W. P. Beyer, Detroit.
Z. E. Briggs, Stanton.
W. R. Billings, Holland.
F. G. Bennett, Galesburg.
J. D. Billings, Traverse City.
W. S. Barringer, Jonesville.
S. O. Bush, Battle Creek.
C. A. Brink, Lakeview.
W. H. Barney, Muskegon.
E. C. Compton, Reed City.
D. A. Casterlin, Charlotte.
E. Chiritree, Harrisville.
H. C. Crosby, Hartford.
J. W. Calkins, Clare.
W. Cortright, Newaygo.
W. J. Chittenden, Detroit.
W. M. Comstock, Niles.
E. Carl, Harrisville.
J. De Haas, Fremont.
M. Dill, Lake Ann.
G. W. Doliver, Niles.
A. M. Decker, Lakeview.
J. M. Dodge, St. Johns.
G. H. Day, Mt. Pleasant.
C. D. Farr, Sturgis.
J. J. Freeman, Marcellus.
G. J. Filmore, Quincy.
J. Fisher, Detroit.
F. Giddings, Lawton.
J. D. Gleason, Milford.
A. J. Godsmark, Battle Creek.
J. Green, Battle Creek.
Geo. Hook, Battle Creek.
J. R. Hayes, Detroit.
Fred. Hotop, Kalamazoo.
E. J. Holland, Bellevue.
E. C. Hinman, Battle Creek.
W. P. Hetherington, Belding.
L. C. Handy, Mancelona.
L. L. Homer, Chesaning.
Mrs. E. Howe, Midland.
H. D. Irish, Grand Haven.
F. H. Irish, Grand Haven.
N. C. Johnson, Bay City.
W. H. Jay, Imlay City.
F. B. Jones, Fenton.
Ed. Killeen, Manistee.
F. Kohl, Quincy.
J. B. Kelly, East Jordan.

M. V. Lott, Three Rivers.
F. Lyon, Saginaw.
Jas. Lyle, Fife Lake.
M. Lignian, Bellaire.
Chas. Lyon, Roscommon.
F. H. Latta, Battle Creek.
W. H. Lewis, Ypsilanti.
V. A. McIntyre, White Cloud.
T. M. Millikin, Sebewaing.
C. H. Mehrrens, White Cloud.
O. F. Millard, Kalamazoo.
H. F. Miner, Lake Odessa.
C. F. Meech, Charlevoix.
D. D. Mitchell, Albion.
Nye & Hamilton, Flint.
M. M. Nowlin, Ypsilanti.
Mrs. S. A. Osmun, Nashville.
H. Oakley, Traverse City.
H. E. Painter, Marshall.
C. A. Patullo, Grayling.
F. J. Parker, Cadillac.
Parker & Son, Hastings.
J. A. Pocklington, Dundee.
S. H. Peck, Petoskey.
J. A. Pearsall, Lansing.
T. I. Phelps, Greenville.
Fred. Postal, Detroit.
G. W. Puefey, St. Johns.
H. F. Palmer, Colon.
W. A. Palmer, Ithaca.
E. M. Richards, Battle Creek.
H. A. Read, Ludington.
G. F. Renaud, Detroit.
John Robbins, Manchester.
C. B. Rogers, Springport.
Mrs. B. A. Rhine, Delphi, Ind.
M. Staebler, Ann Arbor.
A. E. Smith, St. Louis.
J. W. Smith, Rochester.
M. D. Sly, Romeo.
G. M. Shillinger, Standish.
W. M. Springseen, Litchfield.
H. Stone, Homer.
A. A. Sheldon, Mendon.
W. M. Spice, St. Ignace.
R. W. Swayze, Lowell.
F. B. Stearns, Big Rapids.
E. A. Shafer, Northville.
Jas. Stoken, Caro.
Smith & Roe, Pontiac.
J. H. & W. C. Swart, Detroit.
F. Sandburg, Shelby.
A. C. Stephens, Ionia.
B. T. Skinner, Battle Creek.
G. W. Trumble, Evart.
J. R. Trimble, Mt. Clemens.
Dick. Townsend, Ft. Wayne, Ind.
J. R. Thomas, L'Anse.
A. S. Thomas, Durand.
A. Vincent, St. Joseph.
T. Wentworth, Lansing.
A. L. Wilcox, Benton Harbor.
J. M. White, Howell.
N. A. Waugh, Gaylord.
E. E. Whitney, Plainwell.
H. Whitney, Cedar Springs.
J. F. Wildermuth, Owosso.
E. Woolcott, Watervliet.
W. M. Woodard, Kalamazoo.
GEO. F. OWEN, Sec'y.

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. Herrick'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

Chas. K. Gibson has removed his grocery stock from 53 Pearl street to 559 Cherry street, corner of Packard street.

The grocery stock of Wm. Wienczkawsky, at 693 Broadway, has been seized on chattel mortgage.

Frank Neff has opened a grocery store at Grand Ledge. The Olney & Judson Grocer Co. furnished the stock.

R. Kuiper has opened a grocery store at 395 Ottawa street. The Lemon & Wheeler Company furnished the stock.

J. W. Brubaker and Arthur Seymour have formed a copartnership under the style of the Boston Tea Co. and opened a tea and spice establishment at 85 Canal street.

On and after July 1, subscribers to the Red Book in Michigan will be served from the office of the Commercial Credit Co. A complete record of reports is now on file there.

Outside buyers who represent a circle of retail dealers are beginning to be seen on the morning market. They come to Grand Rapids because they can secure a full line of fruit and produce without any trouble. While they could, perhaps, buy one or two lines of produce a little lower at small points remote from a large market, the extra freight on less than carload shipments and the expense of traveling around from place to place to secure the necessary assortment amount to much more than the disparity in prices.

The status of the market bonds has undergone no change. After the first firm which had bidden for the bonds declined to accept them, as it was enabled to do on account of no forfeit having been submitted, it was awarded to the next highest bidder. After several weeks' correspondence this firm, evidently not succeeding in placing the bonds at a sufficient profit, also declined to accept them. They were then awarded to the third firm, which seems likely to complete the deal, having made a payment thereon. It is an insult and disgrace to the city to thus have its bonds apparently hawked about and begging for acceptance. The asking of bids without requiring a deposit permits irresponsible brokers to submit bids with a view to making profitable sale of the bonds if they can, or otherwise failing to take them. Such an opportunity to bid against the future in the bond market costs them nothing and the chance of making a margin is worth their while. These bids were over \$1,200 and \$500, respectively, above the price that is finally realized. In the meantime the improvement of the market site is held in abeyance. Just why it is necessary that the cash for the bonds shall be on deposit before the plans are formulated is not apparent to the outsider, and the impatience increases that nothing is done in the direction of making the investment yield returns and provide a suitable place for the early morning merchants.

The Grain Market.

The weakness in the wheat market continued throughout the week. Cash wheat closed about 3c lower and future wheat about 2c lower than it opened. It is unnecessary to enumerate the causes, as they have been given often heretofore. However, the main factors for the decline were the small exports, the

large receipts and the small decrease in the visible, which was only 957,000 bushels, against 1,664,000 bushels the corresponding time last year, leaving 47,860,000 bushels of wheat in sight, or 3,229,000 bushels more than last year, and with the harvest nearly two weeks earlier. The fine weather and the fact that Russia is offering wheat for less than the United States also helped to depress prices. The foreign advices regarding the present crop show up some better than heretofore. For the present, at least, there is nothing in sight to lift wheat much above the present values.

Corn and oats, owing to the extreme dull times, with no demand and hardly any trading, have fallen off. Corn has declined 1c per bushel, while oats are off fully 3c per bushel in the open market.

The receipts during the week were: wheat, 28 cars; corn, 7 cars, and 12 cars of oats—quite a large amount of oats.

The millers are paying 55c for wheat to-day.

C. G. A. VOIGT.

Put the Hour of Mailing on Your Orders.

Written for the TRADESMAN.

According to the rule lately inaugurated by the sugar refiners, the price ruling at the time a mail order is mailed to a jobber is the price at which such sugar must be billed. For instance, an order is mailed at 9 a. m., June 26, and reaches the jobber at 10 a. m., June 27. The price ruling at 9 a. m., the 26th, will be the price at which the sugar will be billed, no matter what it may be at the time the order reaches the jobber. If dealers, in ordering sugars, will always put the hour of mailing on their orders, it will assist the jobber very materially in making the correct price.

Orders given to traveling salesmen are subject to the same rule. Supposing the price of granulated at 9 a. m. June 26, is 5.25, and a traveler takes your order at 10 o'clock, naming 5.25 as the price. An advance of $\frac{1}{8}$ c may have taken place at 9:30, of which he had, at the time of taking your order, no knowledge, in which case the jobber will advance your price $\frac{1}{8}$ c. If a decline of $\frac{1}{8}$ c has taken place, he will lower the price in like degree. The traveler virtually has no authority to make a binding price. This may seem, at first, arbitrary, but jobbers have been unable to buy of refiners on any other terms for years, and, as it applies to either an advance or decline, it is eminently fair to all concerned.

HEMAN G. BARLOW.

Flour and Feed.

A change has come at last and, in place of dull, dragging markets, there has been considerable enquiry and a disposition to buy more freely than for weeks past. The trade has, evidently, come to the conclusion that flour is cheap, and to secure a fair supply of choice old wheat flour for July business is, no doubt, a wise thing to do.

The winter wheat crop is being harvested and is, perhaps, the most irregular and uneven as to yield of any crop grown for many years. The perfect weather of the past few weeks has ensured for Michigan, not only a better yield, but grain of much better quality than was looked for in May. The grade of Michigan flour this year will be of superior quality.

Feed and millstuffs are in better demand, with prices unchanged for the week.

WM. N. ROWE.

Purely Personal.

Wm. Sandell and C. E. Hill have formed a copartnership and engaged in the banking business at Belding under the style of Wm. S. Sandell & Co.

Fred R. Fuller, formerly engaged in the drug trade at Newberry, but more recently in charge of his father's drug store at Traverse City, died recently at Chicago from the effects of an attack of typhoid fever.

Henry C. Waters, senior member of the hardware firm of H. C. Waters & Co., at Paw Paw, was recently married to Miss Cora B. Nelson, of the same place. Over 100 guests were present to assist in celebrating the event.

Marion F. Nichols, Ph. C., prescription clerk for Paul V. Finch, was married to-day to Miss Maggie Muskopf, of Beach City, Ohio. The ceremony took place at the residence of the bride's parents at Beach City.

Gaius W. Perkins, President of the Grand Rapids School Furniture Co., has invited a number of friends to take a bicycle run to Cascade Springs on the morning of July 4. The party will meet at his residence at 181 Fountain street at 6 o'clock, taking breakfast at the Country Club.

G. H. Gates, formerly Cashier of the Bank of Morenci, has disposed of his business interests there and August 1 will become a citizen of Detroit, where he assumes a responsible position with C. J. Whitney. His brother, W. R. Gates, Jr., will take his place in the clothing house of E. B. Butler & Co., and his interests in the Bank of Morenci have been purchased by the other partners.

High Priced, but Cheap.

The Duplex Egg Carrier is not a "cheap" carrier, in the common acceptance of the term "cheap." It is the highest priced carrier in the market when first cost is taken into consideration, but it will be found the cheapest in the end.

It is high priced, because it is well made, of the best possible material—hard wood; dovetailed and nailed corners; fillers made of papier mache thoroughly saturated with asbestos, making it waterproof, so that it may be cleansed, in the event of its becoming soiled, by simply turning hot or cold water on it; the cover hinged to the body of the box and, when closed, locked with a device at once a marvel of strength and simplicity, which does away with all loss of time in looking for a detached cover and in finding a string and tying, as with the ordinary egg box.

The Duplex Egg Carrier is cheapest, because it is best. With ordinary care it will last a lifetime. It has no ordinary strawboard fillers to wear out in a few weeks; no coil springs to lose their elasticity and become useless. If it should become rained on, the only effect will be to clean it, as it has no cloth cover to become detached and spoiled.

One dozen of them will outlast twenty dozen of the other egg delivery boxes on the market.

Fourth of July Excursion Rates.

Excursion tickets will be sold by the Grand Trunk Railway system, lines west of the Detroit and St. Clair Rivers, July 3 and 4, good to return up to and including July 6, at rate of one and one-half cents per mile each way for the round trip, between all stations.

Good dollars and good sense are the forces that turn the wheels of the mills.

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

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

SUCCESSFUL SALESMEN.

F. C. Eberling, Representing John H. Eberling, of Green Bay.

Frederick C. Eberling was born in Green Bay, Wis., June 15, 1868, his antecedents being German on both sides. His father was a miller by trade before he removed to this country, while his grandfather was a miller for over half a century in the German Empire. He attended school at Green Bay until 19 years of age, when he went into the mill then conducted by his father, as shipping clerk. Two years later he was promoted to the position of traveling salesman, which he has filled to the satisfaction of all concerned for the past seven years, during which time he has covered the trade of Northern Michigan and Wisconsin. During the past few months he has extended his trade into Ohio, Indiana and Western Pennsylvania, in consequence of which he is considering a change in his headquarters, but whether he will conclude to locate at Grand Rapids or Toledo has not yet been fully decided upon.

He is an Odd Fellow and a third degree Mason, having only recently entered the circle of the latter fraternity. The combination at Green Bay is an exceptionally strong one, the elder Eberling having grown gray in the milling business. The eldest brother, John H. Eberling, Jr., has charge of the motive power and the city trade of the mill, being a practical mechanic and electrician. The second son is Frederick, who sells and superintends the placing of the goods. Will T., the youngest son, has the management of the office and has charge of the book-keeping and credit departments.

Mr. Eberling attributes his success as a salesman to the fact that he is a thorough master of the business, having a complete understanding of all the processes by which the golden grain is turned into the flaky flour. Like his father and his father's father, he is steady-going, conducting his department of the business with as much seriousness as though he were the representative of a foreign country.

Grand Trunk Railway System—Excursions.

Account of Fourth of July, excursion tickets will be sold to all points July 3 and 4, good for return until July 6th.

Chicago and return at \$3.90, good going July 3, 4, 5 and 6, and good for return until July 12th, account democratic National convention.

Buffalo and return at \$12.30, good going July 5 and 6, and good for return until July 12, or by depositing them with joint agent at Buffalo, an extension of time can be had until Sept. 1, account National Educational Association.

Washington, D. C., and return \$17.50, account Young People's Society of Christian Endeavor, good going July 4, 5, 6 and 7, and good for return until July 15th, or by depositing the tickets with joint agent time can be extended to July 31, 1896.

For full particulars apply to any agent of the D. & M. R'y, or at the city office, 23 Monroe street.

JAS. CAMPBELL,
City Pass. Agent.

Every Merchant

Who uses the Tradesman Company's COUPON BOOKS, does so with a sense of security and profit, for he knows he is avoiding loss and annoyance. Write

TRADESMAN COMPANY, Grand Rapids

MEN OF MARK.

Sherwood Hall, Sole Owner Brown, Hall & Co.

Sherwood Hall was born at Mobile, Ala., Aug. 14, 1849. His father was a descendant of the famous Hall family of Ireland, while his mother was a member of the no less celebrated McCammon family of Scotland, the union of Irish Catholic and Scotch Presbyterian blood resulting, as might readily be imagined, in a man of strong individuality, positive likes and dislikes and untiring energy.

Mr. Hall attended the public school of Mobile until the breaking out of the war, when he entered the St. Joseph Catholic College at Spring Hill, Ala., pursuing his studies there until 1865, when he tried his hand at several avocations, including that of ticket agent on the transfer steamer St. Elmo on the Mobile and Montgomery Railroad. In 1868 he went to Minnesota and worked a year on a farm, returning to Mobile the year following. The demoralization incident to the war and the subsequent reign of the carpet bagger were decidedly discouraging to the aspirations of a Southern youth, and it is no wonder that he should look beyond the Mason and Dixon line for a location in which to display the ability and energy of which he felt himself possessed. He arrived in this city May 6, 1870, and immediately entered the employment of his uncle, who at that time was conducting a saddlery hardware business under the style of Brown & Foster, the latter member of the firm being the late Wilder D. Foster, founder of the present house of Foster, Stevens & Co., whose memory as an enterprising citizen and sterling business man is still cherished by all who knew him.

Mr. Hall worked one half day in the store, which was then located on Canal street, spending the remainder of the day in the business college of Swensberg & Parish, learning to keep books. Mastering the science of book-keeping after six months' application, he was given the position of book-keeper for the firm, which he filled to the satisfaction of all concerned for several years. On the death of Mr. Foster, in February, 1873, his half interest in the firm was purchased by Mr. Brown and Mr. Hall, Mr. Brown furnishing the money and taking Mr. Hall's notes for a fourth interest in the business. The firm name at that time was changed from Brown & Foster to M. P. Brown & Co. In 1878 Mr. Hall increased his interest from one-quarter to one-third, and in 1882 Mr. Hall secured another third interest in the business, the other third being purchased by Martin L. Sweet, at which time the firm name was changed to Brown, Hall & Co. During the past week Mr. Hall has succeeded in purchasing Mr. Sweet's interest in the business, so that he is now sole owner and manager of the business, which he proposes to continue under the same style as before as a compliment to the founder of the house. Owing to the peculiar turn Mr. Sweet's affairs have taken, it would be only following precedent and the usual custom for Mr. Hall to permit the firm to go into liquidation and then buy up the assets at his own price; but the sterling qualities inherited from his Scotch-Irish parentage led him to disregard the suggestions of his friends and the advice of his attorneys and to insist on paying for Mr. Sweet's interest all that it was actually worth, thus making a considerable ad-

dition to the fund which will finally be distributed among Mr. Sweet's creditors. At no stage of Mr. Hall's career have the rugged honesty and sturdy determination of the man been more strongly exhibited than in this instance, where he could have added very considerably to his own possessions by pursuing the usual method of buying in assets at a low valuation, because one of the partners was so unfortunate as to be compelled to go into liquidation.

A marked peculiarity of the house is the length of time the employees usually remain. Hermanus Hondorp, the present shipping clerk, has been identified with the house since 1873. John Grootman, one of the traveling salesmen, has been constantly in the employ of the house in one capacity or another for the past eighteen years, while Horace Shields is the third book-keeper the

community for the past twenty-six years affords an excellent example of the rewards which come to a man who selects his business with care and stays by it early and late, through thick and thin, through sunshine and storm, until he achieves the fullest measure of success. Positive in his convictions, strenuous in asserting his own ideas, with little sympathy for those who do not agree with him on most points connected with politics and the everyday affairs of life, Mr. Hall, nevertheless, possesses a wide circle of friends, who rejoice with him in his prosperity and who will be glad to note still further evidences of success.

When a Kansas man gets rich and wants to put on style, he doesn't spend his good money on fast horses, or fine pictures, or yachts. He blows it in on



SHERWOOD HALL AND FAMILY.

house has had in the past twenty years.

Mr. Hall was married Jan. 8, 1879, to Miss Annie Lowe, daughter of James Lowe and granddaughter of the late R. E. Butterworth, founder and godfather of Butterworth Hospital. The wedding ceremony was somewhat peculiar, in that it was solemnized in the Methodist church by a Baptist clergyman with the Episcopal service. Five children have blessed the union—one girl and four boys, the former being 16 years of age, while the boys range from 14 to 7 years. The children have been brought up with a view to making strong men and women of them, physically, and no better examples of rugged childhood are to be found in the city. The father is devoted to his family, and it is a common remark at Ottawa Beach, where the family spend the summer season, that, but for Mr. Hall's stature and age, it would be difficult to determine, from his actions when playing with his boys, which is child and which is man. The family reside in a handsome home at 250 South Lafayette street, and during the summer season at Ottawa Beach, where the children possess a handsome steam launch, the "Annie Lowe," and numerous other appliances and implements dear to the heart of childhood.

When asked to what he attributed his success, Mr. Hall dismissed the subject by the three words, "Sticking to it," subsequently adding, "and to the careful training received from the late Marcus P. Brown;" and his career in this

a cyclone cellar. He knows the little "funnel-shaped" cloud will supply all the excitement he needs, and running for the place of safety will keep him in exercise. The latest triumph in this kind of architecture is a cyclone pit which a wealthy Mr. Christie has just completed. It is dug down below the cellar of his house, and framed in with heavy and beautifully polished oak logs. In it are stored canned foods, cigars and reading matter, so that the occupants may amuse themselves while the clouds roll by. As it is possible that debris from the house would cover up the cyclone pit in case of a blow, dynamite and picks and shovels are also kept in the pit, and there would be no trouble about getting out. Mr. Christie feels now that he is prepared to lead the best Kansas society, and to give a storm party at a moment's notice.

Long distance telephones have been placed in the smallest Swiss villages, making it possible to communicate from one end of the country to the other. The fee ranges from two to eight cents a message. It is needless to remark that the Bell company does not have a monopoly of the telephone business in Switzerland.

The pen that makes too free with other people's names is apt to be the forerunner of the prison pen.

A good sign of prosperity is the ability to sign a check that will be honored.

Saving a Client.

From the Pittsburgh Dispatch.

The ethics of the difference between the professional opinion of a paid advocate and the honest conviction of a learned man were set forth by a well-known English barrister who died recently. The story is not to be found in the reminiscences which he published shortly before his death. It was a case of murder, and the client and counsel were closeted together.

"Smith," said the barrister, "of course I know you didn't murder the man, but, as a matter of fact, did you do it with the butt end of a revolver or with a stick?" "Sir," said Smith, "I swear I am innocent." "I know that perfectly well, but you must tell me. For, if you did it with a revolver, I shall say to the prosecution, 'Produce the stick!' and if you did it with a stick I shall say, 'Produce the revolver!'" The client paused and scratched his head meditatively. "It was the butt end of a revolver, sir." "That's right!" said the counsel; "I think I can get you off now."

Lucky Thirteen.

From the Washington Evening Star.

"I believe that the number 13 brings me good luck," said P. T. Thornton, of Louisville, at the Metropolitan. "I don't know whether or not it was because I was born on the 13th of the month, but I have watched it for years, and whenever there is a combination in which 13 appears it is a lucky one for me. I am as much of a crank in favor of the number 13 as any one can possibly be against it. If I am having a dull business on the road I ask the hotel clerks to give me room No. 13. It is remarkable how many hotels there are that have no room with that number, and I am told that I am the only man who ever asks for a room with that number. Most men object to being given such a room."

California Orange Season Closing.

The orange season is practically at an end in California. There are a few scattering carloads of Mediterranean Sweets, St. Michaels and Valencias still to go forward, but all of the Navels have been sent East. About 5,600 carloads have been shipped, and the early estimates varied between 8,000 and 10,000 carloads. The prices realized have been the best for the past five years.

Combinations on manufactured products are causing new concerns to come into the field, whose equipment will soon be paid for, as they are enabled to run to their fullest extent and make large profits. As the capacity for absorption by a combination has its limits, even if outsiders are willing to be taken in when they have become well established, it is merely a question of time as to when it will have run its course. Prices are then likely to drop lower than before the combination was formed, as the capacity for production has been greatly increased and the finances of the general trade are in shape to sustain a vigorous fight for a good footing.—Iron Age.

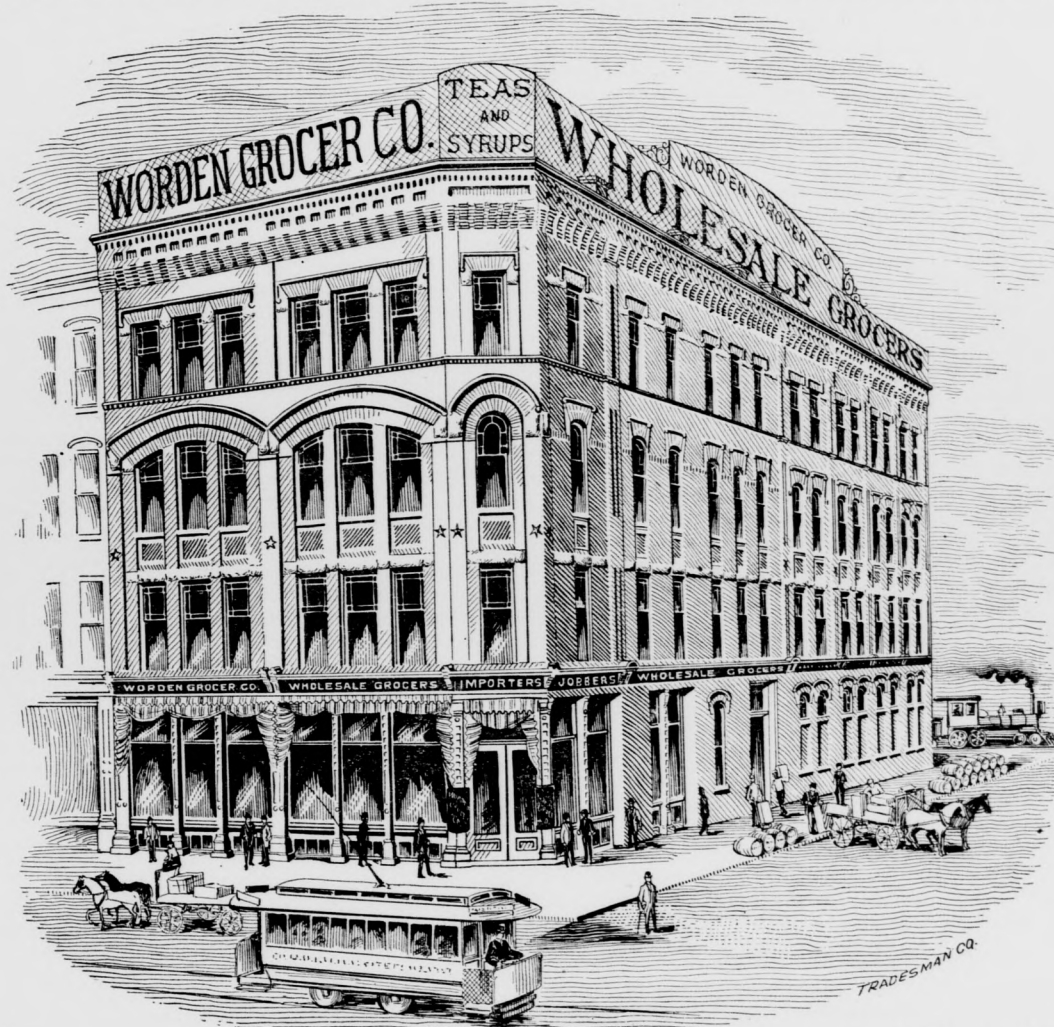
Several manufacturers of Fall River are preparing to urge a curtailment of production by mills in that city, beginning the first week in July and continuing alternate weeks during the summer or until business shows material improvement. It is understood that signatures will be asked to an agreement to shut down, and it is also said that efforts will be made to induce other manufacturers in New England to join the movement. By stopping alternate weeks or by running four days a week manufacturers hope to keep their trained help around them.

The Secretary of Agriculture has again postponed until March 15, 1897, the provisions of the act of March 2, 1895, regarding the inspection and shipment of dressed meat. This is the third time that the postponement of the enforcement of the law has been made upon the ground of its lack of practicability.

WORDEN GROCER CO.

IMPORTERS AND JOBBERS

Corner Ionia and Fulton Streets, Grand Rapids, Mich.



Our New Quakeress Japan Teas

Are arriving and the trade can now be supplied with them. Our efforts during the past year to furnish a high grade Tea direct from Japan have been appreciated by our customers, and we shall continue to import only the highest grades of Teas produced in that country, and always at the lowest prices consistent with high quality. It is our purpose to keep the highest grade of goods in all lines of Groceries that the trade will buy, as it is our desire to fully maintain the reputation we have established for keeping choice goods and for square dealing.

Our stock is full to repletion with seasonable goods, and we want your business.



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E. A. STOWE, EDITOR.

WEDNESDAY, - - - JULY 1, 1896.

SOCIALISTIC TENDENCIES.

The rapid spread of socialistic political doctrines in this greatest of all the world's republics in this age is one of the most startling signs of the apparent failure of a democratic-republican form of government. In the beginning of this republic the ablest men were sent to Congress and to the state legislatures, and were put into all the official places. Consider what wonderful assemblages of great men were the two houses of Congress, even up to the period of the civil war. Every state was represented there by its foremost citizens, and these would favorably compare with the best statesmen of every leading country in the world. The state legislatures were the schools in which senators and congressmen were trained, and every city and country community was sure to be represented in the legislature by its most distinguished and worthy sons.

But those times have passed away. For the past third of a century the public representative assemblages of every sort have been rapidly deteriorating, and there is no promise of any improvement. The people no longer seem willing to follow the men who are most competent to lead them, or it may possibly be that they do not have an opportunity. The politics of every town and community, and it may be almost said of every state, are dominated and controlled by bosses or by powerful private interests.

The consequence is that men of inferior abilities, often of inferior integrity, and commonly men who are subservient to the interests whose creation they are, get into official places and representative positions. Men are put in nomination by political bosses or by great business corporations, and party discipline is invoked to force the people to vote for them, and in this way men are elected to prominent public places when they are able to command no popular enthusiasm and not even public confidence.

When the people come to realize that their alleged representatives are too often the real representatives of trusts, of corporations and of private interests, and when it is seen that the legislation accomplished is less for the public benefit than for private concerns, there is no wonder that a great body of the people would prefer a strong government that would work for the general good, to one which, while pretending to

represent the people, is really the creature of a class.

Here is the cause of the socialism that is so rapidly growing up in this country. It is a popular protest against class legislation. If there had been no congressional legislation and no judicial interpretation of the laws in favor of great corporations, there would be no popular demand for government control of corporations. If there had been no high tariffs to create a wealthy and privileged class of manufacturers at the expense of consumers, there would be, in all probability, no demand by the Western miners for a government bounty on their silver product, and no demand by the debtor farmers of the West for the repudiation of half their debt, and no opportunity for speculators and adventurers of all sorts to seek the disorganization of all business, so that they may prey upon the necessities and profit by the financial ruin of others.

This is the situation which has been caused by the apparent failure of democratic institutions, and it means, sooner or later, the abandonment of those institutions, unless a radical remedy shall be applied. What is the remedy?

The only way in which any effective relief can be got is in the patriotism, the honesty and public spirit of the people. Bribery of public officials by reputable citizens in order to gain favors and advantages in legislation must come to an end. Citizens of good position must refuse to profit by corrupt and unlawful acts of public men. Official honesty must be considered as sacred as is private honesty. Nominations for office must be made in primary elections, which are guarded by the same laws as are used for the protection of public elections, and good citizens must consider it a paramount duty to take an active part in the nomination and election of officers.

These are practical remedies in the power of the people. Will the people apply them? If not, then ruinous consequences must be upon their heads. If the people are not honest enough to maintain their democratic-republican institutions, then those institutions must perish. If the people are not patriotic enough to preserve a government of, for, and by themselves, they will finally see it fall into the power of a wild and furious mob, only, on the rebound of the demand for order and law, to see it seized by a despot. This Government was made by the people. They alone can destroy it.

Much credit is due Assistant United States District Attorney Newnham for the persistent and energetic manner in which he has prosecuted the Lamb gang. With meager evidence to begin with, he has succeeded in diverting to his office a mass of testimony which would engulf less clever criminals in a maelstrom of despair. He has marshaled this evidence with consummate skill and discretion, and to his aggressiveness will be largely due the honor of depriving Grand Rapids of the further operations of the nefarious gang.

There's one thing that every commercial traveler endeavors to secure at any cost—the loyalty of his trade. He never allows his customers to think for a moment that there's another firm in the world that can cater to their wants as well as his.

The way to resume is to resume work.

ENGLAND'S NIGHTMARE.

While it would be going too far to say that England is getting too nervous to "sleep the sleep of the just," it is not too much to say that her slumber has, of late, been interfered with by a prodigious nightmare. The shadow of a paw belonging to a big black bear has haunted—is haunting—her and, with an oppressiveness all too real, rests like a weight upon England's troubled heart. If the dark shadow would only come and go, if now and then a glimmer of the Northern lights could be seen behind it, the phenomenon would not be at all portentous; but the darkness settles down, and that means the settling of the substance which makes the shadow. It means that, in spite of protest, the Russian railroads are slowly and as surely reaching the trade of Persia and Afghanistan. It means that the railroad to Herat is for something more than trade, as the island of Samoa meant something more than a coaling station; and, while it may not mean that Russia has designs on Korea, right there is the place for the harbor which Russia is determined to have, a fact which wrings a groan from the troubled sleeper.

With that object secured, what next? The question is not hard to answer. A government that reaches from the fifteenth meridian on the west to the one hundredth and eightieth does not confine its thoughts to trade alone. The harbor, in a warmer clime, may be an objective point in trade lines; but the conquering of any part of Southern Asia for such a purpose shows plainly that conquest does not intend to stop at any harbor in Korea. With the largest territory in the world, the largest army and the largest accumulation of gold, will the Russian Empire be satisfied with the boundary line between her and China? And will Afghanistan, an insignificant strip of territory between Persia and the Chinese Empire, long remain the barrier between the Bear and British India? The paw of the beast is near enough already for Hindostan to see its gleaming claw. Is it any wonder that England's sleep is disturbed by the incubus that presses upon her?

Russia has shown already what her power is over Japan. And there is no doubt about her intentions in regard to China. And Manchuria has yielded already to her powerful neighbor. Her territory is to be seamed with Russian railroads, to be dotted with Russian fortifications and barracks and the same power is to make use of Chinese harbors as she wills and to monopolize Chinese trade. An army of 100,000 men is to be raised and officered by Russians. What is worst of all, all this has been done in such a way that England is powerless to prevent this evident partition of Chinese territory or secure a slice for herself. In addition to this, there are, to-day, in China, more than a hundred German officers and non-commissioned officers engaged in training Chinese troops; and, as if to add to the troubled sleeper's distress, it is found that important trade concessions have already been granted to firms in Germany.

How much of the real will be found in this hideous nightmare remains to be seen. The growing boundaries of the White Czar have long been a serious cause of unrest to English statesmanship. If, as England fears, the warm harbor in the Pacific is meant for other purposes than trade; if, with that point gained, the southern bound-

ary of Russia is pushed into China as that of British Guiana was into Venezuela, there is reason to believe that the white claw menacing India will be unsheathed, that Turkey will yield still further to the inevitable and that ships from the harbor in Korea will sail from the Yellow Sea to the Red, and be strong enough to force a passage into the Mediterranean, to anchor, at last, at Constantinople, the future capital of the Russian Empire. If this be the burden of England's unrest, it is, indeed, a fearful nightmare, for the waking therefrom will be only intensified by the fact which is rapidly reaching its culmination.

RASCALITY REBUKED.

From present indications the crusade waged against fraudulent commission merchants of Grand Rapids by the Tradesman will culminate in clearing the atmosphere to that extent that it will be impossible for fakirs to thrive in this locality hereafter. B. F. Striffling and J. O. Smith are still fugitives from justice, Frank J. Lamb has been bound over for trial in the United States Court on a charge of fraudulent use of the mails and Chester A. Lamb will, in all probability, be bound over on the same charge before this week's issue of the Tradesman reaches its readers.

One of the most rascally pieces of work ever undertaken was the attempt of Chester A. Lamb to secure his creditors through the medium of his attorneys on 80 acres of land in Newaygo county, which proved to be absolutely worthless. But for the efforts of the Tradesman in ascertaining the character of the property, some of the creditors of Chester Lamb would, undoubtedly, have accepted such security, only to find, later on, that they had been betrayed a second time.

In their solicitude for the welfare and advancement of the "common people," the members of the ministerial profession are very apt to manifest a "zeal not according to knowledge." Educated in the schools and seminaries, where they come little in contact with the realities of life, it is not strange that there should be a lack of practical common sense, that will frequently lead to complications that neutralize their usefulness in the cause of human advancement. The Reverend T. E. Barr, pastor of the First Congregational Church of Kalamazoo, has been the cause of a serious factional fight in his congregation, which has culminated in the termination of his services, on account of his persistence in inviting the co-operation of the labor agitators and union leaders of the city in his religious work, even going so far as to invite the trades and labor council to take charge of his evening services, the lead to be taken by prominent agitators in turn. The people, who come more directly into contact with the average labor leader than a minister is apt to, form a juster conception of the religious and moral character of such representatives of labor, and it is not strange that his parishioners do not take kindly to their prominence in charge of the religious exercises of the denomination. It is, undoubtedly, well that the minister should do his utmost for the advancement of these classes especially, but his preparation for such work should be such as will enable him to discriminate as to the instrumentalities he employs, that his efforts may not be rendered useless through the activities of the self-seeking upstarts of the industrial world.

THE CASE OF GEO. H. SEMPLE.

The case of Geo. H. Semple, who shot and killed President Wyckoff of the Bank of New Amsterdam, New York, because he refused to hand over \$6,000, affords an interesting study for the alienist as well as the moralist. His father went to New York from Chicago twenty years ago, and built up a business that was at first prosperous. Later, however, he met with reverses, and when he died he left very little to his son, who had been reared in luxury, and who, while yet a youth, found himself wholly unschooled in the way of making a living. He was bright and active enough, but he seemed to lack what is known as a "business head," besides being flighty and unstable. He tried various things, and finally secured employment in a department store. In time he became one of the head clerks, and then he engaged in another venture, which was the beginning of more trouble. He fell in love with the daughter of a widow lady of some means. The relatives of the girl objected to the match, because, as they put it, she would "be throwing herself away." But at last they consented, and four years ago the couple were married, Semple then being 25 years old and his wife several years younger.

Marriage with the daughter of a well-to-do widow would generally be considered a lucky venture for a young man working on a comparatively small salary, but it did not prove so eventually in Semple's case. Soon after his wedding he left the store in which he had been employed, and started in business for himself as a cigar dealer. He adopted curious methods to draw trade, one of them being gifts of jewelry to good customers. Once thrown on his own resources, however, ill luck followed him again, and his cigar business proved a failure. He next took the New Jersey agency for an encyclopedia, and about a month ago removed to East Orange with his wife and child. He was sanguine of success, and appeared to be in excellent spirits, but it was noticed at the hotel where he stopped that he played pool much of the time. As another addition to the family was expected soon, Mrs. Semple was persuaded by her mother to come to New York. This she did on June 10, the mother hiring apartments for her near her own. Soon after this, Semple lost his position as a book agent. In the face of his previous failures, he had not the courage to tell his wife of his discharge, so he followed his usual custom of breakfasting and lunching with his wife and mother-in-law in New York and then returning to East Orange. He was apparently cheerful and happy, but he told a business acquaintance that he was brooding deeply over the fact that he was unable to earn money enough to support his wife and child, and that all three were dependent on his mother-in-law. Finally, he became possessed of the mad idea of extorting money from some one, and the result was his assault on the kindly old banker and the taking of his own life.

It would appear that Semple's somewhat flighty mind became still more unbalanced through brooding over what he considered his degrading condition. Otherwise he would have foreseen that, even had he succeeded in getting the \$6,000 he demanded from the banker and escaping, the chances would be slim of his being able to use it without ultimate detection. Yet bolder schemes than the one he attempted have been

carried out by men who were not only sane, but who calculated their chances with the cool shrewdness of unclouded minds. Semple was certainly sane enough to have some pride in himself and to feel humiliated because he was dependent on others. Whether he was in his right mind or not when he assaulted the banker, his case is one of the most curious in criminal history.

THE ANTI-OPTIONS BILLS.

It is a rather remarkable thing that all the arguments made by the promoters of anti-option legislation, whether in the National Congress or in the various state legislatures, are intended to show that the system of trading in futures depresses the value of farm products. All the bills, although drawn up as revenue measures, are meant to totally suppress the "future" system, and the backing received by these bills comes mainly from the agricultural interests.

As a matter of fact, the tendency of all speculation is to enhance the price of products, because it brings into active competition with consumers a vast amount of floating capital which aids in relieving the producers of the burden of carrying their produce until consumers are prepared to take it. The worst that can be truthfully said of speculation is that it sometimes has a tendency to inflate values; but the sufferers from this inflation are invariably the speculators or consumers, and scarcely ever the farmers.

While it is true that the prices for all agricultural products have gradually declined of recent years, it is evident to the most careless student of events that the cause of this shrinkage in value is not speculation or trading in futures, but overproduction and keener competition among the various countries producing exportable surpluses of products, such as grain, cotton and the like.

The main sustaining power for prices during the period when the staple crops are being rushed to market is speculation. Were this withdrawn, and the producers forced either to throw their crops on the market or hold them until consumers should be willing to buy, it is not difficult to understand that prices would be very much lower than is now the rule, while the range of values from the highest during the period when the crop has been nearly disposed of and the time of greatest pressure to sell would be extremely wide. Reference to the statistical tables of prices for leading products during periods prior to the inauguration of the system of trading in futures will show that in those times the range of prices was very much wider than at present, although the production of staple products was very much smaller and approximated much closer the world's actual needs than is now the case.

If any class has a right to complain of the system of trading in futures, it is certainly not the farmers, who have everything to gain from the perpetuation of the system, as its inevitable tendency is to stimulate demand and enhance prices.

ARMING AUXILIARY CRUISERS.

Some years ago the postal subsidy bill was passed, providing for the payment of a subsidy to American vessels for carrying the mails and for entering into an arrangement whereby they were to be examined by naval officers, and, if found suitable, carried on the list of reserve vessels to be used as auxiliary cruisers or transports in time of war. This law gives the Government the

power to take possession of these subsidized vessels upon payment to the owners of their appraised value at the time of taking them.

A number of ships have qualified under this law, and it is believed that the total number is now over thirty. On the list and at the head of it are the New York, Paris, St. Paul and St. Louis, of the American Line, all being splendid vessels, which would make most efficient cruisers and commerce destroyers.

The mere possession of these vessels and their presence upon the reserve roll did not make them promptly available for service in the event of war. There were no guns available with which to arm them; hence they would only be of use as transports. The last naval appropriation bill, however, contained a provision which will, in the course of a short time, correct this defect. On recommendation of the Navy Department, \$400,000 was appropriated for the purpose of constructing guns for arming the auxiliary cruisers, and the department is already taking steps to at once commence work on these guns.

The guns to be constructed for the auxiliary ships will be of the quick-firing type of 6 and 4-inch caliber. These guns will be stored at the different navy yards, in readiness to be mounted on board of the vessels for which they are destined at the shortest possible notice. With these guns, supplemented by a number of small rapid-fire and machine guns, the auxiliary cruisers would be as formidable ships as the average second-rate cruiser, with the advantage of greatly superior speed.

HEATHEN CRACKERS.

The small boy whose patriotism expresses itself on the glorious Fourth in noise and fireworks had better make the most of his opportunities this year. This is the last time when he can purchase burnt fingers and enough noise to run the neighbors crazy for the insignificant sum of a quarter. The manufacturers of fireworks and firecrackers have formed a trust and the price is to be put up. One of the delightful novelties with which the idiotic practical joker will endeavor himself to his kind is a new cigarette. It looks just like any ordinary cigarette, and is put up in the same kind of boxes. The difference is that, when the user takes a puff or two, the loaded cigarette playfully explodes, throwing a small quantity of black powder in the smoker's face. This little pleasantry is considered very amusing, and is a form of wit which will be much in evidence this summer. A trust that puts up the price of firecrackers will be warmly applauded by the adult members of the community. It is to be hoped that prices will go so high they will be prohibitive, so far as the giant cracker is concerned, and that our National holidays will not be made days of terror for nervous people on account of the explosive firecracker which always goes off when it is neither wanted nor expected.

A commercial traveler who has traveled in nearly every country of the world says that he nowhere experienced such extreme cold as in the interior of Labrador. He says that, before milking the reindeer, the milkmaid places a string in the pail, allowing one end to hang over the side. By the time the milking is finished the lacteal fluid is frozen solid and the maid takes hold of the string and, lifting the frozen milk from the pail, throws it over her shoulder and marches to the hut.

His Adventure with a Burglar Alarm.

From the Chicago Daily Tribune.

A large Chicago jewelry house recently appointed a new superintendent. Prior to his arrival the duties of the position were filled by an employee, who was named as assistant superintendent.

All entrances to the jewelry house, the windows, and the vaults are connected with electric wires, which run to detective headquarters and are there attached to a burglar alarm. Something was the matter with the alarm, and it went off of its own volition three times within the week prior to the new superintendent's arrival. As soon as the alarm rang, detectives were sent to surround the store, while one of their number was despatched to the residence of the assistant superintendent, who went down to the store with his keys and admitted the officers.

The superintendent arrived Friday night. The jewelry store closed at noon Saturday. At 3 o'clock in the afternoon the burglar alarm at headquarters rang furiously. Officers went on a keen jump to the store, while another went, as usual, for the assistant superintendent. Some one had heard of the arrival of the recently engaged superintendent, and he was likewise sent for.

The assistant superintendent reached the store first, and found that the burglar alarm had gone on a strike of its own accord again, and the officers were sent back to headquarters. The assistant superintendent went home. In a few minutes the superintendent reached the store, unlocked the door and entered. His opening the door rang the burglar alarm at headquarters once more. Down came the detectives with a rush. They found the stranger superintendent walking around in the store, peeping into this place and that, and here and there trying a vault door to see if it was secure. When he saw the officers he blew them up for being slow, and said that twenty places could be robbed while they were getting around.

"I am the superintendent here," he said, "and this dilatoriness shall be reported."

"Pretty good bluff, that," said a gray-headed detective, "but it won't work. See? You come along with us."

And forthwith they dragged him to headquarters. The superintendent had nothing with him to prove his identity, and he was compelled to submit to the humiliation of being taken under guard to the far South Side to have his character vouched for by a subordinate.

An experiment is being tried in a large Pennsylvania mine which, if successful, will have an important bearing upon the coal mining industry in the future. The mine is worked as far as it is possible to get at the coal available under ordinary conditions. Many large pillars have been left standing because it was too dangerous to try to work them, if not impossible. Throughout this region much valuable coal has been lost from this cause. In his annual report the engineer of the mine estimates that the amount of coal left standing in these pillars is about 35 per cent. It is thought that fully 50 per cent. of this coal can be recovered. It is proposed to bore holes into the workings and then allow them to fill up with silt or fine coal dirt. This will penetrate freely to all parts of the mine, as it will be thoroughly saturated with water before it enters the surface openings. When this silt has become hard the old mine will again be opened up, gangways will be driven through the silt, and the coal which is left standing will thus be reached. The plan has already been tried with success in a small way. If its feasibility in large mines can be proved it will enable many mines to be reopened that formerly cost so much to operate as to leave little prospect of profit.

The Money Question from a Woman's Standpoint.

"Have I an opinion on the money question?" repeated the New Woman, in reply to my query as to her views on the financial outlook. "Why, my dear woman, I've got a million!"

I modestly intimated that one would be sufficient.

"Well, speaking as a woman," she said, setting her immaculate collar and tie, "of course, I'm in favor of paper money. Silver is a nuisance. It ruins your gloves, and it's so bulky it doesn't leave a bit of room in your purse for samples. As for gold or silver as a standard, bless your heart, I don't understand the question a bit better than the men do. I am a gold bug. Now, for heaven's sake, don't ask me why. It is one of the merciful provisions of providence that women are not required to give a reason for the faith that is in them.

"But I tell you what I think is of more interest to women than whether the two great parties declare for free silver or a gold standard, and that is to get the money question settled in our own families. That's where trouble comes in with a 16-to-1 ratio. Half of the domestic unhappiness that you hear of has its origin right there. The monthly bills and the allowance are an unromantic source of discord, but they are the little rifts within the lute that paralyze domestic harmony. Of course, when I speak of domestic unhappiness being caused by money, I don't mean the cases where the wife is wildly extravagant or the husband is a tyrant or a miser. I mean those plain, everyday cases, where a man is a good man, who really wants his family to have things, and provides well, but

where the wife never has a cent of her own to buy a thing she fancies, and where the monthly bills are growled over as a matter of conscience. I know that American men are, as a general thing, generous to their families—in a way. But what a way! Do you know, I often feel like saying to them: 'Gentlemen, will you remember that women are human creatures, with like emotions to yourselves? Could we glory in the independence of American men, without feeling a like desire to be independent ourselves? We despise a man who has little enough spirit to live on the grudging allowance given him by even his father, and it humiliates us to have to go to you and ask you for a quarter for this or a half dollar for that!'

"Yes," went on the New Woman, "no matter how much a woman loves her husband, no matter how devoted she is to her father or brother, to have to go to any man and ask him for money and receive his 'What do you want with it?' is a bitter shame, against which she revolts in her soul. How many women do you know who say apologetically, 'John, I'll have to ask you to give me a little extra; I got so hungry downtown I just had to get me a little lunch,' or 'I asked Mrs. B. to lunch with me. She's been so kind, etc.?' Of course, John, being a gentleman, gives her the money; but think of her having to apologize and explain! Does John have to explain to Mary when he gets his lunch; is he abjectly apologetic when he asks a friend to have a smoke; does he tell her about it in order to explain the deficit in the exchequer? Why, he would get a divorce from a woman who expected it of him!

"It is my lot to be with many working women. Some of them are but illy

paid; some are too frail to work; some have hard taskmasters; but I have yet to find the first one who, in speaking of her lot, did not offset its hardships by saying: 'But, oh, it's so good to be independent—not to have to consult a soul about what you buy, or give any account of what you do with your money. If you choose to wear your old frock and buy a lot of books, or go to the theater, nobody can say a word. It's freedom, and it's worth working for.'

"Now, I do not believe in women's having to work," said the New Woman in an old-womanly way. "I think it's a pity for every one who is forced by circumstances to earn her living outside of her home, but can you blame them? Until men will divide more fairly with their wives, not in the way of paying bills, but in giving them a regular allowance, just so long will women sigh for the opportunity of making money. If you will go to any woman's exchange the managers will tell you they have the hardest time in keeping out the work—the embroidery and tatting and hand painting—of rich women who never have any money of their own, and try to take that way to earn a little pocket money. Why should a woman who keeps house, and attends to a man's children, and receives his company, not be worth the pay of a housekeeper? That's a common sense basis they might figure on.

"I have spoken only of the wives of good men. When you come to the hard-fisted old misers, God only knows what women endure, and where they get the patience to bear it. The other day, in a New York paper, there was a story, the most pathetic, I think, I ever read. It told the story of two women, a mother

and daughter, who came to a New York hotel, and deposited \$1,400 with the clerk, which they told him they would draw against. They were country women, wearing old-fashioned country clothes of poor material. Their hands were seamed with hard work, and their faces etched with the ineffaceable lines of poverty and poor living and privation and dull monotony and despair.

"It was plain that they had come to town to have a good time. They invaded the stores, and in a few days were adorned like Solomon in all his glory. They twinkled with jet and blazed with spangles. They got silk stockings and chiffon parasols, and all sorts of delicate and perishable finery. They went to the theater every evening, and were insatiable in their thirst for pleasure. Every day bundle after bundle came for them to the hotel, and the clerk paid for them out of the money deposited with him, until, at last, in making up his accounts, he ascertained that they had spent all of the \$1,400 and were \$30 overdrawn. He sent for them, and, to his surprise, the elder woman, when she heard it, burst into tears. Then the whole story came out. Her husband had been a hard and stingy man, living on one of the poor little farms in Vermont. Early and late they had toiled, denying themselves everything, always driven by his grasping. The daughter said she had never known a pleasure in her life. She had never had a new ribbon, or a holiday, or a joy. Always it had been work, work, work, early and late, without even a pleasant word from her father to sweeten it. At last he died, and left them, beside the poor little farm, a \$1,400 insurance policy, and she had persuaded her mother to go on a vaca-

DETROIT, June 12th, 1896.

.... The shipment of the Celebrated



JAPAN TEAS

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

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

We will donate \$100.00

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

W. J. GOULD & CO.

tion and not come back until it was all spent. The mother cried bitterly, but the daughter declared passionately that she had had her fling. She had seen something of the world, and had gotten some joy out of it, and she was ready to go back, and she thought she had gotten the worth of her money. And they did go back to the old farm, the hotel people giving them tickets.

"Can't you understand that? I can. I can see how anyone starved for beauty and color, and laughter, and light would pay any price for it, and not regret the bargain. I can imagine those poor women, who had lived on the coarsest and plainest food, eating lobster salad and ice cream for breakfast. I can even imagine the fearful joy with which they, reared to believe a playhouse the deadly sin, haunted the theaters where the skirt dancer and the ballet were the features of the performance.

"Of course, some man will say, 'That's the way women would throw money away if they had it.' But they wouldn't. It was only the revolt against a lifetime of grinding down. If the man had only divided fairly with them, no matter how small the amount was, they would never have felt that way about it.

"Really," concluded the New Woman, "when you come to think about it, isn't it a little inconsistent that a man will trust us with his name, with his honor, but not his pocketbook? As for the rest of the financial question," and she waved her hand airily and blew a kiss from the tips of her fingers, "I leave that to the men—I am only interested in the divide."

DOROTHY DIX.

Women in Business.

In 1890 there were, in the United States, 4,455 women doctors, against 527 in 1870.

Three hundred and thirty-seven women dentists, against twenty-four.

Two hundred and forty women lawyers, against five.

One thousand, two hundred and thirty-five women preachers, against sixty-seven.

One hundred and eighty women land surveyors and engineers, against none at all in 1870.

Twenty-five women architects, against one.

Eleven thousand women sculptors and painters, against 412.

Three thousand women writers, against 159.

Eight hundred and eighty-eight women journalists, against thirty-five.

Thirty-four thousand, five hundred and eighteen women musicians, against 5,735.

Three thousand, nine hundred and forty-nine actresses, against 692.

Twenty-one thousand, one hundred and eighty-five shorthand writers, against seven.

Sixty-four thousand and forty-eight secretaries and clerks, against 8,016.

Twenty-seven thousand, seven hundred and seventy-seven women book-keepers, against none in 1870.

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.

Queen Victoria seems to have gone into the strawberry growing business. An English exchange says that she secured the Banksian medal at the Royal Horticultural Society's show, the other day, "for a splendid exhibit" of the fruit.

Everything in cigars at Bushman's.

Keep A-Goin'.

If you strike a thorn or rose,
Keep a-goin'!
If it hails or if it snows,
Keep a-goin'!
Tain't no use to sit and whine
When the fish ain't on your line;
Bait your hook an' keep on tryin'—
Keep a-goin'!
When the weather kills your crop,
Keep a-goin'!
When you tumble from the top,
Keep a-goin'!
S'pose you're out o' every dime?
Gettin' broke ain't any crime;
Tell the world you're feelin' prime!
Keep a-goin'!
When it looks like all is up,
Keep a-goin'!
Drain the sweetness from the cup,
Keep a-goin'!
See the wild birds on the wing!
Hear the bells that sweetly ring!
When you feel like singin'—sing!
Keep a-goin'!

Accommodation in Business.

From the Commercial Bulletin.

Many business men forget that they are dependent on the public for success, and as a result they assume toward the public an air of superiority that is very much out of place. A business man should learn politeness in all dealings with the public, for one can never tell when politeness will bring its business reward.

This is not saying that a patronizing attitude should be assumed before the public; it is unnecessary to carry it that far. True politeness comes first in consideration, and it is a factor in business that always brings good results.

We very often find business men assuming an arrogant attitude before a customer, or it may be an indifference that is decidedly cooling on the one who comes in contact with it. To be successful in business we must be obliging in small things, and always courteous, even where annoyance confronts us, so long as that annoyance is not in itself an abuse of our kindness. There is the man who telephones us and never knows just what his errand is, or whom he wants to talk with.

Be patient with this man, for he may become your patron.

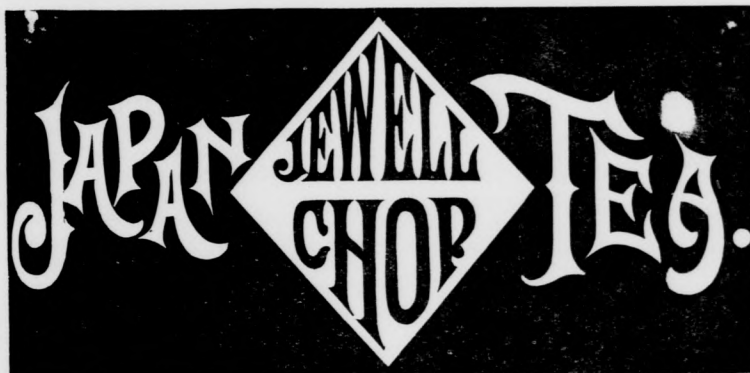
There is the man who comes into your office occasionally to use your telephone. Do not freeze him to death with a look, but make him feel that he is welcome. This will pay in the long run. It is not to be expected that an office can be made a running place for some business man who prefers to use another's telephone rather than hire one, but it is expected that the individual who seldom uses a telephone will be accommodated when he makes the request.

It is natural many times to become snappish when snappiness is not the quality of disposition most desirable for the occasion of its use. Sometimes snappiness is a good thing, when its object is to arouse from a dreamy stupor some one who should be more active mentally. But snappiness as applied in business should give away to common courtesy; we all appreciate the latter, therefore we should cultivate it as a personal characteristic. When we can say a man is courteous, we have paid him a higher compliment than to call him president of a country.

But it seems useless to direct business men along correct lines. There is so much of selfishness in man that progress is slow. And yet it appears to be a duty to keep at it in the hope that some one will be able to work for the better. We often get mixed in our expressions; we say a man should be courteous so that he can sell more goods. If we can't have the action on a higher level than this, let us have it anyway, but when we find merchants selling more goods because they are courteous, we shall be better satisfied, because then trade is taking a natural course, following a natural action by a business man.

A local paper says that a mine of pure mica has been discovered in the mountains near Cranberry Creek, a few miles from Gloversville, N. Y. The mica appears to be "in pockets," and the owners hope to exchange it for the money now in the pockets of capitalists.

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.

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.

More about Specialties.

Written for the TRADESMAN.

There was once a youth of robust frame and healthy appetite, having a doting mother who believed in gratifying the latter to its fullest extent. One day, after surfeiting her son with a dinner of many courses, she insisted that he had not yet appeased his hunger, and should at least eat another slice of pudding. But he shook his head and declared that he was already satisfied. "But, dear Harry," she said, "can't you just taste a little more—only a tart and a small piece of this delicious cake?" With a sigh and a groan, he replied, "Perhaps I could, mother, if I stood up."

This story comes to mind when reading some comments by the editor of the Interstate Grocer, of St. Louis, who calls in question the animus of my article on specialties that appeared in the Tradesman of June 3. After expressing gratification that the matter complained of was not an editorial, but only the heretical opinions of a contributor, he brings the whole force of his intelligence to neutralize its effect on the general reader, by saying that an attempt to reply "would be a waste of space." He then goes on to say that the opinions of said correspondent are "weak and fallacious," and asserts that "specialties are always potential factors for success, when properly handled," also that "the average dealer possesses business acumen and is not apt to allow himself to be taken in by the manufacturer of a novelty." He concludes by asserting that it is the duty of the merchant to "cater advisably and conservatively to the whims of the people," as though they were the inciting cause in producing all the specialties that are forever knocking at the retailer's door.

In reply to these strictures from one who claims to understand what are the best trade methods, I would simply call attention to the prominent points of my article, condensed as follows:

Retailers, in general, find that the fluctuations in demand for certain kinds of goods known as specialties are tantalizing and difficult to account for;

This fickle demand may be caused, in part, by the persistent attempts of producers to force upon the market a surplus of goods that compete with others in the same line;

Producers are not content with improving the quality of each article so as to insure permanence of demand on its merits, but crowd new goods, differing only in name, upon the attention of the dealer before he has had time to get a local trade well established with goods fully as meritorious;

Upon refusal to order such competing goods, proprietors sometimes appeal to the customers of the dealer by roundabout ways that too often succeed in damaging well-established and profitable trade.

Commenting on the above facts, so common in the experience of merchants, I expressed no antagonism against a system that thus glut the market both in necessities and luxuries further than to mention it as a practice that, unfortunately, exists and, though aggravating to the retailer, must be endured so long as invention spurs enterprise to produce beyond the needs or desires of consumers. In admitting the existence of an evil so apparent to all, I advanced no opinions hostile to legitimate business methods, merely favoring a course of careful discretion in stocking up

with specialties as the only relief from this overproduction.

The editor appears to intimate that the production of specialties, though multiplied beyond reasonable limits, is due to a spontaneous call for novelties on the part of the public, and his argument and vituperation both follow this premise. But, if his premise is not true, all his censure upon my article falls short of a logical conclusion. All will admit that many products, both in staple goods and luxuries, have their origin in plainly expressed wishes of the public. Others appear in market to supply anticipated wants due to the caprices of fashion. Yet a large remainder are introduced in the hope to create a demand on the score of novelty, without having justification by reason of intrinsic value above others in the same line to recommend them to either merchant or consumer. A needless surplus of such goods has produced the condition spoken of and grocers, druggists and general dealers all feel the pressure I attempted to describe.

This is the "head and front of my offending," which the Interstate Grocer resents as hostile to commercial ethics. Whether this be so or not I am content to leave to the sober judgment of all who do a retail business, and I have no fears for the verdict. In all discussions concerning trade methods there are, of course, different points of view. Writing in the interest of the retailers, it was natural to treat the subject from their standpoint. If the statements made are true, there is no apology due the St. Louis critic.

In closing this rejoinder, I have a few remarks to add, apropos of what has preceded, even at the risk of having them classed as "weak and fallacious opinions:"

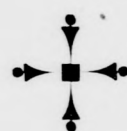
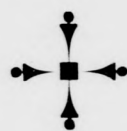
While trying to account for the falling off in demand for certain specialties, a careful observer may find a clue in one direction that is not complimentary to the honesty of some manufacturers. The common complaint of consumers, when asked for reasons why they discontinue the use of an article once preferred above all others, is that the quality has deteriorated. This makes them the more willing to accept new favorites specially prepared to attract custom. And these, in turn, fail, after a short trial, to give satisfaction. It is not the fault of the retailer. But he thus becomes a vicarious sufferer. Much of the adulteration in goods on the market may be traced to this cause.

The influence of trade journals may, therefore, be wisely used by insisting on fewer novelties and specialties until the majority of those now offered the public are kept up to such a standard of excellence as will be sure to hold trade when once secured. The dealer should not be expected to pioneer, without regard to its adaptability to his own local trade, every product of manufacturing enterprise seeking the public favor. Manufacturers of staple goods would, no doubt, find greater profit in maintaining the quality of their products than in duplicating grades of same quality under different names, besides saving much in the matter of advertising. And both jobber and retailer might well be grateful to them for pursuing such a course.

PETER C. MEEK.

The imports of frozen meats into England began fourteen years ago, and last year 2,500,000 sheep and lambs were imported, besides 180,000 beef quarters.

WE MAKE A SPRING



wheat flour excelled by none. Our sales have increased rapidly during the last year, and wherever our flour has been used it has given the best of satisfaction.

Hundreds of grocers in Michigan handle our winter wheat flour, and we would like to have all of them who sell any spring wheat flour at all order some of our "Crosby's Superior" the next time they send in an order. We guarantee the quality.

VALLEY CITY MILLING CO.

GRAND RAPIDS, MICH.

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.

JESS

JESS

PLUG AND FINE CUT TOBACCO

"Everybody wants them." "You should carry them in stock." For sale only by

MUSSELMAN GROCER CO., GRAND RAPIDS, MICH.

JESS

JESS

A Price-Cutter's Success.

Stroller in Grocery World.

I had an interview last week with a retail grocer who is famous for his price cutting, and for a minute he nearly upset my preconceived opinions of this practice. I weathered the storm all right in the end though, but I had to do some pretty straight talking before I could convince him that it wouldn't be good policy for every grocer to do as he has done.

I was walking up Chestnut street when I met him.

"Hello," he said, "why doesn't that paper of yours stop hammering at the cutter?"

"Because it thinks the cutter is a pretty bad sort of fellow," I said.

"Why is he?" was the question.

"Well, he demoralizes trade," I said.

"Bosh!" was the reply. "These fellows who are too weak to follow the cutter's example only claim that to hide their weakness. You'll admit, won't you, that the main thing in business is to succeed, provided you do it honorably?"

I admitted it.

"Well," he said, "when I tell you a few things, I guess you'll change your opinion of the cutter. I don't say these things to be boastful, but merely to show you that, although I've been a cutter, I've made more money out of the retail grocery business than nine out of ten men you meet.

"I started eleven years ago with \$60 in cash. I had some ideas about the grocery business and felt pretty sure they were good ones. So I hustled around and found the means of putting them into execution. My hobby is, as you know, cut prices and cash dealings. These are the foundation of my whole business career. To-day I have twenty-one retail stores and one jobbing house, and \$80,000 worth of real estate, \$50,000 of which is clear of all encumbrance."

"Splendid," I said, involuntarily.

"Wait a minute," he said. "In the busy season I keep 158 employees going. I have one store where three clerks do a business of \$1,200 a week. Every cent's worth of goods which goes out of my store has left its value in cash in my drawer. Never once since I adopted the cash system have I broken it. How many of your non-cutters can say that?"

"Do you mean to say that you've never broken the rule to anybody?" I asked, incredulously.

"That's exactly what I do mean to say," he answered. "Why, once a wholesaler who buys goods of me tried to get an arrangement to settle weekly. I said no. Then he said he'd deposit \$50 with me. I said no, too, because that would have looked as if I distrusted him, which I didn't. He finally agreed that I was right and now buys of me spot cash.

"Do you mind telling me what your average profit is?" I asked.

"Not a bit," he said. "My gross profit is 15 per cent., which is more than nine out of ten credit grocers make to-day. I live in good style and enjoy life. Nobody owes me a dollar. Now what do you think of cutting?"

I stood and looked at the man for a minute in genuine admiration. \$80,000 in eleven years! Nobody can deny that this is a splendid showing. Then I recovered myself and rallied to the attack.

"My dear sir," I said, "I grant you that you have been marvelously successful as a cut-price grocer. But doesn't it occur to you that your own business faculty was the main reason for this? The cutting of prices in your case,

was only an incident; you really succeeded because you were a business man and possessed the elements of success in a peculiar degree. In other words, you are fitted to succeed in your special line. Now take the other 99 out of the 100 grocers, and you'll find that they have not these peculiar faculties. They would break up their business in a year, because price-cutting is an extremely risky branch of the grocery business. Where you have the nerve to skate over thin ice, other grocers haven't, and it's no discredit to them that they haven't. It's all a matter of disposition. You've succeeded where others, were they to try the same methods, would have failed." I stopped, chiefly because my breath had given out.

"Um," he said, "I suppose that's so." "Who was it?" Tom Hunter.

Pleasing the Public.

John Chester, in Printer's Ink.

The only way to attract the people is to please them; the only way to keep their custom is to continue pleasing them and anticipate their pleasures.

You want to "keep tab," as it were, on what they require, to constantly endeavor to find out their wants and supply them promptly. This can be done promptly through your salespeople. If goods be asked for that you haven't in stock, offer to get them. Get the address of the would-be purchasers, notify them when you have the goods, and let that be quickly. All that is trouble, but it is the kind of trouble that pays and builds up a solid, permanent trade.

I have always claimed that the private reputation earned by a firm's enterprise was more stable than the public one earned by advertising. Shoppers are mostly women, and it is one of woman's most glorious privileges to talk, and she never fails to avail herself of that privilege. Please the woman and you have secured the family trade, besides recommending you to her friends. Displease her, and you have not only made an enemy of her but of her friends also.

You will never please the public by being lax or unattractive in your advertising. The people have come to be great and discerning critics in this respect. They criticize your ads, your matter and your methods much more than you think. Nothing stale, weak or silly, by way of argument, will "go down" with them. And you must not merely please them in words, but in practice. Promise nothing you are not prepared to perform when they visit your store.

Because you happen to be doing a good business, don't make the mistake of getting churlish with customers. That is a good way to lose all you have gained. At all times politeness paves the way to prosperity, the lack of it drives away your best trade. Don't tire of taking pains to please the people, or of trying, by attractive methods, to gain new friends from day to day. Never let the report get abroad that you are disobliging or disrespectful. That will do you more harm than your best advertisement will do good. You really can't afford to get irritated because a customer is somewhat hard to please. Remember, your place is to please the public if you wish to succeed.

It is a great mistake to discriminate too much between the regular and the casual customer. The same means that made the first one permanent can make the second one permanent, too. Treat every caller as if he or she were regular traders at your store, and you will find that a good way to win friends. Affability, anxiety to satisfy, an unconsciousness—real or assumed—of being put to any trouble or inconvenience—all these are instrumental in pleasing the public, and they are positive necessities in every store that is run with any idea of being a permanent success.

300 pieces dark fancy, full standard prints at 4¼c, Glouster brand.
P. STEKETEE & SONS.

Wait for Bushman, of Kalamazoo.

If you want a GOOD Cracker ask your grocer for

CHRISTENSON'S XXX BUTTER
CHRISTENSON BAKING CO.Manufacturers of Crackers
and Sweet Goods.....GRAND RAPIDS,
MICH.

TRY HANSELMAN'S

Fine Chocolates and Bon BonsGoods which are sure to please. Once used always used. Sold by
all dealers. Also fruits, nuts and fireworks.**HANSELMAN CANDY CO.,**

KALAMAZOO, MICH.

FIRECRACKERS
FIREWORKS
LAGS

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

A. E. BROOKS & CO.,

5 and 7 S. Ionia St., Grand Rapids.

Warren's Liquid ASPHALT ROOF COATING

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

WARREN CHEMICAL AND MANUFACTURING CO.,

81 Fulton street, NEW YORK.

1120 Chamber of Commerce, DETROIT.

It is Enough to Make a**Horse Laugh**

To see how some merchants persist in hanging to the pass book and other antiquated charging systems when the adoption of the **Coupon Book System** would curtail their losses, lessen the time devoted to credit transactions, enable them to avoid the annoyances incident to credit dealings and place their business on practically a cash basis. We were the originators, and original introducers of the **Coupon Book System**—beginning their manufacture at Big Rapids, Mich., in 1875—and our capacity is larger than that of all other manufacturers combined. Over 25,000 retail merchants are now using our books. We want as many more customers. We want you. Are you willing to receive catalogue and price list? A postal card will bring them.

TRADESMAN COMPANY,
Grand Rapids, Mich.

Shoes and Leather

Outing Shoes for Women.

If your spirits are depressed; if you are kicking and grumbling at the lack of trade and the lack of money when there is trade; if you are sick of the shoe business altogether, read the following from the New York Journal. It will do you good. It will assure you that somewhere there is a demand for footgear—if it doesn't make you smile at the lack of conception the writer displays of conditions outside a certain contracted sphere:

Three years ago the summer girl's shoes were regarded as a minor part of her wardrobe. In fact, she needed to be provided with only two kinds—those for walking and those for dancing. But since then times have changed. The athletic girl has revolutionized the shoe trade. There are shoes and boots this summer, not only for bicycling, riding, golf and tennis, but shoes for mountain climbing, trout fishing, fencing and basket ball, to say nothing of the many dainty slippers designed for dancing and piazza wear.

The summer girl must own at least three different pairs of bicycle boots.

The newest are dainty enough to suit the most fastidious young woman in the land. They are no longer clumsy and ungainly, but are made with a pointed toe and a French heel and are altogether a very smart-looking boot. For warm weather the boot is invariably made to order to match the costume.

One of the swellest pairs of bicycle boots in town is made of Russian crash, with the foxing in brown glaze leather. The heel is a dainty Louis XV affair and the toe very pointed. The boot reaches to just below the knee and fastens there with two straps caught through gold heart-shaped buckles. Boots made entirely of glaze leather, both in tan and black, are much in favor at present.

One of the novelties of the hour is a glaze boot made with an adjustable top. After the ride when the top is unbuttoned, the boot has the appearance of an ordinary good-looking walking shoe. Being made in this way, it serves two purposes admirably. Bicycle boots made of satin Francaise and trimmed with leather are also new.

All the boots are unlined and are much cooler than they look. The average bicycle boot, bought ready made, varies in price from \$3 to \$5. Those made to order come as high as \$20, according to the material used. For hard wear the boot with the horsehide sole, which is pedal proof, is most in favor.

Many of the summer boots are most conspicuous. One pair recently made to order for a New York girl were of white canvas trimmed with bright red leather.

If part of her vacation is to be spent camping out, the summer girl will need a pair of wading shoes. They are made of canvas, foxed with leather, and are worn over her ordinary shoes. They fasten with two straps and the unusually heavy leather sole is studded with hobnails. For trout fishing these are invaluable, and also for long tramps through the uncleared woods, where marshy ground and rough stumps are met at every turn.

For mountain climbing a less clumsy shoe is needed. Nothing is better for this purpose than a laced shoe of goat-skin, made with a projecting leather sole. The golf boot is frequently worn for extensive mountain climbing. It reaches just below the knee and is best looking when made of tan calf, neatly stitched. The golf boot laces up the front, fastening near the top with two straps. It is generally made with a round toe.

There are many novelties in riding boots this summer. All of them aim to be mannish in effect. Those entirely of patent leather are the most stylish. They are made with a stiff leg, but wrinkling near the ankle. The toe is pointed and

the boot reaches nearly to the knee. There are other riding boots, new this season, which are made of Russia calf and trimmed with patent leather. These, also, are much in vogue.

The fencing shoe is, perhaps, the oddest which the athletic girl wears. It is a low shoe, made of black buckskin and patent leather and trimmed with some bright shade of leather. The soles are of felt, and attached to the shoe for the right foot is a leather projection upon which to rest the foot. These shoes bought ready made cost \$3. Many of them are of white buckskin, instead of black, and are trimmed with a strap across the front of scarlet, blue or green leather. The back of the shoe is patent leather.

The tennis shoe varies little from season to season. It is always a low shoe, generally of canvas and made with a corrugated rubber sole to prevent slipping when running across the court. This year the only novelty is the shoe made to order of white canvas and trimmed with straps of leather matching the tennis costume in color.

The low bicycle shoes, a pair of which every wheelwoman should wear, are best made of tan or black dongola, with rubber soles.

The bathing shoe most in favor this season is of canvas, with straps across the instep, which give it much the appearance of a sandal. It is made with a rubber sole and can be bought in either black, white or dark blue. When purchased ready made the straps are of canvas and there are but two of them. But the summer girl fond of things novel will remove the canvas straps and sew in their place gay ribbons, which she will wind around her shapely ankles and then tie some distance up her leg in a pert bow.

The shoe designed specially for basket ball will also be found useful for outdoor wear generally. It is a little lower than the ordinary walking shoe, laces, and is of dongola leather. The toe is round and the thick sole is made of rubber.

Prepared to Remain.

A young man who clerks in a Monroe street clothing store recently called on a young lady on Livingston street to spend the evening. When he arrived there was not a cloud in the sky, so he carried no umbrella and wore neither goloshes nor mackintosh. At 10 o'clock when he arose to go, it was raining pitchforks and grindstones.

"My, my, my!" said the nice young lady, "if you go out in this storm you will catch your death cold."

"I'm afraid I might," was the trembling answer.

"Well, I'll tell you what—stay all night; you can have Tom's room, as he is visiting uncle and aunt up in the country. Yes, occupy Tom's room. Excuse me a minute, and I'll just run up and see if it's in order."

The young lady fled gracefully upstairs to see if any tidying was necessary. In five minutes she came down to announce that the room was in readiness, but no Charles was in sight. In a very few minutes, however, he appeared, dripping wet and out of breath from running, and with a bundle in a newspaper under his arm.

The nice young lady greeted him with: "Why, Charles, where have you been?"

"Been home after my nightshirt," was his reply, as he hung his hat up to drip.

A new use has been discovered for hops, namely, the curing of bacon. It is found that a sprinkling of hops in the brine when bacon and hams are put in pickle adds greatly to the flavor of both, and enables them to be kept an indefinite period.

The first shipment of oranges from Southern California was made in 1870, from the Wolfskill ranch, now a residence portion of Los Angeles. The freight charges are said to have been \$1,000.

Ure Unkle is at Bushman's.

OUR SAMPLES FOR FALL of

Boots, Shoes, Wales=Goodyear Rubbers,

Grand Rapids Felt Boots, Lumbermen's Socks,

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

HEROLD-BERTSCH SHOE CO.,

5 and 7 PEARL STREET.

Rindge, Kalmbach & Co.,

12, 14, 16 Pearl Street,

Grand Rapids, Mich.

Our Factory Lines are the Best Wearing Shoes on Earth.

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

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

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

OUR SHOE DEPARTMENT

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

Our Bob and May is the best grain shoe made. For a Kangaroo calf, we can give you one that competition cannot meet.

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

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

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

Hirth, Krause & Co.

GRAND RAPIDS.

Can fill your order promptly in any style of

TENNIS GOODS

you may need. Prices as low as the lowest.

C. L. WEAVER & CO.,

Wholesale Rubber Footwear Exclusively.

DETROIT, MICH.

Experience of a Writer Who Finds No Comfort in Shoes.

Eleanor Corbett in New York News.

Heelless shoes, like those worn in the gymnasium, must be, I should think, almost more fatiguing to the foot than no shoe at all, and if worn every day through the summer for any length of time, wouldn't they be likely to depress the arch of the instep?

But there! is there any style of foot-gear, as now worn, which conduces alike to comfort and to the preservation of the natural symmetry? I doubt it.

Certainly, neither Louise Quinze heels nor Razor toes are correct from a hygienic point of view, nor are they comfortable, even though, from long habit, we are able to ignore their disadvantages and imagine they don't cramp our extremities or endanger our equilibrium.

But I am not sure the so-called "common-sense" shoe is, in the long run, preferable, but it's certainly very unsightly. A 100-pound acquaintance was here the other day in a pair of boots constructed on the Kahler last, which is as broad at the tip of the toes as across the ball of the foot; and in this case, the latter, being of generous proportions at best, the result in this square-toed abomination was something paralyzing.

It looked, too, as if the very roominess of the shoe would produce slipping and friction and, as the best shoemakers will tell you, a too-loose shoe is as likely to afflict its wearer with corns and bunions as a very tight one.

There would be fewer of these, though, whatever the style of shoe, if people better understood the care of the feet. The woman who comes in from a jaunt or a shopping expedition, tired and "all-over achy," will loosen her hair and throw aside her corset, but unless her shoes are actually hurting her, ten to one she'll keep them on—especially if she must go out again in a few hours.

But if she would bare her feet, sponge them off with alcohol and water and slip on fresh stockings and another pair of shoes, even though the latter be as snug as those just taken off, she will find that her feet are rested and strengthened to a comforting degree; whereas, if she keeps on warm, damp stockings and thrusts her feet into old, loose slippers to swell and spread, even for an hour, they will ache and burn twice as badly when she again squeezes them into her street shoes.

Those same shoes, whatever their style or material, will probably be considerably larger than those she used to wear a few years ago; and the craze for all manner of outdoor exercise, walking included, is responsible for this increase—that and the fashion of extremely pointed toes.

Previous to their advent and during the decade in which I have been writing up women's habiliments, I once inquired in a big shoe store what number shoe the average woman demanded. "Four and a-half C," was the answer; but now she gets one several sizes longer.

I, who wear only a moderate toe, get a half-size longer than I used to, but when I go a shopping, I hear other feminine customers asking for fives and sixes. One woman, indeed, of only ordinary size surprised me by very audibly wanting "a seven D," and a friend who used to wear a four B now needs a six.

So I have come to the conclusion that the story-teller who prates of his heroine's "tiny feet" is talking of the has-been rather than the is-now.

California girls and women have discovered that when they would look their smallest and prettiest about the feet they must wear a boot of black satin—not a slipper, mind you, but a high, buttoned boot, fitted without a wrinkle. And this, they assert, gives a microscopic smallness to the member it encloses, so I give it as a pointer "to whom it may concern."

And likewise this: Don't take it too much to heart, nor let yourself be filled with envy when your dearest friend brags of her 2½ or 3 shoe; for remember, a size in shoes is only one-eighth

of an inch, so if she wears a 2½ and you a four, there is really less than a half-inch difference in the length of your shoes.

Now, isn't that a comforting bit of information?

Push Tan Shoes Now.

From the Shoe and Leather Gazette.

Carrying over shoes from one season to another these days is not merely unbusiness-like, because it ties up money, but it is dangerous, owing to the rapid changes in styles.

Trade-to-day is not on the staple lines that it used to be. The Opera and Square toes are not the only ones that must be carried. Dealers are obliged to stock up on the up-to-date goods that change more or less each season. Not only this, but there is the tan shoe, that must be handled now during the spring even in the smaller towns.

These complications of trade make it highly important that the retailer keep the closest possible watch of the condition of his stock, buy cautiously and avoid carrying over goods that are in favor this season, but next year may be completely out.

Colored goods require special attention. To illustrate, last summer the correct shade for tan was a light one. It was impossible to make leather too light for a great many buyers. The toe, too, was a medium point and the shoe was not well cut. There was little comfort in it and it brought corns as well as pain.

This summer the shoes have been darker. Not only that, but they have been cut on different patterns, more pointed, but fuller in the ball and long drawn out—as comfortable, in fact, as any common-sense ever made. The '06 shoe is a radical change from the '05 article and the latter can only be sold at a reduction, and a heavy one. Retailers carrying tans over from last year have not only had their money tied up, but have been obliged to cut prices to dispose of the stuff.

The coming year bids fair to see even a more decided change in the demand for colored shoes than the past. Instead of a brown, a dark red, called ox-blood—a sort of brown with a dash of red in it—will, it appears, be the favored shade in men's, and possibly in women's also, next spring.

Further than this, there seems to be a general impression that the pointed toe is not going to be so well liked a year hence as it is to-day, but that a medium round toe will be asked for. This is a disputed point, many careful observers claiming that the Razor and Needle will survive 1897 and perhaps longer. There is sufficient doubt about this, however, to make it advisable to close out pointed-toe tans as far as possible during July.

It is not good business to carry these goods over. Even a small profit is better than taking chances and holding them. If your colored goods are light and ox-blood or chocolate shades are the only ones called for, get some stain and color them dark. Push them; make a selling price and clean out your stock. You will only have about a month or so more to do it in.

No Competition in Thread.

It is announced that the Clark and Coats thread companies have formed a complete combination. The terms of this amalgamation were formed with the idea of decreasing the expense in the distribution of their output. It is said that the plans formed will materially lessen the cost of putting their goods upon the market, and thus do away with the double expense of agents, advertising, etc. There has heretofore been no real rivalry between the two concerns, as the Coats people have usually supplied the markets in the East and the Clarks have taken care of the Western end of the business, while in Europe each company has been represented by the same agent, which was a material saving in expense, and this is the method that they propose to inaugurate here, and hereafter no competition of any sort will prevail between these two companies.

BOSTON RUBBERS

The Largest and most Complete Stock in the Country.

Lumbermen's and Wool Boot Overs.

Light Rubbers in Newest Styles and Lasts. All Widths and Sizes.

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

EXCLUSIVE RUBBER HOUSE.



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

Michigan Bark & Lumber Co.

Grand Rapids, Mich.
508, 509 and 510
Widdicombe Bld.

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

We are now ready to make contracts for bark for the season of 1896.

Correspondence Solicited.



GEO. H. REEDER & CO.

successors to

REEDER BROS. SHOE CO.

Michigan Agents for

Lycoming and Keystone
Rubbers

and Jobbers of specialties in Men's and Women's Shoes, Felt Boots, Lumbermen's Socks.

Lycoming Rubbers Lead all other Brands in Fit, Style and Wearing Qualities. Try them.



Every Merchant

Who uses the Tradesman Company's COUPON BOOKS, does so with a sense of security and profit, for he knows he is avoiding loss and annoyance. Write

TRADESMAN COMPANY, Grand Rapids

DO YOU USE

STENCILS

Get our prices—will save you \$\$\$

DETROIT RUBBER STAMP CO.,
99 Griswold St., Detroit.

Hardware

Programme for the Hardware Dealers' Convention.

Eaton Rapids, June 30—The following program has been arranged for the first annual meeting of the Michigan Hardware Association, which will be held at the Hotel Cadillac, Detroit, July 8 and 9:

WEDNESDAY AFTERNOON.

1. Roll call.
2. Selecting Committee on Credentials.
3. Recess.
4. Reading of minutes.
5. President's address.
6. Report of Secretary and Treasurer.
7. Report of committees.
8. Unfinished business.
9. New business.
10. Election of President.
11. Election of Vice-President.
12. Election of Secretary and Treasurer.
13. Election of two members of Executive Committee.
14. Election of Investigating Committee.
15. Appointment of Entertainment Committee.
16. Adjournment.

THURSDAY MORNING.

1. Paper—Good points for the welfare of a hardware merchant, from one nearly a lifetime in the business—Charles F. Bock, Battle Creek.
2. Discussion.
3. Paper—Improved methods of book-keeping—E. A. Tillotson, Saginaw.
4. Discussion.

AFTERNOON SESSION.

1. Paper—Clerks and arrangement of stores—Sidney F. Stevens, Grand Rapids.
 2. Discussion.
 3. Paper—Sports—Fred Zimmerman, Marine City.
 4. Discussion.
- A banquet for Thursday evening and a boatripe for Friday afternoon are being arranged by our Detroit friends.
H. C. MINNIE, Sec'y.

A Study in Wire.

From the American Grocer.

At a hardware store in a country village the following dialogue occurred:

"Have you any copper wire?"
"Yes, sir."
"How much?"
"Thirty cents per pound."
"How much does this coil weigh?"
"Five-eighths of a pound."
"I'll take it and also a paper of double tacks. I want to fix a runner for some vines."

"Ah, then you do not want copper wire, for it stretches and soon your vines will sag, for they are heavy, and in time will break down. We have a wire specially adapted for trailing vines, which costs only one-quarter as much as copper, is flexible and better adapted for your purpose. And you will require something heavier than tacks, which we also have specially for adjusting the wire."

The above indicates a successful salesman. In the instance related the clerk noticed, from the buyer's manner, that he was inexperienced, and with consummate tact stated that they did a large business in fixings to support vines running over porches, and therefore he would suggest a change, which the buyer saw at once would save expense, time, trouble and future annoyance. The seller at once won his customer and his confidence.

Many would argue that buyers generally know their business best, and that they would regard it as a bit of impertinence to suggest a change in an order. The salesman ought always to inspire the confidence of the buyer and make him feel that seeking his interest is advancing his own. Many rely almost wholly upon the statements of a seller, and if they are misled or deceived, or if they are allowed to bring dissatisfac-

tion upon themselves through the indifference of a salesman, they become dissatisfied with the store. There is an offensive way of indicating to a customer by manner and speech that the goods they ask for are not what they want; but the true salesman is a sort of mind reader and uses his knowledge with tact and discretion solely with a view of making his service entirely satisfactory at the counter and when his goods are put to the test.

Heavy Hardware Association and Prices.

From the Age of Steel.

The advanced price of steel and materials generally has, by force of circumstances as well as by example, exerted a powerful influence on the heavy hardware markets. The new conditions presented by organized control of the principal materials have not only afforded the opportunity, but in the case of many lines rendered it absolutely necessary for advances to be made in the goods into which these materials largely enter. But since in times of comparative dullness it is difficult, if not impossible, to bring about a proper readjustment of prices of the finished goods to the enhanced cost of the strongly controlled materials, save by concerted and harmonious action, the formation of associations of various kinds and degrees among the affected manufacturers is a natural sequence of the situation. There are numbers of them, some revived on the ruins of previous failures under improved methods of organization, and others fashioned in the light of borrowed experience, so to speak. Among the organizations which may be mentioned offhand as now in the field (either new or old) might be mentioned those having to do with the following items of heavy hardware, or more or less closely related goods: Bar iron, hoops and bands, roofing iron, sheet copper, tin plate, stamped and pieced tinware, many lines of agricultural implements, steel goods, hay and manure forks, etc., bolts, nuts and screws, shovels, scoops and spades, strap hinges, etc.

The night watchman in Albany, Mo., rings the big bell when he thinks that the clouds indicate the approach of a heavy storm.

STONEWARE

Delivered from cars into your store at

Manufacturers' Cash Prices.

Drop postal NOW to

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

GALVANIZED IRON FELLOE OILER



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



OTTO C. J. BERNTHAL

JOHN T. F. HORNBERG

New York Electro Plating & Mfg Co.

Electro Platers in GOLD, SILVER, NICKEL, BRASS and BRONZE; also LACQUERING.
Gas Fixtures Refinished as Good as New.

West End Pearl St. Bridge.
3 doors South of Crescent Mills.

Citizens Phone, 1517.
GRAND RAPIDS, MICH.

Weatherly & Pulte,

99 Pearl St.,
GRAND RAPIDS.

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

Pumps and Well Supplies.
Hot Air Furnaces.

Best equipped and largest concern in the State.

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.

Use Tradesman Coupon Books and Avoid Loss

Unpacking and Setting up Furniture.

Don McDonald in Furniture News.

There are very few lines of business in which so large a proportion of the goods have to be "set up" after being received, and in which goods must be so well packed to prevent damage in shipping. The work of unpacking and setting up goods is considerable, and the following suggestions are designed to save time and labor and injury to the goods:

If possible, arrange to have a room in the rear of your store for unpacking goods; it can also be used for a repair shop, thus keeping the dust and dirt raised from settling on your stock. All goods which are to have casters should be turned on top or side and bored and casters before the packing is removed. For Nos. 2 and 3 Philadelphia casters use 7-32 bit, and No. 4, 1/4 inch. The twist drill bit is good for boring into the end of the grain.

In unpacking bureaus, dressers, etc., where the casters are packed inside, turn the case bottom up, being careful not to have any tacks or nails under it, loosen the burlaps or papers all around, turn them down until you can get at the drawers to get the casters, and drive them in before turning the case over. Drive out tacks with hammer and cold chisel, taking care to strike away from the finished surface to avoid splitting it. An iron bar, sixteen or eighteen inches long, drawn out thin at the end, is a convenient tool for unpacking, both for taking out tacks and prying open crates and boxes.

Wrap burlaps from each firm by themselves and mark each bundle with name and date of invoice, for convenience in returning. Sort and save the excelsior and large sheets of paper; the small and torn sheets may be stowed away and used to pack goods in farmers' wagons.

In setting up dressers and similar case goods, first put on the pulls; then fit the drawers, if necessary. Smooth-working drawers are a great help in selling furniture. Rubbing a bar of soap across the ends and edges of a drawer will often make it work easily, and a door that binds may be remedied in the same manner. Next, clean the mirror, and lay toilet frame and mirror face down on your bench, and put on the friction hinges; also screw cleats to frame while in this position. Set the base with front against the wall or bench and screw the frame to it. A brace and screw-driver bit may be used to good advantage for this purpose and for a great many others, and if you draw your screws across a bar of soap before turning them in, they will go very much easier. The commode back should be put on in the same way as dresser frame, screwing cleats to back first. Go over the whole case with some good furniture polish, taking pains to remove marks and bruises.

When beds are packed with head and foot together they should be turned on the side before unpacking so that the foot cannot drop when the cords are cut. Part of the cheap beds should be repacked as soon as received, tying head and foot together in one bundle and using the slats to tie them with, two in front and two at back on each side. They are then ready to load into wagons to go into the country; it saves time in loading, and they ride safely. They can be shipped short distances by rail packed in this way.

Baby carriages are best set up by turning the body bottom up and screwing the springs to it first, measuring to get them in the right place; then bolt the gear to the springs, and lastly put on the wheels.

The backs of single lounges may be tacked in place with a couple of nails and should then be securely screwed on. In setting up bed lounges screw the cleats to the lounge first, letting them run down on the leg; then when the back is put in place the cleats help to hold it until the screws are in. The back legs to a bed lounge need to be well braced, as the cleats being screwed to them makes a heavy strain and often opens up the joints in the frame. It is a good idea to put in an extra glue

block or short brace to strengthen the leg.

In unpacking picture mouldings, it is well to leave the wrappers on a part of each pattern, but each stick should be marked with the invoice, number and cost and selling price. Also a part of each invoice of chairs might be left wrapped to save repacking when sold to go into the country or to be shipped by rail. The legs and rounds to K. D. chairs can be more easily polished up before the chairs are set up, and all parts, not only of chairs, but of all goods, should be cleaned up and all marks and white spots removed before they are put away; then, when the goods are called for, you know they are in good shape.

The Foolishness of Scolding.

Deacon in Furniture News.

If one is going to be a good citizen he will do well to recognize a public evil when he sees it. Some men are so dense of wit and perverse of heart that they "call evil good, and good evil," as the old Hebrew prophet said. You can find men in your own community who say of such things as dens of vice and of the saloon that they are a necessity and a good thing.

However, I began to say that it is not only necessary that a man know the evil when he sees it, but that he know the remedy for the evil and how to apply it. I know a man (and in my list of acquaintances I can multiply him by one hundred) who can tell a political or a social evil as far as he can see it. As soon as he spots it, he begins to scold about it. He is a deacon in the church, too, and he scolds every man who fails to measure up to the moral law. He flusters around like a bob-tailed horse in fly time and wrinkles his brow and spoils his temper over the sins of others. Then he falls down exhausted and doesn't do another lick at reforming the world. It has taken all his spare energy to do the scolding.

Now what is the good of scolding? Did you ever know the son of a scolding woman to come to any good? Last week, while passing a house, I heard a woman from the door call, "Billy! Billy! Come right into the house this instant or I'll skin you alive! Billy, you hear me? Come right here or I'll break every bone in your body." Billy was a five year old lad, and his mother must have been forty; but her shot glanced off his youthful skin like peas off a potash kettle. Scolding wastes the steam the Almighty meant you to use in running your construction train for the grading up of society.

Scolding is destructive criticism. Almost anybody can produce destructive criticism. It is easy enough to tear an old house down, I have helped to do that myself, but it takes a man of some skill to build a better one. Bob Ingersoll can rip a bible to pieces in an hour and forty-five minutes for half the gate receipts, but he couldn't write a twenty-third psalm if he lived to be as old as Methuselah.

Destructive criticism is good for nothing unless complemented by constructive criticism. If you take away a man's superstition you should give him a reasonable faith. If you cut off his saloon, you should give him something better. If you kill his political party, you should lead him to something better. If you show him what a fool he is, you should offer yourself or another as a model for him to imitate. The man who had the devil cast out of him and failed to get a better tenant, though he had the rooms of his heart all "swept and garnished," finally ended by taking back the old devil as a boarder, with seven others so much worse that I doubt not he was arrested for keeping a disorderly house—though the Scriptures leave this to be inferred. Therefore and lastly, while the evil should be assailed roundly and pointedly, the better way should be made plain and easy to the erring one. This means that you should henceforth work for society with something more than your tongue.

Bushman has the cigars.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 50
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	6 25
First Quality, D. B. Steel.....	10 25
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60
Carriage new list.....	65
Plow.....	40&10
BUCKETS	
Well, plain.....	\$ 3 25
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 Rasps.....	60&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&16
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, Perry & 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.....	50
10 to 60 advance.....	50
8.....	60
7 and 6.....	75
4.....	90
3.....	1 20
2.....	1 60
Fine 3.....	1 65
Case 10.....	65
Case 8.....	75
Case 6.....	90
Finish 10.....	75
Finish 8.....	90
Finish 6.....	10
Clinch 10.....	70
Clinch 8.....	80
Clinch 6.....	90
Barrel %.....	1 75
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60&10
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27.....	10 20
"B" Wood's patent planished, Nos. 25 to 27.....	9 20
Broken packages 1/2c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list.....	40&10

HOUSE FURNISHING GOODS	
Stamped Tin Ware.....	new list 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 1/4
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.....	85
Casters, Bed 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 1/4
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.....	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 25
14x20 IC, Charcoal.....	5 25
20x14 IX, Charcoal.....	6 25
14x20 IX, Charcoal.....	6 25
Each additional X on this grade, \$1.75.....	
TIN—Allaway Grade	
10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.....	
ROOFING PLATES	
14x20 IC, Charcoal, Dean.....	5 00
14x20 IX, Charcoal, Dean.....	6 00
20x28 IC, Charcoal, Dean.....	10 00
14x20 IC, Charcoal, Allaway Grade.....	4 50
14x20 IX, Charcoal, Allaway Grade.....	5 50
20x28 IC, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00
BOILER SIZE TIN PLATE	
14x56 IX, for No. 8 Boilers, per pound.....	9
14x56 IX, for No. 9 Boilers, per pound.....	

TINWARE.

We carry a full stock of
Pieced and Stamped Tinware.

WM. BRUMMELER & SONS

Manufacturers and Jobbers of TINWARE.

Dealers in Rags, Rubbers, Metals, etc.

260 S. Ionia St.
Grand Rapids, Mich.

SPOOKY HOLLOW.

An Old-time Resort for Canadian Hobgoblins.

Written for the TRADESMAN.

This is no ghost story. Business men have no time to read ghost stories. It is simply a sketch of the circumstances which gave a ghostly name and unsavory reputation to a spot located in one of the oldest sections of Ontario—a section which has furnished a larger quota in swelling the professional and business ranks of Michigan than any other portion of the province. To make the sketch more palatable I have seasoned it liberally with spice, gleaned from the pioneer history of the locality, and a cursory glance at the character of the men who constituted the leading faction among its pioneer settlers.

A glance at the map of Ontario will reveal a broad jut of land running out into Lake Erie, from the outer extremity of which, running southeasterly into the Lake, is a long, narrow strip of timber. This strip is Long Point, and the protruding jut of mainland lies principally in the county of Norfolk. This section of Ontario has been known as "the Long Point country" ever since it was first settled, and it is claimed the first settlement made in old "Upper Canada" was made here. The only lake ports in this district, which have outlived their day and generation, and still possess life enough to keep their piers replenished with sound planking, are Port Rowan and Port Dover. Between these two points are the fossil remains of two other lake ports, long ago passed into decay and ruin; and between these latter two, cosily nestled in the mouth of a deep, narrow, densely-wooded ravine, is the quiet little leaf-embowered summer retreat called "The Glen."

I never could quite understand the proprietor's motive in fixing up this little place. He is possessed of ample means but charges a nickel admission fee and sits in a cosy little office at the main entrance gate. He evidently is waiting and watching for visitors—or nickels, rather—and yet the only way at present to reach the place by water is to jump overboard, after the boat has got as near to the shore as it dare go, and wade or swim in. This might do for boys, unencumbered with baggage, but it is very inconvenient for ladies and for short gentlemen who cannot swim. To approach it by land necessitates a walk or chance ride of about four miles over hills and through sand from the nearest railway station. In addition to these difficulties, visitors who cannot slake their thirst with anything but pure "Adam's ale" from the northeast corner of a deep, clean well must carry a jug and cake of ice with them or else be compelled to put themselves on a level with the beasts of the field and drink out of the creek. Still, notwithstanding all these drawbacks, the exceeding natural beauty of the place attracts a number of strangers every season, and to these strangers I dedicate my story.

These visiting strangers are not all aware that this same ravine which possesses so many natural charms where it delivers its babbling brook into the broad, placid lap of old Erie assumes an aspect of midnight gloom and utter loneliness a short distance up its winding course. They are not aware that a tramp of two short miles would place them in a spot made notorious, more than a half century ago, by a series of mysterious, unnatural sights and sounds

which continued a number of years, until, in fact, the entire region comprising the Long Point country became thoroughly terrorized.

This spot is "Spooky Hollow," and it has acquired a place of some prominence in the pioneer history of the country.

Near Spooky Hollow is a sleepy little old village containing about 200 inhabitants, which contained a larger population and was alive, wide-awake and prosperous when Michigan was an unbroken wilderness. Here was organized the first Baptist church in the province, and here was built the first courthouse east of the Detroit River; and for years afterward all the settlers throughout the entire western peninsula of the province were compelled to bring all matters in dispute here for adjudication. Sand hills abound here of the bald-headed variety, and farm buildings and fences look "as old as the hills." Moss-covered tombstones may be seen in brush-entangled burying grounds a hundred years old. Nothing new, bright and modern is seen. Generation after generation accept conditions, occupy premises and become reconciled to surroundings as they are, believing that what was good enough for their fathers is good enough for them. The time is not far distant when the inhabitants of this particular locality must arise to newness of life or be buried beneath the ruins of their own homes.

A little mass of ruins on the lake shore near Spooky Hollow still bears the high-sounding name of Port Normandale. In its halcyon days it was known, also, as "The Furnace," the manufacturing of stoves being its principal industry. It was a place of considerable importance in the province before the wet, unbroken prairie where the great city of Chicago now stands had become the part or parcel of even a well-defined Indian reservation. These stoves were peddled by wagon all over the settled portions of Canada and the neighboring states, and it is said that one of these peddlers, coming around the head of Lake Michigan, stayed over night at a little log tavern which was the only structure standing on the area now occupied by Uncle Sam's big Windy City, and while there refused a quarter section of land, which the tavern-keeper offered in exchange for a stove. The land offered now comprises the most valuable business portion of the city, but the peddler was too "smart" in his own day and generation to trade a real cast-iron stove for a whole township of worthless Illinois mud, and so he accepted an old sorrel mare and an Indian saddle instead. This story contains a moral—it is this: Men may build cities with ink and paper when and where they will; but the trade centers, great or small, which are built of hard brick and live mortar, and which stand the test of years, owe not their origin or location to the capricious calculations of selfish and short-sighted men, but to arbitrary conditions brought about by commercial development. Port Normandale lives only in the memory of a few surviving "old-timers," while back of the remains, extending some distance from the shore, nothing but partially-buried old dwelling houses, and fragments of old orchards seen here and there on the plains of drifting white sand or among patches of stunted oak grubs, remain as sad reminders of the industrial activity that once marked the place.

TRY OUR NEW CIGAR

"LITTLE JAKE"

Made in three sizes.

3 for 25c.
10c straight.
2 for a quarter.



HEMMETER CIGAR CO.

MANUFACTURERS,
SAGINAW, MICH.

The Great Van Twiller

Again I have the agency for this, the greatest 5 cent cigar ever made.

Send orders by mail and they will have prompt attention.

J. A. GONZALEZ,
Grand Rapids, Mich.

Representing the

Best & Russell Company,
Chicago, Ill.



If used according to directions will do the work of two bars of common brown soap.

WOLVERINE SOAP CO.,
PORTLAND, MICH.

QUADRUPLE PLATE SILVERWARE FREE



Complete set (12 pieces), guaranteed for 12 years, to every merchant buying 100 pounds Pure Ground Spices, Assorted. Samples and prices sent upon application.

GEO. J. JOHNSON,

Importer of Teas and Jobber in High Grade Coffees.

263 Jefferson Ave. and 51 and 53 Brush St.,

DETROIT, MICH.



GRAND RAPIDS
BRUSH CO.....

Manufacturers of

BRUSHES

Our goods are sold by all Michigan Jobbing Houses.

Grand Rapids, Mich.

Among the first settlers in the old Long Point country were many U. E. (United Empire) Loyalists. Outside of British American colonial history these men appear nothing more nor less than a faction of political fanatics. Toryism was their religion. Caste was the crowning dogma in their narrow creed. They believed in the divine right of kings and worshiped at the shrine of flunkysim; and so, when the American colonies resolved that old King George III had no divine right to demand further allegiance from them, this loyalist faction resented it as a sacrilegious act. They assisted their patron saint in the attempt to force their heretical fellow-colonists back within the fold; and when the "red coats" bade Uncle Sam adieu, they shook the dust of the virgin soil of freedom and liberty off their feet and hid themselves into the Canadian wilderness, where they might nurse their loyalism and bawl "God save the King!" to their hearts' content. Much praise is accorded these self-expatriated loyalists for their devotion to the "old flag," and if there is any glory in making such sacrifice for the sake of exchanging a political status of independency for one of dependency, then these men are certainly entitled to all there is in it.

The man who settled upon the land embracing Spooky Hollow was a "dyed-in-the-wool" tory. His loyalism was of the "blood and thunder" variety. The sight of an American flag would bring on an attack of the rabbies, just as the waving of a red rag destroys the equilibrium of a turkey gobbler. In his estimation a "yankee" was a vile wretch who had committed an unpardonable sin. This man, whom I will introduce as Simon Blaisdell, was an eccentric character. He was self-conceited, self-willed, self-existent and, in fact, self-sufficient, his only use for friends, neighbors or human society being for purposes of enriching self. Having brought considerable means with him, he was able to make a good start. He erected a two-story dwelling house down in the bottom of the ravine at a point where the lofty hills on either side were so broken up and tumbled together as to make a crossing by wagon road an impossibility. This house became "the haunted house" of Spooky Hollow, and, although a century of the world's history has been made since it was built, it is still standing. It is vacant, of course, having been so for many years. It is an object of curiosity to the present generation, but it was an object of terror to a preceding generation, that have mostly passed away. The old house contains secret vaults and chambers built in solid masonry, so hidden that their very existence was not known to a living soul outside the family—indeed, it is more than probable that Simon Blaisdell alone knew of their existence, as he alone knew for what purposes they were constructed. Not until the old house was finally turned over to the moles and bats and to the tender mercies of the morbidly curious was the discovery made.

Simon was egregiously avaricious. He took advantage of every possible opportunity to increase his exchequer. He engaged in the tanning business, opened a general store and became a large land owner. He succeeded in accumulating what was considered in those days a fortune, but it disappeared as mysteriously as it was accumulated, and his descendants were not profited by it. While he occupied the house in the

Hollow during the earlier years of his career, he "took in" all strangers who happened to pass that way with a sufficient amount of "tin" to pay for refreshments and a night's lodging.

It is said that a wayfaring peddler of valuable wares went down into the gloomy Hollow one dark night and was never seen again, dead or alive. This was enough. It mattered not whether the peddler got up before daybreak and went on his way, or whatever became of him—if some neighbor above saw him go down at night, it was circumstantial evidence enough to induce that neighbor to whisper into the ear of the next neighbor that something terrible had happened down in the Hollow. Rumor is accumulative. Vague at first, it gathers strength if it can find anything to feed upon, assuming shape and form, until, finally, the stamp of authority is put upon it and it passes current everywhere. It is not a difficult thing for overcredulous and superstitious people to transform a pair of imaginary twos into a real matter-of-fact four. Then again, it must be remembered that the only living witnesses of the wonderful things seen and heard in Spooky Hollow, although wearing the silvery gray badges of old age upon their heads and occupying positions of honor, many of them, were the boys and girls during the time the peddler's ghost held high carnival in the Hollow.

It is well, therefore, to keep in mind the plasticity and credulity of youthful minds while listening to the blood-curdling stories of these old residents. There certainly cannot be found in Canada or the United States a spot more appropriate for the spiriting away of a peddler or anyone else; and when the proprietor of such a place is sly, greedy, and not in touch with the commonalty around him, it would be quite natural for said commonalty to look upon the conditions as favorable for anything unusual or extraordinary.

If Simon did eject the peddler's ghost from its tenement of clay, the ghost has had ample revenge. While Simon occupied the old house himself the ghost behaved itself, as all respectable ghosts do, but when he moved up into the village and attempted to keep a tenant on the place, then the peddler's ghost wandered out of its element and took up its abode in the old house and began a diligent search for its tenement of clay which was supposed to be secreted somewhere about the premises. One after another it drove Simon's tenants out until no family could be found sufficiently courageous to move in. It slammed doors, pounded floors, rattled window blinds, groaned and shrieked; and when it had gained complete possession, in fee simple, of the entire premises, it commenced to show itself.

Just why this peddler's ghost assumed the form of a female is more than the "oldest inhabitant" can explain. It may have been a timid ghost, after all, and, like Jeff Davis, put on petticoats to avoid capture. Whatever the reason may have been, "it" always appeared as a woman, sometimes headless, sometimes bodyless and always attired in the white robe of night. When not headless, it always appeared with long black dishevelled hair and a facial expression of blank despair that froze the blood in the veins of any dare-devil who ventured through the Hollow at night. The darker the night the brighter did the specter appear, as he, she or it was generally seen with a dimly-burning,

half-consumed tallow candle in his, her or its hand.

If any of my readers want data for writing ghost stories which will break the official stamp of a notary public, if necessary, and yet remain strong enough to shatter the nerves of a marble statue, I would advise them to visit South Norfolk and interview the old residents.

When the time came for Simon's dissolution, his ghost, after a time, succeeded in bringing about a treaty of peace with the peddler's ghost, since which time peace and harmony have reigned in Spooky Hollow.

There is one more circumstance to relate—and it is one which certainly puts a good deal of color into it—and then my task will have been faithfully performed. In the Blaisdell family were six daughters, who, for some inscrutable reason, never married. After Simon had gone to his reward, these maiden Blaisdells continued to occupy the old village residence until the frosts of a late-autumn old-maidenhood froze up the wellspring of life. For many long years one of the sisters was kept a prisoner in a little dungeon of a room, the only window of which was kept boarded up. The door of this mysterious chamber was constantly guarded, and no communication whatever was allowed to pass between the occupant and the outside world. The only reason ever given by the family for this strange conduct was that long-continued illness had reduced the invalid to a state of nervous imbecility, and that the sight of any person outside the family threw her into uncontrollable spasms. In the light of Spooky Hollow revelations this was no excuse. Amelia Blaisdell must have been in possession of the terrible secret of Spooky Hollow; and the fact of

her enforced confinement in that gloomy prison was sufficient evidence to justify the little world outside in the belief that Amelia wanted to divulge the secret and that her sisters were determined that she should carry it to the grave with her inviolate. The years came and went; the boards remained on that mysterious window, and the invalid continued to live. The people finally made up their minds that Providence had a hand in it, and that Amelia could not die until she confessed the secret; but there came a day when poor Amelia was carried out of her gloomy chamber, only to be placed in one gloomier still—one beyond the sting of idle gossip or the necessity of human hands to guard its portals. Her secrets, whatever they may have been, were buried in the tomb with her. The old village house, with its boarded-up window, is still standing, dark, vacant and gloomy, fit companion to the old "haunted house" in Spooky Hollow.

E. A. OWEN.

Vittoria, Ont.

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 generosity of Mr. Averoff, the Greek merchant of Alexandria, deserves wide praise. It will be remembered that he gave \$90,000 to restore the Stadion at Athens in anticipation of the reopening of the Olympic games. He has now declared his intention to advance \$45,000 yearly until the structure shall be completed in Pentelic marble.

General Stampede

From the Curse of Credit.

Hundreds of merchants are now abandoning the old-time credit system and discarding the pass book for the cash and coupon book system, which enables the dealer to avoid all the losses and annoyances inseparably connected with the credit business.

If you are a victim of the credit business and desire to place your business on a cash basis, send to us for a catalogue and samples of our several kinds of coupon books, which will be forwarded free on application.

TRADESMAN COMPANY,

Grand Rapids, Mich.

Integrity and Bad Bills.

From The Dry Goods Reporter.

Financial panics like that whose effects still linger have always afflicted the commercial world since the discovery of credit methods, and probably always will recur at longer or shorter intervals as long as there are borrowers and lenders. But the idea lately advanced by a contemporary, that debt is no longer regarded with the same feeling it once was, is a more serious matter. Happily, the charge, at least in this sweeping form, is not true.

It is in the nature of credit to go on expanding until at the end of a certain period the bubble of confidence is suddenly pricked by some unexpected cause and collapse follows. Capitalist and borrower both extricate themselves painfully from the debris of the wreck. One finds his business gone; the other sees his capital swallowed up. Under cover of hopeless failure the borrower often declares himself free from all responsibility and repudiates the debt. This, indeed, may be an act of dishonesty—it often is. Yet there is another side, not one that excuses the repudiator of just debts, but one that shows where the lender, too, was rash and at fault.

A story now going the rounds of the grocery papers will illustrate the point. A grocer complained that a bankrupt customer owed him \$200, and one day dunned him for the hundredth time since his failure. The delinquent bore it patiently, then straightened up and gave his side of the case.

"See here," he said, "we might as well understand each other first as last. I consider that it's your own fault you lost this money. When I first began to deal with you I told you that I wanted to settle monthly. For six months I dinged at you in vain every month for my bill. You were too lazy to make it out, and the account climbed up. Now I'm in a hole and can't pay it, and you're more to blame than I am, for you could have had your money if you had watched your business."

Of course, the circumstances did not cancel the man's indebtedness, but nobody will deny that there was some force to his argument. The moral is a larger one than a mere lesson of promptness in sending bills. It points out the responsibility of every man who extends credit to others. It is his duty to watch that he is taking no more than reasonable risks.

If there appears in recent failures to be an unusual amount of repudiation, it is only because things have gone a little beyond the safety point, not because there are any more dishonest debtors than in former generations. The merchants of the country are as honest, on the average, as ever in the country's history. The great body of our business men are as well aware now as in former generations that integrity is the only sound basis of business success. Methods and fashions change, the young supersede the old, but this fact, true in the old, slow days, is still as true in the most up-to-date establishment.

Business cannot be healthy with settlements on a basis ranging from 10 to 50 cents on the dollar. But the fault must not be laid to a growth of dishonesty, only to a passing era of overconfidence, often amounting to carelessness, on the part of investors and creditors.

Implied Warranty in Substituting.

That a sale of an article by a particular description constitutes a warranty that the article answers to that description, is well settled. But the supreme court of North Dakota goes a step farther and holds that, because, when, in response to an order for an article described in a particular way by the purchaser, the seller delivers an article of that general nature, though not fully corresponding with such description, the law regards his act as equivalent to a sale of such article by the particular description set forth in the order, therefore, he is to be considered to have warranted that it corresponded to such description. The illustration furnished by the case under consideration, North-

western Cordage Co. vs. Rice, 67 N. W. Rep. 298, is of an order for a quantity of pure manilla twine. The company of which it was ordered having assumed to fill the order, the court holds that it must be deemed to have warranted that the article delivered was, in fact, pure manilla twine. And, what is of not less importance, the court further holds that the acceptance by the purchaser of an article which does not correspond to the warranty, with knowledge of the defect, does not, as a matter of law, bar his right to rely upon the warranty. It is a circumstance to go to the jury, on the question whether there was a breach, and possibly whether the purchaser has not waived his right to insist upon damages for it. This is certainly a remarkable decision in some of its aspects. The court itself seems to realize this, and in anticipation of the applications that may be sought to be made of it in the future, without trying to forestall the exceptions which may have to be made in different cases, the court says that it believes it to be in the interests of justice, and to fairly express the sense of business men upon the subject, that whatever form a warranty assumes, if there is in fact a warranty, the mere acceptance of the property will not, as a matter of law, bar a recovery for a breach of the warranty, although an inspection of the property would have led to a discovery of the breach, and that actual knowledge of the defective condition of the thing delivered should not necessarily preclude a reliance upon the warranty. One reason for this is that the purchaser is often so situated that it is necessary for him to accept the article in its defective condition.

How a Merchant's Bluff Indicated His True Standing.

From the Lewiston Saturday Journal.

"'Tis true as the book," says a Maine lawyer, "that more crimes are discovered through the efforts made to prevent discovery than in any other way. The mind of the wrongdoer is not satisfied with simply keeping still. It is uneasy and overcautious, and leads its owner pretty surely to do some act he would not have done if innocent. In just the same way shrewd business men read the minds of their debtors. Let an apparently prosperous man become seriously involved, and very often he will try to screen his real situation by doing things that imply a solvent condition, all for the purpose of deceiving his creditors."

"A quarter of a century ago I was practising in a Western Maine village, and among my intimate friends was a young merchant who had apparently been doing a very successful business for several years. His credit was as good as almost anybody's in the town. To my great surprise, one evening, there came to me the principals of two large Portland firms, to whom my friend was indebted, and they requested an immediate attachment of his stock of goods. I protested that such a course was unjust and unnecessary. Then one of the merchants explained that a day or two previous he had received a letter from their debtor in which he casually mentioned some proposed action of his which would involve a considerable outlay of money. He didn't believe the man really intended any such outlay, and he asked himself, 'Why has he mentioned this?' Conferring with his neighbor, he found the young man had at the same time written him an exactly similar letter. That was enough, and they decided to sue. Feeling almost sure they were wrong, I had the attachment made so secretly that none knew of it except those immediately concerned. The young merchant was immensely surprised, and at once got friends to become his security on the Portland debts. But the developments of the next few months showed conclusively that the merchants had rightly read the meaning of the unusual letter, and that their debtor's affairs were at that time rotten to the core. Only their prompt action saved their claims, which together amounted to something more than a thousand dollars."

IF INTERESTED IN CAPS

... write to ...

Detroit Cap Mfg. Co.,

Originator of Novelties,

210 Jefferson Ave.,

DETROIT, MICH.

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

HAMMOCKS

\$7.00 to \$42.00 per dozen.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods

Grand Rapids, Mich.

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

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

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

Send for sample order.

CORL, KNOTT & CO.

Importers and Jobbers of Millinery

20-22 N. Division St.,

Grand Rapids.

Our cards of **fleeced back**, twills and ducks, wrapper styles, heavy prints, 29 to 30 inches wide, are ready to show. These goods were very popular last fall and no doubt will be again, as they make the best house robes. Colors are all acid discharge, dyed in the piece, and are fast colors. Patterns are Persians, stripes and small neat figures. Place your order early.

P. STEKETEE & SONS,

GRAND RAPIDS.

REPRESENTATIVE RETAILERS.

Dr. Geo. B. Nichols, the Veteran
Martin Druggist.

Geo. B. Nichols was born at Naples, Ontario county, N. Y., June 12, 1827. His father was a Connecticut Yankee, while his mother was a Massachusetts Yankee, the former living to the ripe old age of 90 years, dying on his birthday. The son attended the public school of Naples until 20 years old, when he taught school winters for five years, studying medicine between times with his uncle, Dr. Sprague, of Naples. He then took a course at the Geneva Medical College, graduating in 1852 at the Castleton (Vermont) Medical College. He subsequently practiced medicine at Naples for six years, when he removed to Michigan, locating at Martin, where he has practiced medicine continuously for the past thirty-eight years, being the oldest practitioner in Allegan county.

About twenty years ago Dr. Nichols opened a drug and stationery store, which business he has continued without interruption ever since.

Dr. Nichols was married in 1863 to Miss Eunice M. Watkins, of Naples, N. Y. Seven children have blessed the union, six of whom are still living, all having grown to manhood and womanhood, the youngest being 25 years of age.

Dr. Nichols is a Mason and an Odd Fellow and attends the Presbyterian church. He has been town clerk and superintendent of schools and is, at present, President of the school board of Martin township. Until four years ago he was for many years a member of the board of examining pension surgeons of Allegan county.

The Display of Wall Paper.

There is plenty of room for improvement in the window displays made by the majority of decorative dealers at the present time. It is really surprising how little interest many of the trade take in the matter. A little good taste and common sense are all that are needed to obtain a good result, and even if these qualities be lacking, the following out of a few general rules will answer nearly as well. So many men make the mistake of "sticking" in their window half a dozen different samples of various colors, about a square foot or two of each showing. The effect of such a display is patchy and inartistic. The first thing to aim at is to give the effect as nearly as possible that a fabric will have when hung in a room.

To illustrate, let us take wall papers. Now, an incongruous assortment of papers of various hues and various styles not only is in very poor taste, but it does not convey to the eye of the possible customer what is intended. The effect of such a kaleidoscopic combination of odds and ends is to kill the individual beauty of coloring and design that the papers possess. Of course, in the case of a cheap gilt paper, for example, where the ground is practically colorless and the design a little insignificant figure in gold, all this would not hold true. In the first place, there is nothing in the paper to kill, and in the second place, it is not the kind of paper to make a display with or in any way to attract the attention of a passer-by.

In furnishing a window not more than two or three different papers should be exhibited at the same time, and these, of course, should be harmonious. When we say harmonious we do not

necessarily mean that they should be the same color or the same pattern, for there is harmony in contrast just as well as there is harmony in tones.

A scheme that the swell decorators frequently adopt—and there is no reason why a small dealer should not follow suit—is to form a solid background of paper. This is done by having a horizontal pole placed at a height of several feet, running the full width of the window, several rolls of the same wall-hanging are placed on the floor, side by side, directly underneath and a sufficient length of each breadth is unrolled to permit of its being thrown over the pole. In this way no waste results, it not being necessary to cut off any pieces. If desired, two different papers may be used in alternation in forming this background; or if one is employed that is dark—say, for example, a plain green or India red—two or three strips of a paper in which the coloring is the same but lighter in tone, may be flung over the dark ground, and by catching it in at the center so that it partially reveals the dark ground a very fine effect can be obtained. In addition to this, one or two papers may be displayed on racks in the foreground, always remembering that the more of one display of any paper the better the effect will be. If a dealer is also interested in the upholstery trade, the addition of one or two dainty little bits of furniture in the window, and say a potted plant or two, will all serve to set off to better advantage the background of paper, giving the spectator a better idea of what the effect of the wall-hanging would be when hung in a room.

This selling of wall paper by means of sample books is a very convenient way sometimes, but the truth remains that no man of artistic ideas who has much interest in the decorating of his house would ever care to do what practically amounts to buying wall-paper on faith.

Effect of Low Price of Wheat.

The Boston Information Co. thus expresses its opinion on the effect of the low price of wheat: "With this cash property at 50 cents in Chicago and the near-by options only fractionally higher, the buying powers of the farmer, middle man and all others who have anything to do with the cereal are greatly curtailed. The cheaper the products of the farm are the less of them go to market, because, after paying freight, the difference between what is received by the farmer and what it costs him to produce his crop is so small that he might better keep his property on the farm and take the chances of those better times that, in the parlance of many a Gotham writer, are just ahead of us. The price of wheat, then, and all other grains has its due effect upon the prices of securities, and with a continuance of falling values on the Chicago board of trade and New York produce exchange, it is easy for Wall Street to become pessimistic on stocks. We are creatures of hope, but when one takes an unbiased view of the situation in general, and listens to the long-winded sermons as to what would happen if the pet theories of the writers were only carried to their proper conclusions, prosperity, or even improvement to any lasting extent, seems to be in about the position of the wisp of hay that was fastened to the bridle of the patient horse, but just three feet in front of his ever-watering mouth."

Chicago issued a marriage license the other day bearing the number 250,000. No. 1 was issued in 1871, just after the great fire.

Shall we have "The Gold Standard?"

We offer a substitute for Gold.
Good as Gold.

What are we speaking of? Why

Manitowoc Peas

Are they legal tender? Whether
"legal" or not is uncertain, but
they are certainly "tender."

THE ALBERT LANDRETH CO.,

MANITOWOC, WIS.

Credit for the above idea should be given to the Norton Can
Co. Minstrels, Chicago.

Parisian Flour

Parisian Flour

Lemon & Wheeler Company,

SOLE AGENTS.

Parisian Flour

Parisian Flour



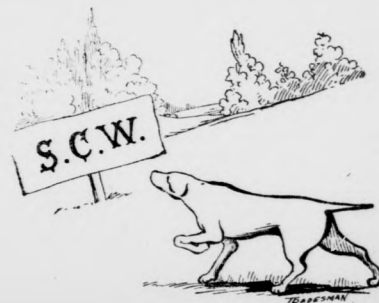
USE ATLAS SOAP

Is what you should
advise your customers.
People who have
used it say it is the BEST.

Will you allow us to give you

A POINTER

The S. C. W. is the only nickel
cigar. Sold by all jobbers
traveling from Grand Rapids.
We do not claim this cigar to
be better than any 10 cent
cigar made, but we do claim
it to be as good as any 5 cent
cigar that is sold for a nickel.



Getting the People

How to Charge Up Advertising.

From the Apparel Gazette.

Merchants who very often try an experiment in advertising for a year are discouraged at the end of the period by seeing an advertising account which, when placed in comparison with the profit and loss account for the entire store, discourages them, and they jump at the conclusion that advertising does not pay. Advertising charged to a general advertising account is, undoubtedly, most unsatisfactory and misleading, for the reason that at the end of the year this account must stand the test of being compared with the general business, with no credit given to advertising for pulling up the sales in the lines advertised. On the contrary, all losses taken during the seasons on "dead stock," etc., are indirectly pitted against the advertising account at the end of the year.

A most satisfactory way to find out exactly what advertising is doing for a firm is to break up the advertising charges into advertising accounts against each of your several lines. A clothier should have a men's furnishing account, to include neckwear, shirts, hosiery, underwear, collars, cuffs, etc.; a suit account, for men's suits, extra pants, fancy vests, etc.; an overcoat account, a hat account, a boy's clothing account, a shoe account and a general advertising account. Have these accounts or more.

When an advertisement is issued for a sale of neckwear, charge to the men's furnishing account the full charge of the cost of the advertisement, and place the charge against the sales in that department for the day of the sale and the several days following. If you include in your neckwear advertisement a short, sharp drive on a line of men's shoes, charge the advertising pro rata to the men's furnishing account and the shoe account. By this method a manager can tell at a glance, not only whether the advertising pays, but can tell instantly whether the lines he is advertising are moving—he knows whether or not he is hitting the wants of his trade.

To the general "advertising account" charge all advertisements of a general character which you, in the year, give to churches, societies, etc., for programs, booklets, etc. Also charge to this account a general heading over a combination advertisement, where the writer eulogizes the firm, way of doing business, etc. For instance, if the advertisement is 300 lines long and takes in neckwear, suits, overcoats, shoes and boys' overcoats, charge 50 lines to general advertising (if the firm name and introduction take up that amount); charge 70 lines to men's furnishings; 60 lines to suits; 40 lines to overcoats; 30 lines to shoes and 50 lines to boys' clothing. In this way the department directly benefited bears the expense, and its sales will furnish a criterion by which to judge the efficiency of your advertising.

At the end of the year dispose of your general advertising account by charging it up, by percentage, to departments that did no advertising or were in your judgment benefited by the advertisements of others. For instance, an advertisement for shoes is considered to benefit to a certain degree the hosiery stock; an "ad." for suits will benefit the suspender stock, etc.

Advertising, if handled in this way, is satisfactory and well in hand at all times. It gives an advertiser a practical knowledge of what to advertise; he knows, without guessing or taxing his memory, whether any one branch of his business is getting too much advertising to the detriment of others.

It is also well to apportion to each of the several branches of your business a proportion of the entire amount you ex-

pect to spend in advertising, and set this amount at the head of the account. This gives you the opportunity to continually know just how fast you are eating into the amount set aside for that particular line and to switch the accounts as the year passes, if your judgment warrants.

Law Points of General Interest.

Even if goods have been delivered to a carrier consigned to the buyer, and insolvency occurs before they reach the actual possession of the buyer, the seller may exercise the right of stoppage in transitu to recover his possession, and thereby revive his lien. The right of stoppage in transitu is but an equitable extension or enlargement of the seller's lien, and is not an independent or distinct right.

A common carrier, undertaking to transport the baggage of its passenger, is held by the law to the strictest accountability, and if the carrier receives such baggage and undertakes its carriage, it cannot be relieved from reliability therefor by anything save the act of God or the public enemy.

One who purchases personal property from a conditional vendee, contractee, or lessee in possession thereof, with actual knowledge of the conditions on which his vendor holds possession of such property, is not an innocent purchaser, and acquires only such title as his vendor had.

A note in the hands of an agent for collection cannot be reached by garnishment of the agent.

Where the payee of a note after delivery alters its date, such act renders the instrument void.

A contract will not be rescinded for fraud where there is no offer to return the consideration paid.

Where waiver of protest and notice is embodied in a note, it is binding upon subsequent indorsers of the note.

The holder of a check cannot sue the bank on which it is drawn until such check has been accepted by the bank.

In the absence of an agreement to repair, the tenant cannot recover for damages for the want of necessary repairs.

On failure to deliver goods sold, the seller is not liable for the loss on a proposed sale of which he had no knowledge.

Entries in books kept in the ordinary course of business in the handwriting of a deceased witness are admissible in evidence.

Purchasers of goods have an insurable interest in them, though title was not to pass till their arrival at destination, so as to make the carrier their agent.

Contributory infringement is the intentional aiding of one person by another in the unlawful making or selling or using of the patented invention, or its parts.

Fraudulent concealment by an agent of the amount collected for his principal will prevent the running of the statute of limitations against the claim of the principal.

A purchaser of personal property on credit from the person in possession, before payment of the purchase price, cannot claim the same as a bona-fide purchaser for value.

The authority of one partner to execute a sealed instrument of lease in the name of the firm will be presumed where his partner was instrumental in securing the lease.

The Porter's Idea of the Traveler.

Farmer (at door of country hotel, to porter)—Who are those respectfully dressed men with those funny looking valises going in and out?

Porter—Them's commercial gents.

Farmer—What, may I ask, are their peculiarities?

Porter—Well, sir, they never leave the hotel without tipping the porter.

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.

You can't fool The people all the time

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

Sears' Superb Fruit Coffee

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

Not a Single Slow Thing about It.

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

THE NEW YORK BISCUIT CO., GRAND RAPIDS.

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.

OF COURSE YOU HANDLE

LION COFFEE

For Sale by All Jobbers.

SEE PRICE LIST ELSEWHERE.

EVERY PACKAGE 16 OZ. NET

WITHOUT GLAZING.

Perfectly Pure Coffee.



WOOLSON SPICE CO.

TOLEDO, OHIO, and KANSAS CITY, MO.

Learning Window Dressing and Sign Painting.

From the Grocery World.

One of the coming adjuncts of the successful store is good window dressing. Nearly every sort of a store but the grocery has fallen in line in this particular, and now devotes time and care to catching the eye of the passer-by and attracting his trade through a well-dressed window. Good window dressers are always in demand. At present they seem to be among the very few lines which are not overcrowded. The field which exists for young men therein is wide and success is almost certain if study and practice are given the subject.

There are two reasons why it will profit the clerk to study window-dressing. One is the fact that it will make him more valuable to his present employer. The ability to do something else besides wait on customers, and to take charge of a distinct, valuable department, will render his position more secure and more remunerative. Any grocer, except one at a crossroad, where window advertising would be lost, will be willing to pay a higher salary to a clerk who once a week, or oftener, can dress his windows in such an ingenious manner that the people will be attracted to the point of crowding the sidewalk. There are always spare moments, which could be well occupied by this work. The results of such advertising, when it is done well, are probably greater than those accruing from any other form.

The second reason why it will pay a clerk to learn this work is the fact that good window dressers are always sure of a position. If he studies and plans, cultivating his ingenuity and adapting ideas wherever he finds them, he will in time become a good window dresser. If he has a dash of artistic quality in his composition, he will succeed to a greater extent than if he has not, but even if a young man has no particular bent in this direction, careful study will produce good results.

Expert window dressers are paid salaries which will compare favorably with those received by lawyers, clergymen and physicians, or even by those of the retail grocers. It is stated that John Wanamaker's window dresser is paid \$5,000 per year. Of course, this is an exceptional position, but it serves to show the importance with which the profession is regarded.

There is no book on the market which covers the whole subject of window dressing. No distinct rules can be laid down for it. It is a matter of taste and ingenuity purely. The sole object is to present an aggregation of goods or material which will favorably attract the eye of the passer-by and thus act as an advertisement for the store. No two men will aim at this result in the same way, hence no rules or regulations can be laid down.

The clerk in the average country town has a splendid field for the exercise of his talent, because probably not a merchant in the town devotes any attention to window displays, for which reason he has no particular competition.

The usual grocery-store window display, where any effort has been put forth at all, is a pyramid of canned goods. This is not the sort of window-dressing for which \$5,000 yearly is paid. To succeed, a window display must possess ingenuity, and need not necessarily embody advertising for any particular goods, although if this can be introduced without seeming to be bald advertising, its value will, of course, be heightened.

The best kind of a display is that which introduces mechanical movement into the window, such as flowing water, clockwork, etc. If this is not attainable, some miniature reproduction of a scene from life, such as a railroad train standing at the station, etc., will prove the talk of the town by reason of its very unusualness. These are much easier than they look. Children's toys can be used for the figures, with cardboard utilized for woodwork, etc. The "pretty" display, by which is meant a simple pile of cans, a heap of fruit,

etc., while attractive in a way, has very little trade-bringing power, if any. Nobody ever saw a crowd in front of a window with such a display in.

If there is a local hit to be utilized, a window display caricaturing it can be made with splendid effect. For instance, in a town known to the writer, a locally well-known chicken fancier's fowls met with a funny accident which necessitated the pulling out of all their feathers. The whole town was in a roar over the ridiculous appearance of these plucked chickens. A local grocer, who knew a good opportunity when he saw it, bought several toy chickens, pulled the feathers out, built up a little chicken yard in his window and labeled the whole thing, "Smith's Misfortune." This clever take-off on a local circumstance which everybody knew about was universally appreciated. Crowds blocked his sidewalk and the store was advertised in a way which, unquestionably, was valuable. There is also a valuable field for a display upon some National occasion or holiday.

The subject of sign-writing ought to be considered in connection with window-dressing. Well-written or printed signs are of incalculable value, both in connection with a window display and alone. The more artistic they can be made the better, as they are directly valuable in proportion to the attention attracted. Some young men have a natural talent for lettering. Others have not, but can largely supply the deficiency if they will take pains and practice. The sign-writer is not as valuable as the expert window-dresser, but the ability to do this work will enhance a clerk's present position and render him more independent in the future. Study not only the actual lettering of these signs, but the wording, which always has selling power. Learn to express your meaning in short, terse expressions, and in every case give the price of the article.

Evolution in Trade Methods.

From Pen and Ink.

Everything in life is changing. Revolution and evolution seem to be going on everywhere. Scenes, methods, habits, tastes and even principles are radically changing. It is a new life, with new ways and new aspirations—not the least startling change is to be seen in business life. What would the rich old merchants of half a century ago say to the methods, expenses and fine surroundings of the business houses of the present day? They would rub their eyes in bewilderment, and tell many a story of their own day of simplicity and economy and yet of great, honorable success. All business men, and especially the younger firms, should recognize the new state of affairs and make a constant study of the changes and development that are taking place. Judgment and nerve are required in a higher degree than ever before. Business must have clear brains and stout hearts. It must have constant watchfulness and energy. It must have regard not only for private interests but the public welfare. The success and expansion of firms cannot now take place without the prosperity and growth of cities. The road to fortune in business is no longer the beaten track which can be followed from a generation of a family. Each season and each year are producing new elements and relations in the situation in connection with human progress generally, and the wise and successful merchants will be those who join in the onward march with faith in themselves and confidence in the future.

In Close Touch with the House.

Merchant—I hear you have left the firm you were with for the past year.

Traveler—Yes, they got too close for me.

Merchant—How so?

Traveler—How so? Great Scot, man, they wanted to give me a salary based on the sales I made!

New Mexico's claim to statehood rests on the fact that she has a population of 175,000, with taxable property valued at \$45,000,000.

Standard Oil Co.

DEALERS IN

Illuminating and Lubricating

OILS

Naptha and Gasolines

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

GRAND RAPIDS, MICH.

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

Highest Price paid for Empty Carbon and Gasoline Barrels

HAS NO EQUAL FOR CARRIAGES AND HEAVY WAGONS



Keeps axles bright and cool. Never Gums.

1 lb. }	TIN BOXES	4 doz. in case.	25 lb. Wooden Pails.
3 lb. }		2 doz. in case.	Half Bbls. and Bbls.
5 lb. }		2 doz. in case.	

Scofield, Shurmer & Teagle,
GRAND RAPIDS.

PROFITABLE PURCHASES.

Some Excellent Advice on How and When to Buy.

General Storekeeper in Shoe and Leather Facts.

In the preparation for the anticipated season's trade the salesmen's grips have been something enormous and crammed to the top with artistic creations in footwear almost calculated to draw one's coin from his pocket from their very appearance; but the country merchant is compelled to remember that these creations de luxe are not for him or for his trade, and that he must buy sparingly of them, if he buys at all. The larger dealers buy their goods for summer long before this season opens, but the average country store-keeper does not dare to make plunges in that way, and if he buys his goods a month ahead of the time he expects to use them he thinks he is taking a big risk. So, after the salesmen have catered to the wants of the more extensive dealers, they carry the stock for the smaller ones which is suitable for the season nearest at hand. This is to the small merchant's advantage in some respects, for the reason that by this time the fiat has gone forth and the styles which will be most called for have clearly revealed themselves, so that he runs no danger of investing a large amount of money in a line of shoes of a peculiar style which may fail to "take." It might seem as if he were getting the remainder of what had been offered to the larger dealers at the beginning of the season, and must be satisfied with a second grade of goods in the way of picking up the crumbs; but this is seldom a question worthy of consideration, and the danger he escapes leaves the advantage mostly on his side of the transaction. The large dealer can experiment with different styles, and lose on one what he gains on another, until he finds the one which will be called for during the season, from the indications of the present demand, and the smaller dealer reaps the benefit of this trouble and expense with neither trouble nor expense to himself.

Aside from this danger, however, the country merchant is always subject to another. His professional eye may be so charmed with the outline and finish of a certain style of shoe as to blind him to the all-important question, "Is it something which will be called for by my trade?" That is the light in which he must view everything of the kind which he purchases; it is the test by which everything must be judged. He may inspect, admire and appreciate the pretty things, if he can do so without being influenced to buy them, but, if he is so susceptible as not to be able to do that, he must shut his eyes and resist the temptation. The goods may be beauties, but they are not for him or his trade, and if he takes a "flyer" in them he will run a great risk of coming to earth mournfully, with his feathers bedraggled and a lot of fine, but unsalable, goods on his shelves. The average merchant cannot afford to keep any such art gallery for his own amusement, and so, when he is thus compelled to keep one, his reflections will be anything but aesthetic, although they may take the form of meditations on the vanity of human wishes.

It is much easier to buy goods than it is to raise the cash to buy them with, and, when the cash is already tied up in unsalable goods, the question of how to buy the absolutely necessary new ones is a mathematical problem whose solution is unpleasantly difficult. The average country community does not want such extra fine footwear. They will neither pay the price nor wear the shoes, for it really seems as hard to get them to do the latter as the former, and in such a community the merchant will have to carefully draw the line between that which he thinks is a pretty shoe and what his customer will think is a good and serviceable one.

The shoe trade in the average country store is an exemplification of the old proverb that good goods come in small packages; at least that is the way they must be bought to prevent their ruining the buyer. In high-priced goods it is the best plan to keep only a few samples

on hand, and order the pairs required from time to time from the jobber as the customer expresses his preference. They can be ordered by one mail and be received in the next, in most instances, and the average jobber will not make any objections to such orders, although they may be slightly inconvenient to fill and the profit may be small on the single pairs, as business is business for them as for others and they get accustomed to that sort of thing from its frequent repetition. If they do object, why there are others. It is always best to consider the feelings of those from whom you buy, however, as well as those to whom you sell, and keep on good terms at both ends of the line. There is nothing gained by being surly and unobliging, simply because you know you can force a man to endure something for the sake of getting your trade. The people of whom you buy are just as much entitled to the treatment of gentlemen as you are yourself, and, if you do not treat them in that way, you are not entitled to such treatment yourself. That is one advantage of business organizations in that they show the good qualities which fellow-members of the trade possess when outside of their office walls.

One characteristic of the young men of the present, which is a disadvantage both to themselves and to their employers, is that they early become imbued with the idea that they know all about the business and how it ought to be conducted, and as soon as they can scrape together a few dollars they set up for themselves. They utilize their small capital in paying interest on borrowed money, with which to buy their stock; having no resources, when an emergency comes, they have to throw up the sponge. That is the story which we can see repeated all about us day after day. Doing business on borrowed capital with nothing ahead is risky business at any time, and the man who pays interest is taking that much out of his profits or his receipts and getting no return. A horizontal advance of 10 per cent. on all goods will often not pay the mere running expenses of the business, such as rent, salaries, and lighting, without the constant drain of interest to be paid on the stock which lies on the shelves as well as on that already sold. Some men seem to be able to come out successfully who start in with a chattel mortgage on their stock, but a young and inexperienced man is taking great chances when he attempts it.

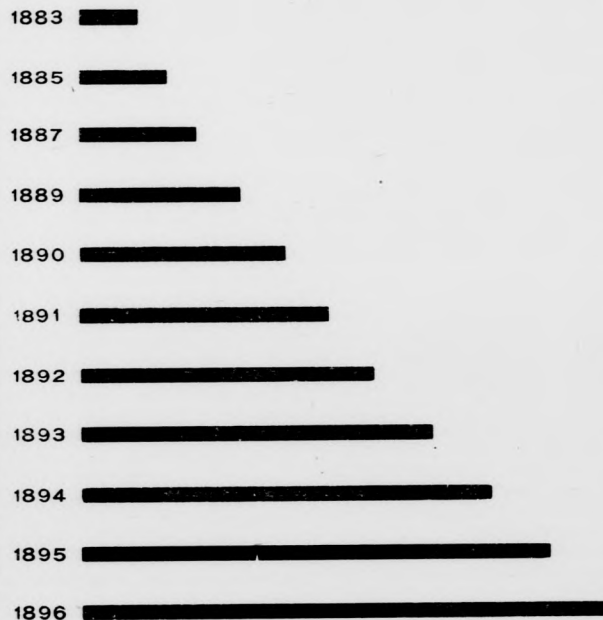
When a young man starts out in this way his employer loses a good worker, the business world gains an individual who, from force of circumstances, must be classed with the doubtful ones, who have all to gain and nothing to lose, and the young man himself often loses the little which he has of his own and a great deal which belongs to some one else, and also loses a good job as well. About the least unpleasant thing which he discovers is the fact that he "cannot afford to pay himself his old salary," for some of the other developments are much worse than this. The old system of apprenticeships may have been a bad and hard one in some respects, but it at least prevented young men from embarking too soon in business ventures for which they were not sufficiently equipped, either financially or in experience. A little extra capital to meet emergencies is a very desirable thing, and it is always best to go somewhat slowly until it is obtained. A little patience exercised at first will often save a great deal of trouble and worry in the future.

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

The buyer for a wholesale house should always treat the knights of the grip in the same manner as he would have them treat him. Respect begets respect.

Flags and bunting at P. Steketee & Sons.

HOW IT HAS GROWN



SUMMARIZED HISTORY:

1883	=	=	=	Business Established
1885	=			Special Machinery Introduced
1888	=	=		Removal to Larger Quarters
1895	=			Removal to Still Larger Quarters
1896				Largest Coupon Book Plant in the World

In which we produce more Coupon Books than all the other manufacturers in the country combined. These facts speak louder than words and conclusively prove that our books must have been the best in the market for the past thirteen years in order to have secured this demand.

TRADESMAN COMPANY,
GRAND RAPIDS.

Commercial Travelers

Michigan Knights of the Grip.

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

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

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

Michigan Division, T. P. A.

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

Gripsack Brigade.

A poorly paid man on the road is generally as poor in securing business as the pay he receives.

The up-to-date traveling salesman carries an up-to-date line of samples and no other kind will do him.

The man who succeeds on the road is usually the one who believes in himself, while the one who fails believes in fate.

Push your business as a traveling salesman energetically, maintain its dignity and your integrity and you will come out all right.

When a commercial traveler gets discouraged and loses his energy, then the sooner he quits the road the better it will be for himself and his house.

Your personality as a salesman has some influence with the average buyer, while the methods of broaching your business and the treatment of your trade go a good way toward securing an order.

Artificial training will never make a truly successful traveling salesman, for the duties of the position necessitate qualities that every Tom, Dick and Harry does not possess. Like the poet, he is born for his particular vocation.

"Old foggyish" and "behind the times" concerns are not in it when it comes to doing business on the Nineteenth Century plan. This much every commercial traveler is aware of and he always endeavors to represent only an up-to-date firm.

Miss Homeria A. Bouton, who has visited the furniture trade of Michigan for the past year for the Pentwater Bedstead Co., will shortly quit the road and re-engage in the work of teaching school at Pentwater. Her successor is Wm. R. Compton, of Grand Rapids.

It's not everybody who goes on the road to sell goods that is fit for it, for some men were never cut out for commercial travelers. You see, traveling salesmen are born, not made, and if you were born a hod carrier, for goodness' sake get at it and make room for some good man who is fitted for the work of a knight of the grip.

Pope, in his "Letters," says: "Let fortune do her worst, whether she makes us lose, so long as she never makes us lose our honesty and independence." This is a noble aspiration for any knight of the pencil and order book, and therefore let him treat his customer from the standpoint of integrity and independence, thus knowing that he has done his duty toward his firm and to society.

Jacob Vandenberg has exchanged his house and lot at 2 Wells street for the Frost farm, located one-half mile west of the Dennis corners, on South Division street. The farm comprises 50 acres, being well improved and excellently adapted for small fruits, in which branch of business Jacob expects to engage quite extensively. Mr. Vandenberg can be found on the vege-

table portion of the Morning Market and will be glad to shake hands with any of his former acquaintances on the road.

The commercial traveler is an educator—a missionary, if you please—for he labors in constant fulfillment of that divine edict, "Let there be light." He it is who first bears the torch of enlightenment into the benighted regions of the earth and blazes the way for the majestic march of civilization. Hence his advent, no matter where, is a harbinger of refined influence, more elevated tastes and habits, greater comfort, elegance and luxury in all the appurtenances incident to human society. In short, the whole accessible world feels his superb influence.

At an adjourned meeting of the Board of Directors of the Michigan Commercial Travelers' Mutual Accident Association, held Saturday evening, Wallace Franklin resigned from the Board, on account of his inability to be present at all the meetings, and Geo. J. Heinzelman was selected to act in his place until the annual meeting of the organization next January. As intimated by the Tradesman last week, still further changes are contemplated, on the completion of which the organization will be well equipped in all departments to carry on the work for which it was called into existence.

Post C (Detroit) held its annual excursion and basket picnic at Sugar Island last Saturday. There were over 200 in attendance, and, of course, they had a fine time. At the Island there were some very exciting games. The ball game was won by the team captained by Mr. Baier, and Capt. Dean's team won the tug-of-war. Mr. Howan was the fastest fat man, and J. B. Schran carried off the honors in the 100-yards dash. The ladies also had some exciting races. Mrs. Watson won the married women's race, and Miss Lulu Dent was the first young lady across the line in the single ladies' race.

It has puzzled many traveling men why such men as "Hub" Baker and Johnny Shields should stop at the American House, at Cadillac, in the light of Landlord Parker's record as a common swindler. The explanation of this seeming incongruity is that Baker and Shields both make a practice of buying up accounts against Parker at 25 cents on the dollar, thus securing a \$2 rate at a net expenditure of 50 cents per day. The explanation is a plausible one, but the precedent thus established is by no means a desirable one. In view of Parker's record every traveling man should shun the American House as he would a pestilence.

TRADE CONDITIONS.

The strengthening of prices consequent upon the adoption of a sound money plank at the St. Louis convention seems to be much more than neutralized by the reaction caused by the activities of the extreme silver elements. In proportion as these have manifested strength in the bolting contingent from the republicans and in the division of the democrats, there has been a further decline in products and industrials, until the financial world is looking with anxiety for the outcome at Chicago.

In the case of wheat and other cereals the continued decline seems to find sufficient cause in the generally favorable crop reports throughout the producing regions. Wheat has declined about three cents since the last issue of the Tradesman, and other grains in proportion, and the bulls in the market

seem to have little hope of recovery.

The unsatisfactory conditions in the iron market continue with increased intensity. The combinations are making a desperate struggle, but they have thus far operated to hinder demand and stimulate outside preparations for the production of their lines. The continued contest under these circumstances seems likely to lead to eventual disaster. Bessemer pig shows a further decline and a reduction in coke is probable.

The textile situation shows no improvement. The shutting down of works on every hand continues and a concerted movement in that direction is under discussion. The only favorable indication is that stocks in the hands of retailers are small, as they have been buying from hand to mouth so long.

About the only encouraging features are the general favorable crop reports, an improved outlook for coal and the continued favorable situation in shoe and leather trades.

The stock market has shared the general bear tendency, probably influenced by the same causes. Export of gold is small. Bank clearings were smaller, falling below the billion mark again, but failures were not so numerous—218 against 265 for preceding week.

A Blow at Business.

There is a great danger threatening in the X ray discoveries, and if one-half of what is anticipated in regard to them happens, it is difficult to see how business of any kind can be carried on. If, as is anticipated, the X ray shall enable us to see into each other's minds as well as through each other's bodies, a deadly blow will be struck at commercial prosperity. In the stock market, for instance, the seller or the buyer, as the case may be, will be unable to keep to himself his reasons for wishing to sell or buy, and by consequence it will be practically impossible to do business with anybody. The promoter will be powerless to promote, for nobody will believe the glowing prospectuses which he issues; nobody will need to read them, for one can do better. He can read the inner consciousness of the promoter and see at a glance that his schemes are founded upon airy falsifications and that his "good things" are good for nothing. The real estate dealer will be unable to conceal the "outs" in the property he would dispose of, and the intended purchaser will, on his side, be powerless to keep from the owner knowledge of the fact that, on account of certain projected improvements, the property in question will in a few months double or treble in value. And so in all kinds of business. The inability to conceal one's purposes, his private information and his well-grounded hopes will make the transfer of any sort of property next to impossible. And not only in business alone, but also in statecraft and politics, love and friendship. The inability to deceive must operate toward the abolition of all these. When the X ray is fully developed there can be no business, no gain in lying, nothing to make by flattery or deception, and our high and enlightened civilization must, of necessity, lapse into barbarism. Surely, the X ray is not the purest ray serene that some folks would have us believe it to be. It is a light which must cast a baleful shadow over all things which make for the enlightenment of the world and the upholding of humanity.

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

PECK'S HEADACHE..... POWDERS

Pay the Best Profit. Order from your jobber



CLIFTON HOUSE

Michigan's 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.



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
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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;
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.

PRIZES AND CONTESTS.

Arranged for Annual Convention of the M. S. P. A.

Grand Rapids, June 30—The following program of sports and contests has been prepared for the annual meeting of the Michigan State Pharmaceutical Association, which will be held at Mackinac Island Aug. 4, 5 and 6:

PRIZES FOR PAPERS.

For the best paper on "Pharmacy": \$5 in gold, offered by the Mallinckrodt Chemical Works, St. Louis, Mo.

For the best paper on "Chemistry": \$5 in gold, offered by F. E. Westervelt, representing Seabury & Johnson.

For the best paper on "Advertising a Drug Store": the Bulletin of Pharmacy for one year, offered by the publishers.

For the best five display advertisements submitted, each contestant to submit as many advertisements as he or she chooses (each contestant must be a member, or the wife of a member of the M. S. P. A.): First prize, Michigan Tradesman one year; second prize, Michigan Tradesman one year; third prize, Michigan Tradesman six months; fourth prize, Michigan Tradesman six months; offered by the publisher.

CARNIVAL OF GAMES.

Tug of War (twelve men on each side): Each member on winning side will receive a quart bottle of Sloman's Diamond Wedding whisky, offered by S. A. Sloman & Co., Detroit. Each member on losing side will receive a bottle of "Lemo-Seltzer."

Potato Contest for Ladies (very easy): First prize, one-half pint Wildwood Violets; second prize, one quarter pint Linden Bloom; third prize, one card of assorted odors; offered by Foote & Jenks, Jackson.

Foot Race (single men) 100 yards: First prize, 100 El Saladin cigars, offered by H. Schneider Co., Grand Rapids; second prize, one case Tanglefoot fly paper, offered by O. & W. Thum Co., Grand Rapids.

Foot Race (married men) 75 yards: First prize, one half-dozen quart bottles Ridgewood whisky, offered by Kortlander Bros., Grand Rapids; second prize, one case Tanglefoot fly paper, offered by O. & W. Thum Co., Grand Rapids.

Egg Contest for Ladies (awful easy): First prize, one 5 pound box fine candy, offered by the Putnam Candy Co., Grand Rapids; second prize, one case of Tanglefoot fly paper, offered by O. & W. Thum Co., Grand Rapids.

Bicycle Race: First prize, one fine toilet set, offered by L. M. Mills, representing Morrison, Plummer & Co., Chicago; second prize, one case Tanglefoot; third prize, one case Tanglefoot, offered by the O. & W. Thum Co., Grand Rapids.

Hurdle Race: First prize, 100 "Druggist cigars," offered by the G. J. Johnson Cigar Co., Grand Rapids; second prize, one case Tanglefoot, offered by O. & W. Thum Co., Grand Rapids.

Base Ball Scramble: First prize, one gallon bottle of P. D. & Co.'s Euthymol, offered by "That man Church."

Boat Race: First prize, one 5 pint

bottle of Parke, Davis & Co.'s Cascara Aromatic, offered by "That man Church," who represents them.

Standing Jump with Weights: Prize, one quarter dozen Ridgewood whisky.
Standing Jump without Weights: Prize, one quarter dozen Ridgewood, offered by Kortlander Bros., Grand Rapids.

EVENTS ON THE BOAT.

Waltzing Contest: First prize (ladies), one extra large pyramid Palmer's "Violet Bloom," offered by Solon Palmer, New York; second prize (ladies), one case of Tanglefoot fly paper, offered by O. & W. Thum Co., Grand Rapids.
First Prize (gentlemen): One half-pound "Dike's Pepsin," offered by F. Stearns & Co., Detroit; second prize, one case of Tanglefoot fly paper, offered by O. & W. Thum Co., Grand Rapids.

Cake Walk: First prize (ladies), one 5 pound box fine candy, offered by the Putnam Candy Co., Grand Rapids.
First prize (gentlemen): one quart bottle White Rose perfume, offered by Hazeltine & Perkins Drug Co., Grand Rapids.

By Straw Vote—The Most Cranky Druggist: One box Thum's Tanglefoot fly paper.

Most Popular Druggist: One pound Keasbey & Mattison's Bromo-Caffeine.
Most Homely Druggist: One box Thum's Tanglefoot fly paper.

Most Handsome Druggist: One pound bottle Haan & Schrouder's "Lemo-Seltzer."

Handsome Lady on the Boat: One extra large pyramid Palmer's "Our Jack," offered by Solon Palmer, New York.

Most Popular Lady on the Boat: One case of Tanglefoot fly paper, offered by O. & W. Thum Co., Grand Rapids.

AFTER THE FIRST SESSION.

A capsule filling contest: Prize, a fine pair of prescription scales, offered by A. E. Dore, representing Fuller & Fuller Co., Chicago. These scales will be given to the one who can fill twenty-five No. 1 gelatine capsules with powdered willow charcoal in the shortest time. The capsules and charcoal will be furnished by Dorian M. Russell, of the Executive Committee.

B. SCHROUDER, Sec'y.

The Drug Market.

Acetanilid—Quiet and unchanged.

Acids—Consuming demand continues quiet, with some jobbing movement. Salicylic manufacturers have reduced quotations, as a result of sharp competition.

Alcohol—Continues in fair demand for both grain and wood, with prices unchanged.

Arsenic—Continues in small request at same nominal prices.

Balsams—Copaiba continues in good demand, with prices well maintained.

It is claimed that the consumption of so-called pure balsam is much larger than the receipts, the difference being made up by adulteration. Tolu continues in good demand, with price tending upward. Peru and Canada fir still quiet.

Barium, Nitrate—Continued scarcity has further advanced prices.

Beans—Vanilla continues in good demand with firm prices on same basis.

Cacao Butter—Continues quiet, with prices unchanged.

Caffeine—Light jobbing demand at same prices.

Cassia Buds—Active with prices well maintained.

Cocaine, Muriate—Prices firm with increasing demand.

Cod Liver Oil—Less active demand, with more favorable reports as to the Eastern catch, has resulted in a reduction of prices.

Colocynth Apples—Continue in good jobbing demand for both Trieste and

Spanish, with a tendency to advance prices of latter.

Cream Tartar—Steady and unchanged with fair demand.

Cubeb Berries—Quiet and unchanged.
Cuttle Fish Bone—Quotations the same with fair demand.

Essential Oils—Citronella is somewhat unsettled and easier. Other descriptions are without material change.

Flowers—German chamomile is advancing in price, on account of unfa-

vorable crop reports. Insect-is firmer, with powdered advancing. American saffron continues easy with moderate demand.

Gums—Asafoetida continues in fair demand. Camphor firm, quotations without change, with good demand.

Leaves—Short buchu continue firm with unchanged prices. Senna quiet but firm.

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

SMOKE THE HAZEL

5c CIGAR

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

WM. TEGGE, DETROIT, MICH.

WE CREATE THE DEMAND

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



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 }

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.

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.

WHOLESALE PRICE CURRENT.

Advanced—	Declined—Gum Camphor.
Acidum Aceticum. 80¢ 10 Benzoicum, German 75¢ 10 Boracic. 15¢ 10 Citricum. 40¢ 10 Citricum. 40¢ 10 Hydrochlor. 30¢ 5 Nitrosum. 80¢ 10 Oxalicum. 10¢ 12 Phosphoricum, dil. 15¢ 10 Salicylicum. 55¢ 65 Sulphuricum. 13¢ 5 Tannicum. 1 40¢ 1 60 Tartaricum. 38¢ 40 Ammonia Aqua, 16 deg. 40¢ 6 Aqua, 20 deg. 60¢ 8 Carbonas. 12¢ 14 Chloridum. 12¢ 14 Aniline Black. 2 00¢ 2 25 Brown. 80¢ 1 00 Red. 45¢ 50 Yellow. 2 50¢ 3 00 Bacca. Cubee. po. 18 13¢ 15 Juniperus. 60¢ 8 Xanthoxylum. 25¢ 30 Balsamum Copaiba. 45¢ 50 Peru. 2 60¢ 3 00 Terabin, Canada. 40¢ 45 Tolutan. 75¢ 80 Cortex Abies, Canadian. 18¢ 18 Cassia. 18¢ 18 Cinchona Flava. 18¢ 18 Eucalyptus atropurp. 20¢ 20 Myrica Cerifera, po. 20¢ 20 Prunus Virgin. 12¢ 12 Quillaja, gr'd. 10¢ 10 Sassafras. 12¢ 12 Ulmus. po. 15, gr'd. 12¢ 12 Extractum Glycyrrhiza Glabra. 24¢ 25 Glycyrrhiza, po. 28¢ 30 Hematox, 15 lb box. 11¢ 12 Hematox, 1 lb. 13¢ 14 Hematox, 1/2 lb. 14¢ 15 Hematox, 1/4 lb. 16¢ 17 Ferru Carbonate Precip. 15¢ 15 Citrate and Quinia. 2 25¢ 2 50 Citrate Soluble. 80¢ 80 Ferrocyanidum Sol. 50¢ 50 Solut. Chloride. 15¢ 15 Sulphate, com'l. 15¢ 15 Sulphate, com'l, by bbl, per cwt. 35¢ 35 Sulphate, pure. 7¢ 7 Flora Arnica. 12¢ 14 Anthemis. 18¢ 25 Matricaria. 18¢ 25 Folia Barosma. 15¢ 20 Cassia Acutifol, Tinnevely. 18¢ 25 Cassia Acutifol, Alx. 25¢ 30 Salvia officinalis, 1/2 and 1/4. 12¢ 20 Ura Ursi. 80¢ 10 Gummi Acacia, 1st picked. 65¢ 65 Acacia, 2d picked. 45¢ 45 Acacia, 3d picked. 35¢ 35 Acacia, sifted sorts. 28¢ 28 Acacia, po. 60¢ 60 Aloe, Barb. po. 20¢ 28 Aloe, Cape. po. 15¢ 15 Aloe, Socotri. po. 40¢ 40 Ammoniac. 55¢ 60 Assafoetida. po. 30¢ 30 Benzoinum. 22¢ 25 Catechu, 1 lb. 50¢ 50 Catechu, 1/2 lb. 13¢ 13 Catechu, 1/4 lb. 14¢ 14 Camphora. 47¢ 50 Euphorbium. po. 35¢ 35 Galbanum. 10¢ 10 Gamboge po. 65¢ 70 Guaiacum. po. 35¢ 35 Kino. po. \$3.00 3 00 Mastic. 65¢ 65 Myrrh. po. 45¢ 45 Opil. po. \$3.20 3 40 Shellac. 40¢ 40 Shellac, bleached. 40¢ 40 Tragacanth. 50¢ 80 Herba Absinthium. oz. pkg 25¢ 25 Eupatorium. oz. pkg 25¢ 25 Lobelia. oz. pkg 25¢ 25 Majorum. oz. pkg 25¢ 25 Mentha Pip. oz. pkg 25¢ 25 Mentha Vir. oz. pkg 25¢ 25 Rue. oz. pkg 25¢ 25 Tanacetum. oz. pkg 25¢ 25 Thymus, V. oz. pkg 25¢ 25 Magnesia Calcined, Pat. 55¢ 60 Carbonate, Pat. 30¢ 30 Carbonate, K. & M. 20¢ 25 Carbonate, Jennings. 35¢ 36 Oleum Absinthium. 3 25¢ 3 50 Amygdale, Dule. 30¢ 30 Amygdale, Amare. 8 00¢ 8 25 Anisi. 2 90¢ 3 00 Auranti Cortex. 2 30¢ 2 40 Bergamii. 3 00¢ 3 20 Cajuputi. 70¢ 75 Caryophylli. 55¢ 60 Cedar. 35¢ 40 Chenopadii. 35¢ 40 Cinnamomi. 2 50¢ 2 60 Citronella. 55¢ 60 Conium Mac. 25¢ 65 Copaiba. 90¢ 1 00 Cubebe. 1 50¢ 1 60 Exechthitos. 1 20¢ 1 30 Erigeron. 1 20¢ 1 30 Gaultheria. 1 50¢ 1 60 Geranium, ounce. 60¢ 75 Gossypii, Sem. gal. 50¢ 60 Hedera. 1 25¢ 1 40 Junipera. 1 50¢ 1 60 Lavandula. 90¢ 2 00 Limonis. 1 30¢ 1 50 Mentha Piper. 2 25¢ 2 30 Mentha Verid. 2 65¢ 2 75 Myrica, ounce. 2 00¢ 2 10 Olive. 75¢ 3 00 Picis Liquida. 10¢ 12 Picis Liquida, gal. 10¢ 12 Ricina. 91¢ 96 Rosmarini. 1 00¢ 1 00 Rosa, ounce. 6 50¢ 8 50 Succini. 40¢ 45 Sabina. 90¢ 1 00 Santal. 2 50¢ 2 70 Sassafras. 50¢ 55 Sinapis, ess., ounce. 1 25¢ 1 30 Tigili. 40¢ 50 Thyme, opt. 1 60¢ 1 60 Theobromas. 15¢ 20 Potassium Bi-Barb. 15¢ 18 Bichromate. 13¢ 15 Bromide. 48¢ 51 Carb. 12¢ 15 Chlorate. po. 17¢ 19¢ Cyanide. 50¢ 55 Iodide. 2 90¢ 3 00 Potassa, Bitart, pure. 30¢ 33 Potassa, Bitart, com. 8¢ 15 Potass Nitras, opt. 7¢ 9 Potass Nitras. 25¢ 28 Prussiate. 15¢ 18 Sulphate po. 15¢ 18 Radix Aconitum. 20¢ 25 Althea. 22¢ 25 Anchusa. 12¢ 15 Arum po. 12¢ 15 Calamus. 20¢ 25 Gentiana. po. 15¢ 18 Glycyrrhiza. pv. 15¢ 18 Hydrastis Canad. po. 30¢ 35 Hydrastis Can. po. 15¢ 20 Hellebore, Alba. po. 15¢ 20 Inula, po. 15¢ 20 Ipecac, po. 1 65¢ 1 75 Iris plox. po. 35¢ 40 Jalapa, pr. 40¢ 45 Maranta, 1/2. 15¢ 18 Podophyllum, po. 75¢ 1 00 Rhei. 75¢ 1 00 Rhei, cut. 75¢ 1 00 Rhei, pv. 75¢ 1 00 Spigelia. 35¢ 38 Sanguinaria. po. 15¢ 18 Serpentaria. 30¢ 35 Senega. 55¢ 60 Similax, officinalis H. 10¢ 12 Scilla. po. 35¢ 40 Symplocarpus, Feti- dus, po. 25¢ 30 Valeriana, Eng. po. 30¢ 35 Valeriana, German. 15¢ 20 Zingiber a. 12¢ 15 Zingiber j. 23¢ 25 Semen Anisum. po. 20¢ 25 Apium (graveleons). 14¢ 16 Bird, ls. 4¢ 6 Cardui. po. 18¢ 20 Cardamom. 1 00¢ 1 25 Coriandrum. 8¢ 10 Cannabis Sativa. 3 1/2¢ 4 Cydonium. 75¢ 1 00 Chenopodium. 10¢ 12 Dipterix Odorata. 2 90¢ 3 00 Foeniculum. 6¢ 8 Foenugreek, po. 6¢ 8 Lini. 2 1/2¢ 4 Lini, gr'd. bbl. 2 1/2¢ 4 Lobelia. 35¢ 40 Phalaris Canarian. 3 1/2¢ 4 Rapa. 4 1/2¢ 5 Sinapis Albu. 7¢ 8 Sinapis Nigra. 11¢ 12 Spiritus Frumentum, W. D. Co. 2 00¢ 2 50 Frumentum, D. F. R. 2 00¢ 2 25 Frumentum. 1 25¢ 1 50 Juniperis Co. O. T. 1 65¢ 2 00 Juniperis Co. 1 75¢ 3 50 Saccharum N. E. 1 90¢ 2 10 Spt. Vini Galli. 1 75¢ 6 50 Vini Oporto. 1 25¢ 2 00 Vini Alba. 1 25¢ 2 00 Sponges Florida sheeps' wool carriage. 2 50¢ 2 75 Nassau sheeps' wool carriage. 2 00¢ 2 00 Velvet extra sheeps' wool, carriage. 1 10¢ 1 10 Extra yellow sheeps' wool, carriage. 85¢ 85 Grass sheeps' wool, carriage. 65¢ 65 Hard, for slate use. 75¢ 75 Yellow Reef, for slate use. 1 40¢ 1 40 Syrups Acacia. 50¢ 50 Auranti Cortes. 50¢ 50 Zingiber. 50¢ 50 Ipecac. 60¢ 60 Ferri Iod. 50¢ 50 Rhei Arom. 50¢ 50 Similax officinalis. 50¢ 50 Senega. 50¢ 50 Scilla. 50¢ 50 Scilla Co. 50¢ 50 Tolutan. 50¢ 50 Prunus virg. 50¢ 50 Tinctures Aconitum Napellis R. 60¢ 60 Aconitum Napellis F. 50¢ 50 Aloes. 50¢ 50 Aloes and Myrrh. 50¢ 50 Arnica. 50¢ 50 Assafoetida. 50¢ 50 Atrope Belladonna. 50¢ 50 Auranti Cortex. 50¢ 50 Benzoin. 50¢ 50 Benzoin Co. 50¢ 50 Barosma. 50¢ 50 Cantharides. 50¢ 50 Capsicum. 50¢ 50 Cardamom. 50¢ 50 Cardamom Co. 50¢ 50 Castor. 1 00¢ 1 00 Catechu. 50¢ 50 Cinchona. 50¢ 50 Cinchona Co. 50¢ 50 Cinchona. 50¢ 50 Columba. 50¢ 50 Cubebe. 50¢ 50 Cassia Acutifol. 50¢ 50 Cassia Acutifol Co. 50¢ 50 Digitalis. 50¢ 50 Ergot. 50¢ 50 Ferri Chloridum. 35¢ 35 Gentian. 50¢ 50 Gentian Co. 50¢ 50 Guaiac. 50¢ 50 Guaiac ammon. 50¢ 50 Hyoscyamus. 50¢ 50 Iodine. 75¢ 75 Iodine, colorless. 75¢ 75 Kino. 50¢ 50 Lobelia. 50¢ 50 Myrrh. 50¢ 50 Nux Vomica. 50¢ 50 Opil. 75¢ 75 O-i, camphorated. 50¢ 50 Opil, deodorized. 50¢ 50 Quassia. 50¢ 50 Rhatany. 50¢ 50 Rhei. 50¢ 50 Sanguinaria. 50¢ 50 Serpentaria. 50¢ 50 Stromonium. 50¢ 50 Tolutan. 50¢ 50 Valerian. 50¢ 50 Veratrum Veride. 50¢ 50 Zingiber. 20¢ 20 Miscellaneous Ether, Spts. Nit. 3 F. 30¢ 35 Ether, Spts. Nit. 4 F. 31¢ 38 Alum. 24¢ 30 Alumen, gro'd. po. 7 30¢ 4 Annatto. 40¢ 50 Antimoni, po. 40¢ 5 Antimoni et Potass T. 55¢ 60 Antipyrin. 1 40¢ 1 40 Antifebrin. 15¢ 15 Argenti Nitras, oz. 15¢ 15 Arsenicum. 10¢ 12 Balm Gilead Bud. 38¢ 40 Bismuth S. N. 1 00¢ 1 10 Calcium Chlor. 18¢ 9 Calcium Chlor. 1/2. 12¢ 12 Cantharides, Rus. po. 75¢ 75 Capsici Fructus, af. 15¢ 15 Capsici Fructus, po. 15¢ 15 Caryophyllus. po. 15¢ 12 Carmine, No. 40. 3 75¢ 3 75 Cera Alba, S. & F. 50¢ 55 Cera Flava. 40¢ 42 Coccus. 40¢ 40 Cassia Fructus. 25¢ 25 Centuria. 10¢ 10 Cetaceum. 60¢ 63 Chloroform. 60¢ 63 Chloroform, squibbs. 1 35¢ 1 35 Chloral Hyd Crst. 1 15¢ 1 30 Chondrus. 20¢ 25 Cinchonidine, P. & W. 15¢ 20 Cinchonidine, Germ. 7¢ 14 Cocaine. 5 30¢ 5 50 Corks, list, dis. pr. ct. 65¢ 65 Creosotum. 35¢ 35 Creta. bbl. 75¢ 2 Creta, prep. 11¢ 11 Creta, Rubra. 8¢ 8 Crocus. 50¢ 55 Cudbear. 24¢ 24 Cupri Sulph. 50¢ 6 Dextrine. 10¢ 12 Ether Sulph. 75¢ 90 Emery, all numbers. 8¢ 8 Emery, po. 6¢ 6 Ergota. 30¢ 35 Flake White. 12¢ 15 Galla. 23¢ 23 Gambier. 8¢ 9 Gelatin, Cooper. 30¢ 50 Gelatin, French. 60¢ 60 Glassware, flint, box. 60, 10 & 10 Less than box. 60¢ 60 Glue, brown. 12¢ 12 Glue, white. 13¢ 25 Glycerina. 19¢ 26 Grana Paradisi. 15¢ 15 Humulus. 25¢ 55 Hydrarg Chlor Mite. 75¢ 75 Hydrarg Chlor Cor. 65¢ 65 Hydrarg Ox Rub'm. 85¢ 85 Hydrarg Ammoniat. 35¢ 35 Hydrarg Unguentum. 45¢ 55 Hydrargyrum. 60¢ 60 Ichthyobolla, Am. 1 25¢ 1 50 Indigo. 75¢ 1 00 Iodine, Resubi. 3 80¢ 3 90 Iodoform. 4¢ 470 Lupulin. 2 25¢ 2 25 Lycopodium. 60¢ 65 Macis. 65¢ 75 Liquor Arsen et Hy- drarg Iod. 27¢ 27 Liquor Potass Arsenit. 10¢ 12 Magnesia, Sulph. 26¢ 3 Magnesia, Sulph, bbl. 15¢ 15 Mannia, S. F. 60¢ 83 Menthol. 50¢ 50	Morphia, S.P. & W. 1 65¢ 1 90 Morphia, S.N.Y.Q. & C. Co. 1 55¢ 1 80 Moschus Canton. 65¢ 80 Myristica, No. 1. 65¢ 80 Nux Vomica. po. 20 15¢ 18 Os Sepia. 15¢ 18 Pepsin Saac, H. & P. D. Co. 1 00¢ 1 00 Peis Liq. N.N. 1/2 gal. doz. 2 00¢ 2 00 Peis Liq., quarts. 1 00¢ 1 00 Peis Liq., pints. 85¢ 85 Pil Hydrarg. po. 80 50¢ 50 Piper Nigra. po. 22 18¢ 18 Piper Alba. po. 35 30¢ 30 Pilx Burgun. 7¢ 7 Plumbi Acet. 10¢ 12 Pulvis Ipecac et Opil 1 10¢ 1 20 Pyrethrum, boxes H. & P. D. Co. doz. 1 25¢ 1 40 Pyrethrum, pv. 27¢ 30 Quassia. 80¢ 10 Quinia, S. P. & W. 37¢ 42 Quinia, S. German. 30¢ 40 Quinia, N.Y. 35¢ 40 Rubia Tincturum. 12¢ 14 Saccharum Lactis pv Salacin. 3 00¢ 3 10 Sanguis Draconis. 40¢ 50 Sapo, W. 12¢ 12 Sapo, M. 10¢ 14 Sapo, G. 15¢ 15 Siedlitz Mixture. 20¢ 22 Sinapis. 18¢ 18 Sinapis, opt. 30¢ 30 Snuff, Maccaboy, De Voes. 34¢ 34 Snuff, Scotch, De Vo's. 34¢ 34 Soda Boras, po. 7¢ 10 Soda et Potass Tart. 20¢ 28 Soda, Carb. 1 1/2¢ 2 Soda, Bi-Carb. 3¢ 5 Soda, Ash. 3 1/2¢ 4 Soda, Sulphas. 2¢ 2 Spts. Cologne. 50¢ 55 Spts. Ether Co. 50¢ 55 Spts. Myrcia Dom. 2¢ 2 Spts. Vini Rect. bbl. 2 49¢ 2 49 Spts. Vini Rect. 1/2 bbl. 2 54¢ 2 54 Spts. Vini Rect. 10 gal. 2 54¢ 2 54 Spts. Vini Rect. 5 gal. 2 59¢ 2 59 Less 50 gal. cash 10 days. 1 40¢ 1 45 Strychnia, Crystal. 2 1/2¢ 3 Sulphur, Subl. 2 1/2¢ 3 Sulphur, Roll. 2¢ 2 1/2 Tamarinds. 80¢ 10 Terebenth Venice. 28¢ 30 Theobroma. 42¢ 45 Vanilla. 9 00¢ 16 00 Zinc Sulph. 7¢ 8 Oils BBL. GAL. Whale, winter. 70 70 Lard, extra. 53 60 Lard, No. 1. 40 43 Linseed, pure raw. 40 43 Linseed, boiled. 42 45 Neatsfoot, winter str. 65 70 Spirits Turpentine. 33 40 Paints BBL. LB. Red Venetian. 1 1/2 2 08 Ochre, yellow Mars. 1 1/2 2 04 Ochre, yellow Ber. 1 1/2 2 03 Putty, commercial. 2 1/2 2 1/2 Putty, strictly pure. 2 1/2 2 1/2 Vermillion, Prime. 13 15 American. 13 15 Vermillion, English. 70 75 Green, Paris. 15 24 Green, Peninsular. 13 16 Lead, Red. 5 1/2 5 1/2 Lead, white. 5 1/2 5 1/2 Whiting, white Span. 70 70 Whiting, gliders. 90 90 White, Paris Amer. 1 00 1 00 Whiting, Paris Eng. 1 40 1 40 Universal Prepared. 1 00 1 15 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.

SALT.	
Diamond Crystal.	
Cases, 24 3-lb boxes.....	1 60
Barrels, 100 7 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

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

Solar Rock.	
56-lb sacks.....	22

Common Fine.	
Saginaw.....	85
Mainstee.....	85

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

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

Kingsford's Corn.	
20 1-lb packages.....	6 1/2
40 1-lb packages.....	6 1/4

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

SUMMER BEVERAGES.	
Malhalla	

Wild Cherry Phosphate.	
"Little Giant" case, 28-15c bot-	2 50
les.....	
"Money Maker" case, 24-25c and	5 00
24-15c bottles.....	
Free with above, Large Bot-	
tle, Easel and Advertising Mat-	
ter.....	
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

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 LOAF.	
Cut Loaf.....	5 50
Domino.....	5 37
Cubes.....	5 12
Powdered.....	5 12
XXXX Powdered.....	5 25
Mould A.....	5 12
Granulated in bbls.....	4 87
Granulated in bags.....	4 87
Fine Granulated.....	4 87
Extra Fine Granulated.....	5 00
Extra Coarse Granulated.....	5 00
Diamond Confee. A.....	4 87
Confee. Standard A.....	4 75
No. 1.....	4 50
No. 2.....	4 40
No. 3.....	4 44
No. 4.....	4 34
No. 5.....	4 31
No. 6.....	4 31
No. 7.....	4 25
No. 8.....	4 18
No. 9.....	4 12
No. 10.....	4 06
No. 11.....	4 00
No. 12.....	3 94
No. 13.....	3 87
No. 14.....	3 82
No. 15.....	3 77

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

Fresh Meats.	
Beef.	
Carcass.....	5 @ 6 1/2
Fore quarters.....	3 @ 4
Hind quarters.....	6 @ 8
Loins No. 3.....	9 @ 12
Ribs.....	7 @ 9
Rounds.....	5 1/2 @ 6 1/2
Chucks.....	4 @ 5
Plates.....	2 1/2 @ 3

Pork.	
Dressed.....	4 @ 4 1/4
Loins.....	6 @ 5 1/2
Shoulders.....	5 @ 5
Leaf Lard.....	6 @ 6

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

Veal.	
Carcass.....	5 @ 6

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

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

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

SOAP.	
Laundry.	
Gowans & Sons' Brands.....	3 10
Crow.....	3 10
German Family.....	3 30
American Grocer 100s.....	2 75
American Grocer 60s.....	3 80
Mystic White.....	3 90
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Happy Day.....	3 10

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

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Lotus.....	3 90
Oak Leaf.....	3 00
Old Style.....	3 20
Happy Day.....	3 10

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

JAXON

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



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



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

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

Scouring.	
Sapallo, kitchen, 3 doz.....	2 40
Sapallo, hand, 3 doz.....	2 40

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

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

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

CUT LOAF.	
Cut Loaf.....	5 50
Domino.....	5 37
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Powdered.....	5 12
XXXX Powdered.....	5 25
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Granulated in bbls.....	4 87
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No. 10.....	4 06
No. 11.....	4 00
No. 12.....	3 94
No. 13.....	3 87
No. 14.....	3 82
No. 15.....	3 77

Robinson's Cider, 40 grain....	1
Robinson's Cider, 50 grain. ..	1
SUGAR.	
Robinson's Cider, 40 grain....	1

Fruits and Produce.

FRAUD UPON FRAUD.

Chester Lamb Attempts a Second Fraud upon His Creditors.

On Wednesday of last week, Chester A. Lamb called at the office of the Michigan Tradesman and solicited a personal interview with the editor. He stated that he was completely prostrated over his arrest on a charge of grand larceny, growing out of the seizure and clandestine shipment of the Averill furnishing goods stock, and that, before he was made any further trouble, he wished to place in the hands of the Michigan Tradesman sufficient property to secure those creditors who had sent him goods on consignment while engaged in the produce business under the style of C. A. Lamb & Co. The editor of the Tradesman informed him that it was his impression that these claims would aggregate about \$1,000, and that, if he would bring to the office of the Tradesman a certified check for that amount, it would be turned over to the Peninsular Trust Co., as trustee, with the stipulation that the Trust Co. communicate with the creditors of the former firm and arrange an adjustment of their claims on an equitable basis. This he said he was unable to do, owing to the fact that he had no spare money at his command, having expended \$300 as a result of the complications arising from spiriting the Averill stock away by night to Cincinnati. He offered, however, to bring to this office at 4 o'clock that afternoon a trust deed of two lots which he claimed he owned on Lamb & Toren's addition and a house and lot on Baxter street, both of which properties are encumbered by mortgage. The interview here ended, with the understanding that Mr. Lamb would put in an appearance again at 4 o'clock, and in the meantime the editor of the Tradesman arranged with the Peninsular Trust Co. to assume the trust, and also arranged an interview with ex-Judge Hatch—of the firm of Hatch & Wilson—for the purpose of drawing up the necessary papers. Mr. Lamb failed to put in an appearance, but in lieu thereof the Tradesman received a telephone message from Lombard & Hughes, attorneys doing business in the New Houseman block, announcing that Mr. Lamb had changed his mind, and that, if the Tradesman desired to communicate with him again, it could do so through his attorneys. This, of course, ended the negotiations, so far as the Tradesman was concerned, and documentary evidence in the possession of the Tradesman was thereupon placed in the hands of Assistant United States District Attorney Newham, resulting in the arrest of Chester A. Lamb the next day on a charge of using the mails for fraudulent purposes.

In the meantime the advice of Lamb's attorneys began to manifest itself. On June 25 Lombard & Hughes sent out to some of the creditors of Lamb & Co. the following typewritten letter:

Grand Rapids, June 25—We have been retained by Chester A. Lamb & Co. for the purpose of arranging and adjusting matters with their creditors. They are in embarrassed circumstances and unable to pay at present.

The company is composed of Mr. Lamb and his wife. They have informed us that they own eighty acres of land, free from all incumbrance, in the county of Newaygo, a portion of which is improved, a description of which is as follows:

The west half of the southwest quarter of section one, of township eleven north, range twelve west, containing eighty acres of land more or less, the same being in the township of Grant.

Their indebtedness in connection with their produce and commission business amounts to \$547.02, which is distributed among the parties and in the amounts shown by the list enclosed.

They inform us that they are desirous of paying every cent of this indebtedness and believe that they can do so by the end of the present year.

They do not ask that any discount be made, but desire a little time in which to make payment. They propose to secure the payment of these various sums by mortgage upon said land for the amount above mentioned, to be given to our Mr. James A. Lombard, as trustee for said creditors, conditioned that said sums, amounting in all to \$547.02, shall be paid to him on or before the 31st day of December, 1896, to be by him distributed among the said creditors pro rata as fast as the same is paid in to him, and at such times as there is a sufficient sum paid in to make a distribution practicable.

Mr. Lombard will give a sufficient bond for the fulfillment of his trust. A mortgage has been executed and is in our hands awaiting the acceptance of this arrangement by the creditors. We have written all of them to the same effect to-day. Mr. Lamb informs us that the above is the best he can possibly do by his creditors at this time, and assures us that the land is of sufficient value to protect the payment of these debts.

We desire as early a reply as convenient, in order that the matter may be promptly adjusted. The above arrangement will be made to secure all those who are willing to accept it.

Yours very truly,
LOMBARD & HUGHES.

This letter was accompanied by the following schedule of creditors:

C. H. LaFlamboy, McBride's.....	\$40 83
A. M. Gardner, Middleville.....	7 67
C. W. Long, Lacota.....	6 41
A. D. Stowe, Berrien Springs.....	29 10
Darling & Smith, Fremont.....	26 50
A. Stegeman, Allegan.....	49 47
Nienhuis Bros., Crisp.....	36 82
F. Halliday, Ashton.....	16 20
D. P. Sprague & Sons, Coates Grove.....	26 50
H. M. Hampton, Glenwood.....	17 43
Bailey & Co., Detroit.....	6 25
Bloomingarden & Ellenfield, Detroit.....	10 70
C. W. Armstrong, Bowen's Mills.....	24 56
V. Thomson & Co., Trufant.....	42 06
Lichtenberg & Sons, Detroit.....	4 20
Warner Bunay, St. Johns.....	29 36
John W. Rutherford, Hungerford.....	10 70
R. Hirt, Jr., Detroit.....	69 50
Shisler & Near, Caledonia.....	26 48
A. Gaynor, Breedsville.....	14 20
A. D. Martin, Interlochen.....	9 60
Merrifield & Palmer, Six Lakes.....	19 80

It is noticeable that this list of creditors includes only those dealers who have been inveigled into shipping Lamb & Co. goods by means of offers and inducements sent through the mails. Lamb & Co. are not in "embarrassed circumstances" as regards all their creditors, being anxious to adjust only such accounts as have a bearing on the case now pending against Chester A. Lamb in the United States Court. The spirit animating him in attempting to secure a portion of his creditors was his desire to mitigate his offense, so far as possible, by being able to show to the court that he had made restitution, so far as lay in his power, for the wrong he had done by not paying for goods sent in on consignment and sale, in response to the letters sent out by him through the United States mails. It will thus be seen that Mr. Lamb's repentance is of the deathbed order, coming only when punishment of a most serious character stares him in the face. It is considered that the case against him in the United States Court is an exceptionally strong one, and, as Judge Severens is not much given to leniency in such cases, it is to be hoped that the market will thus be deprived of the company of

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.

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

NO MORE BROKEN EGGS.
Every Grocer Who Uses



(No. 1 Holds One Doz. Eggs.)

THE DUPLEX EGG CARRIER

In which to deliver eggs to customers

SAVES MONEY.

Every family should have a Duplex in which to keep eggs in ice boxes or refrigerators or on pantry shelves. For sale by all wholesale grocers and jobbers in woodenware

GEO. H. CLEMENTS, 42 River St., Chicago.

NEW POTATOES

NEW CABBAGE

GEORGIA WATERMELONS
NUTMEG MELONS

We are Headquarters.

BUNTING & CO.,

20 and 22 Ottawa St.,

GRAND RAPIDS, 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.,
Putnam Candy Co. GRAND RAPIDS, MICH.

TELEPHONES: Citizens 1248,
Bell 1248.

MOSELEY BROS.,
WHOLESALE DEALERS.

New Southern Potatoes, Onions, Cabbage, Watermelons

Fancy 300 and 360 Size Lemons. Egg Cases and Egg Case Fillers.
Bushel and Half Bushel Baskets and Covers. Send us your orders for baskets. Can make delivered price baskets and covers carlots.

We handle all kinds Field Seeds. Buy Beans carlots or less. Send us your orders.

MOSELEY BROS., 26 to 32 Ottawa St., Grand Rapids, Mich.

WATERMELONS
NEW POTATOES BANANAS

Lowest market price guaranteed. Produce consignments solicited.

STILES & PHILLIPS,
Wholesale Fruits and Produce,
GRAND RAPIDS.

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.

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.

a man who has reflected no credit on the produce trade of this city.

* * *

The strangest part of the story remains to be told. As soon as the letters above referred to went out to the creditors of Lamb & Co., several of them were forwarded to the Tradesman, with the request that the editor exert his kindly offices in securing satisfactory adjustments. The Tradesman thereupon instituted an investigation, with a view to ascertaining whether the security assigned for that purpose was ample to cover all the claims. A communication was immediately sent to the Register of Deeds of Newaygo county, asking him to ascertain the value of the land described in the letter of Lombard & Hughes. The response was prompt and conclusive, as follows:

Newaygo, June 29—The land is not worth much. If I am not mistaken, \$1 per acre is all it is worth. I saw a man this morning who has a 40 adjoining this 80, and he said he sold it on a contract for \$40, or \$1 per acre.

CHAS. K. CARTER,
Register of Deeds.

The Tradesman also wrote Jorgensen & Hemingsen, general dealers at Grant Station, relative to the land, receiving the following reply:

We saw the Supervisor of Grant township and asked him to place a value on the property you enquire about. He asserts that the land is entirely worthless. He says he would not give \$5 for the whole of it.

Inasmuch as the Supervisor assesses the property of the township, his opinion is entitled to much weight, as it is based on actual knowledge of the property and real estate values in his township.

Inasmuch as these letters tended to place Lombard & Hughes in a peculiar position, as assisting in perpetrating a fraud on the creditors of Lamb & Co., the Tradesman communicated with Mr. Lombard and asked him to call at the office and present his version of the unfortunate affair. He was, naturally, very much embarrassed over the letter from Newaygo, but asserted that he had sent out the original letters in good faith, as he was assured by Chester A. Lamb that the land was worth at least \$10 per acre. He frankly stated that this was not the first time he had been deceived by the Lamb crowd, but asserted that it would be the last, and that, from now on, he would wash his hands of the whole affair, as he was completely disgusted with the manner in which the Lambs had deceived him on any and every occasion. Mr. Lombard's statement possessed the appearance of fairness, and the Tradesman is inclined to believe that his statements were made in all candor and can be relied upon, as they are in line with the usual custom of the Lambs, and tend to further discredit the professions of sincerity and repentance lately indulged in by the Lamb crowd, both father and son. In case Chester Lamb succeeds in evading punishment at the hands of the United States Court on a charge of fraudulent use of the mails, a more serious charge will probably be lodged against him, that of perjury, inasmuch as he swore at the time he was arrested that the Newaygo county land was worth \$10 per acre. This is a very serious matter, as the punishment for perjury is more severe than that for misuse of the mails, being about the same as the punishment for grand larceny, on which charge Chester Lamb must stand trial in the Kent Circuit Court.

Jared O. Smith and Benj. F. Strifling, who trained with the Lamb crowd and assisted them very materially in swindling the shipping public, are still fugitives from justice. The former is wanted by the officers of the United States Court on a charge of using the mails fraudulently, and the latter is wanted by the officers of the Kent Circuit Court on a charge of grand larceny.

* * *

On the occasion of Chester A. Lamb's visit to the Tradesman office, he stated that one reason why his father was so hard up now for ready cash was the treachery of F. J. Parker, who formerly conducted a swindling campaign at 33 Ottawa street, but is now landlord of the American House, at Cadillac. Chester claims that the senior Lamb taught Parker how to "do up" the trustful shipper, and assisted him in creating a surplus of twelve or thirteen hundred dollars, when Parker showed his appreciation of Lamb's efforts and services by leaving town without "divvying up a cent," as Chester expressed it.

Where Shippers May Look for Honest Houses.

Vicksburg, June 26—I thank you for the way you have shown up the commission house swindling business of your city, and I, as well as all shippers in Michigan, should be thankful to you for the good work done. There is one thing you left undone—that is, you did not tell us or give us the names of the commission houses in Grand Rapids which are O. K.

JOHN LONG.

In reply to the enquiry of the writer, the Tradesman begs leave to state that it can heartily recommend its advertisers in the commission house line as honest and reliable. Some of them may not be rated very high by the mercantile agencies, but they are honest and energetic and are entitled to the confidence of the trade. The Tradesman guards its advertising columns with zealous care, and every complaint made against a commission house is thoroughly investigated, with a view to arriving at a correct conclusion. Any house found derelict in making returns, or convicted of remitting less proceeds than the circumstances warrant, is dropped from our columns—if a patron of the Tradesman—and the trade warned to beware of such house in the future.

Among the houses which have been exposed in these columns in times past are the following:

O. W. Blain.
Tucker, Coade & Parker.
F. J. Parker & Co.
O. Clyde Tucker & Co.
C. L. Bun & Co.
Aldrich & Co.
Day & Co.
F. J. Lamb & Co.
C. A. Lamb & Co.
Smith & Waidelich.
Jared O. Smith.
B. F. Strifling & Co.

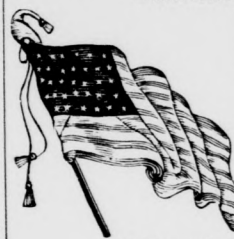
All of these houses have been exposed and compelled to cease business, largely or wholly through the untiring efforts of the Tradesman in protecting the retail trade.

To this list the Tradesman proposes to add a circle of swindling commission houses in Detroit, as soon as the detailed investigations now under way are completed and correct conclusions formed.

Some people can't mind their own business, because minding others so much has left them none of their own to mind.

CHAS. A. COYE

Manufacturer of



Flags
Banners
Streamers

All Sizes and all Prices.

11 PEARL STREET,
GRAND RAPIDS, MICH.

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.

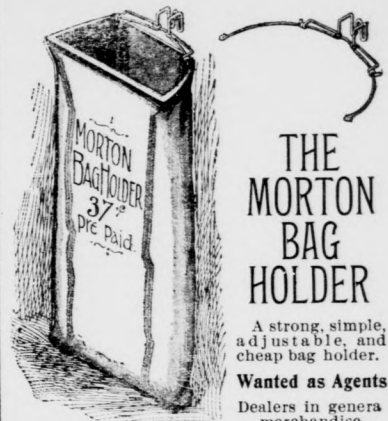
Order

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

..... OF

F. J. Dettenthaler,

117 and 119 Monroe street,
Grand Rapids



THE
MORTON
BAG
HOLDER

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

Wanted as Agents
Dealers in general
merchandise.

PRICE: 1 One, prepaid.....\$.37
1 One Doz., prepaid.....2 .00

STAR MFG CO., KALAMAZOO, MICH.



Three Prizes

Given in connection
with

Knox's
Egg
Preserver.

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

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

CHAS. B. KNOX,

Manufacturer,

JOHNSTOWN, - NEW YORK.

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

Scared to Death



The strenuous efforts some of our friends are making to try and convince the trade that they are still in the tea business are truly amusing.

The big bluff about the great decline in Japan tea has petered out. Now some of our friends evidently desire to build foundling homes and other charitable institutions out of the great profits realized from their sales of Teas.

We are not in this line, but keep on sawing wood, as if we can hold the fort against all competition. Our new teas have not arrived yet, but we have a line of Jim Dandies left over from last crop and they will give elegant satisfaction every time.

We have just picked up a lot of Nibs—might name it His Royal Nibs—weighs 76 pounds, price 9 cents. We have a full line from this price up to 33 cents for a fancy grade of Japan Tea.

We have just received a carload of fine onyx tables—retail value \$8.50—a fit ornament for any parlor. We will give one of these elegant tables free with an order for three one-half chests of Japan Tea.

This is a bonanza offer for any one—in fact, the offer of a lifetime. Send in your orders. Samples mailed with pleasure.

THE JAMES STEWART CO.,

(LIMITED)

SAGINAW, MICH.

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, June 27—June has been rather a quiet month in the grocery jobbing circles in this city, taking everything into consideration. Stores have not been crowded with out-of-town buyers and those who have been here have exercised great caution in making purchases. It seems to be the controlling idea to take small amounts of goods and come often. Undoubtedly, this is the part of wisdom. It is useless to overlook the fact that there is some anxiety among the business men as to the future. It is conceded that we will have one of the hottest campaigns, taking the country at large, we have ever seen. This alone will unsettle business for a while, but there's a good time coming, boys, wait a little longer!

Sugar has been bobbing up and down in quite a lively fashion during the week and this applies to the "finished product" as well as to the stock market. Firmer cables are coming from abroad and holders are feeling in a more cheerful mood. Raws closed to-day on the basis of 3½c for 96 deg. centrifugal. Granulated declined about 3-16c without making any unusual stir, and has since advanced 1-16c, closing steady. The demand has become brisker and some good-sized orders have been placed within a few hours. Foreign refined is meeting with steady sale. German granulated is quoted at 4 7-16c.

Coffee has been neglected, with Rio No. 7 held all the week at 13c for invoice lots. Buyers showed no desire to purchase ahead of immediate wants and so matters have ranged during the past six days, although at the end of the week there came more cheering news from abroad and prices made a week ago are, perhaps, more firmly held to-day than they were yesterday. Mild coffees are steady and really desirable goods are held at firm figures. Sales have not been of large volume, and, in fact, transactions are usually small in mild coffees, but orders enough have been received to make a very fair total.

Teas remain in about the same condition as usual, although at the moment there is, perhaps, a little more trading, pending the arrival of the next steamer, about July 8. Sales at auction have been rather slimly attended some of the time and quite an effort has been required on the part of the auctioneer to keep his audiences awake.

The rice market is decidedly in favor of the holder. Advances from primary points are very firm. Foreign is closely sold up and, as there are but 750 tons afloat, it will be seen that the outlook for lower prices is not good. Some sales of carload lots have been made. Head rice has sold for 6c, but this is nominal.

Few transactions of importance have taken place in spices, the largest being a sale of 50 tons of Singapore pepper at 5c. Dealers seem to be satisfied with the drift of affairs, but admit that there is great room for improvement.

There has been a quiet trade in molasses during the week. First-class stock is readily taken at full rates, and the market is well cleaned up. Foreign grades are firm; in truth, it is very hard to find any at all.

Syrups are in light supply in first hands and, consequently, firm. Choice to fancy sugar syrups command 17@24c.

During the week the canned goods market has been quiet and few transactions have taken place. It is a busy time for canners, however, and, as yet, prices are not firmly established. The strike of the fishermen on the Columbia gives satisfaction to brokers here, as they can now make arrangements for the future.

Dried fruits are quiet. Quotations are low and seem to indicate very small profit to anybody. New dried apricots have been offered here at 7@8c f.o.b. at point of production (San Joaquin Valley).

Butter has shown scarcely any change in price for some time, the best creamery holding at 15½c, and from this

there is a sudden drop to "anything you want." The demand is comparatively light.

The cheese market is not altogether satisfactory. Trading has been light and supplies have accumulated to such an extent as to be a very decided load to carry. Small colored fancy is worth 7c.

Eggs are in ample supply and selling at 13½c for the very best near-by stock. Of course, there is no accumulation of such eggs, as compared with other sorts. Aside from the best, the kind that are good enough for ordinary use are selling freely at 11½c.

There is a better market for beans than prevailed last week. The stock of pea beans is decidedly light and they are quotable at \$1.05@1.07½. Choice Marrows, \$1.10@1.15.

Provisions have been quiet and are a shade lower.

The failure of the Brunswick Hotel to continue business profitably seems difficult to understand, in view of the apparent prosperity of most New York hotels, which rarely give evidence of any appreciable decrease in business. Several years ago some of the newer hotels up town complained of the business depression from which they, in common with every branch of industry, suffered, and one new hotel up town published the most pathetic details of the efforts to stem the tide through the summer months. But the hotels are unusually well filled when applications for rooms are made, and there is no diminution in prices evident to persons seeking hotel accommodations. Even during the months in which the demand is slightest the decrease in prices is small, and in most of the hotels down town there is no desire on the part of the proprietors to secure occupants permanently. The reduction in such cases is little, and one seeking rooms in a first-class hotel rarely discovers anything in the attitude of the proprietors which might be taken to indicate anxiety for patronage. The Brunswick long ago lost a large share of the restaurant and bar patronage, and doubtless that seriously affected its prosperity. People who go to hotels nowadays are exacting in the matter of details, and electric lights, porcelain bathtubs, and brass bedsteads are common enough in the newer establishments to make them appear necessary everywhere. Failing to offer such inducements, the old-time houses have suffered most. But the building of new hotels, which continues actively, seems to negative any impression as to the lack of profit in this business here.

A close watch is kept on this city's letter carriers. Every carrier's name goes into the "black book" the minute he is employed, although he probably doesn't know it. When missing mail is traced beyond the clerical department the inspectors at once turn to this black book. They learn from it which carrier's route each letter should have gone to, and they find the carrier's record. There is a cross after his name for every letter that has gone astray on his route. One carrier was convicted here several years ago of stealing letters, and the black book showed two lines of crosses after his name. His route was changed several times, but his record was always bad. Of course, most of the letter carriers have one or two crosses after their names, and they usually indicate letters that were lost through no carelessness of theirs. The record of the carrier suspected, however, was so bad that the inspectors shadowed him and got the evidence on which he was convicted. "Letter carriers who choose to be dishonest," said a Post Office official, "can become so skilled that they can pick out a letter containing money by simply feeling of the envelope and tapping it with their fingers. As a rule, however, the letter carriers are a very honest, hard-working lot of men, and they are as energetic as the inspectors in ferreting out the thieves."

Money, like fire, is a good servant, but a bad master. A thorough business education enables one to make it a good and faithful servant.

Fruits and Produce.

The past week has still further improved the fruit prospects in the Fruit Belt of Western Michigan. The manner in which apple trees are overloaded is becoming a subject of serious concern to the growers, who are devising all manner of means to relieve the trees of the weight. The grapevines appear to have recovered from the effects of the severe winds early in the season, new shoots having taken the place of those which were blown off. As the season progresses the prospect for the "iron-clad" varieties of peaches fails to improve, but the more tender varieties, such as Crawfords and Barnards, will be a full crop. More young orchards are coming into bearing this year than there are old orchards going out of existence, in consequence of which the quality of the fruit will be very much improved.

Beans—The receipts are light, as farmers are too busy to take the time to market a product which is so low in price as dry beans. The weather is favorable for the growing crop.

Beets—20c per dozen.

Butter—Fancy dairy commands quicker sale and a little better price, owing to the falling off in arrivals. Best grades easily fetch 11c. Factory creamery is still selling at 14c, but will probably spring a little in price, in case the fancy dairy continues to grow firm and scarcer.

Cabbage—40c per doz. for home grown.

Cherries—This is, probably, the last week that stock will be offered in any quantity. Black easily bring \$2.25 per bu. and sour are in fair demand at about 25c per bu. less.

Cucumbers—20@40c per doz.

Currants—Cherry command 80c per 16 qt. case. Small red are in fair demand for preserving purposes at 50c per crate.

Eggs—Common candled command 9c per doz., while seconds (bakers' stock) bring 6c. This is the time of year when neither farmers nor dealers should hold their eggs for any considerable length of time. The market reporter of the Tradesman saw a shipment of 20 crates come into a commission house this week which ran one-quarter black eggs and one-quarter seconds, only half the shipment passing muster before the candle. This condition necessarily entailed considerable loss on the part of the shipper, who could have avoided considerable of the shrinkage by sending in his eggs promptly, six or eight crates at a time, instead of waiting until he had accumulated a larger quantity. If dealers would go over their shipments carefully—or, better yet, candle their eggs as they take them in—the complaints over lossage and shrinkage would not be so general.

Egg Plant—40c per doz.

Melons—Georgia watermelons are in ample supply, commanding 20@25c. Nutmeg bring \$1 per doz.

Onions—Home grown, \$1 per bu.

Green, 15c per doz. for Silver Skins.

Peas—Green June, 35c per bu. Marrowfat, 40c per bu.

Potatoes—Local dealers hold Missouri stock at 40c per bu. The price cannot very well go any lower, as the freight is 25c per bu. from point of shipment. Southern growers have met the same bitter experience this spring that Northern growers were compelled to face last fall and winter. From all over the South come complaints of growers who are ruined because they borrowed money in expectation of paying it back from the proceeds of their potato crop and are unable to do so, owing to the low price—and no price—prevailing all through the spring season.

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

Raspberries—Black, 60@75c 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 per bu.

Tomatoes—Illinois stock brings 90c per 4 basket crate.

Whortleberries—The market has been glutted for several days, but is in much better condition at this writing. Dry stock brings \$1.50@1.75 per bu., while wet sells ordinarily at \$1.25, and has gone as low as \$1. The prospects are for higher prices, as the quality improves.

Licorice in Tobacco.

The idea of curing tobacco with licorice was first conceived by Spanish sailors. The sailors had made repeated attempts to bring tobacco across the ocean, but they found that the salty atmosphere, to a certain extent, spoiled it. Finally the idea was conceived of sprinkling the tobacco with licorice water, and they found this kept it sweet and fresh. Their plans became known to a man named Cavendish, at Norfolk, Va., and this man was the first to make licorice-cured tobacco in the United States. This tobacco was universally known as navy tobacco, and from that time it has been so called.

WANTS COLUMN.

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

BUSINESS CHANCES.

FOR SALE—RETAIL GROCERY ON ONE OF the best corners in Grand Rapids. Liberal terms if well secured. I want to retire from active business. Grand opportunity for grocery man. Address C. K. Gibson, 559 Cherry street. 60

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 Bros. typewriter in first-class condition. Thum Bros. & Schmidt, Grand Rapids, Mich. 54

FOR SALE—A BAKERY, DOING WHOLESALE 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, 1,000; 400 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 GROCERY stock, invoicing about \$1,400, located in live Southern Michigan town of 1,200 inhabitants; good trade, nearly all cash. Reasons for selling, other business. Address No. 907, care Michigan Tradesman. 907

MISCELLANEOUS.

WANTED—TO EXCHANGE GOOD GRAND Rapids real estate for stock of merchandise. Address No. 969, care Michigan Tradesman. 969

A COMPLETE DRUG STOCK AND FIXTURES, to exchange for real estate. Will inventory about \$1,500. Dunton Rent & Collection Agency, Grand Rapids. 59

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

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

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

BUTTER, EGGS, POULTRY AND VEAL Shippers should write Cogle Brothers, 178 South Water Street, Chicago, for daily market reports. 36

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 SHIPPERS of butter and eggs and other seasonable produce. R. Hirt, 36 Market street, Detroit. 951

WANTED—SEVERAL MICHIGAN CENTRAL mileage books. Address, stating price, Vindex, care Michigan Tradesman. 869