

MICHIGAN TRADESMAN

Volume XIII.

GRAND RAPIDS, WEDNESDAY, JULY 8, 1896.

Number 668

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SORG DOWNED.

Michigan Jobbers Teach Him a
Wholesome Lesson.

The P. J. Sorg Co., of Middletown, Ohio, has been taught a lesson by the wholesale grocery trade of Michigan which it will not soon forget. For years it has been the policy of the company to enter into all manner of schemes and offer all sorts of baits; to drop the price on the jobber as soon as he had ordered a full stock, and to raise the price as soon as he had taken orders for goods not yet in stock; in fact, it has appeared to be a mania with the Sorg house to attempt to entrap the jobber on any and every occasion. Thoroughly disgusted with the vacillating policy of the house, and angered at repeated acts of alleged treachery, the jobbing trade have finally taken matters in their own hands and dealt the house a blow from which it will, probably, never recover in this territory.

The occasion for taking decisive action was the attempt of the Sorg house to introduce Q and Q plug at a price that would enable it to compete with Battle Axe. The usual price for this brand was 30 cents, but on May 15, the Sorg company issued a "highfalutin" circular to the trade, announcing that it had concluded to put Q and Q on the market in two space cuts at 15 cents a pound, so that the consumer could buy a pound of the goods for 20 cents or one-half pound for 10 cents. The jobbers of Michigan took hold of the goods with energy and succeeded in selling large quantities of the brand on the basis set forth in the circular letter of May 15, as the cut was considered an unusual one and the goods were regarded as good value. The remainder of the story can, perhaps, be best told in the words of a local jobber, who said:

"We sold 450 butts of Q and Q at 15 cents, but, for reasons best known to itself, the house failed to ship us but 55 butts, and a little later on we were surprised to receive a circular from the factory announcing that the price had been raised from 15 cents to 17 cents a pound. On communicating with the other jobbers of the city and State, I found that they had been caught in the same trap and a meeting of the Executive Committee of the Michigan Wholesale Grocers' Association was convened at Detroit to consider the matter. The Committee went over the matter in detail and decided to notify the Sorg company that it must fill the orders already booked in good faith or cancel the orders for Q and Q sent in by the wholesale grocery trade of Michigan. The company refused to ship the goods, preferring to cancel the orders, and, as a result of its action, no Q and Q is being sold in this State; in fact, there is a feeling all along the line that the jobbing trade of Michigan will sell just as little of the Sorg brands as possible, as we believe that we ought to put an end, once for all, to the machinations of a house which treats the jobbing trade, the retail trade and its own salesmen as though they were footballs, to be kicked about at pleasure."

The Drug Market.

Acetanilid—Small demand and increasing competition have resulted in a reduction in prices.

Alcohol—Grain is unchanged in price, with fair demand. Wood is firm and in good demand.

Arsenic—Foreign demand has strengthened the market for powdered white until prices have been advanced.

Balsams—Copaiba is in good demand and prices are steady. Tolu continues firm. Peru and Canada fir remain quiet.

Barium, Nitrate—Strong demand for consumption has resulted in an advance in price.

Beans—Vanilla continue in good jobbing demand with firm prices.

Cacao Butter—Quiet, but prices continue firm.

Caffeine—Quiet, with only small jobbing demand.

Cassia Buds—Prices firm on account of good demand.

Cocaine, Muriate—Prices are maintained notwithstanding small demand.

Cod Liver Oil—Continued dullness has resulted in further decline in price.

Colocynth Apples—Advances in foreign quotations have caused a strengthening here amounting to an advance on inside prices.

Cream Tartar—Fair demand with no change in quotations.

Cubeb Berries—Quiet and unchanged.

Cuttle Fish Bone—Fair consuming demand with prices steady.

Essential Oils—Anise and Peppermint are weaker and prices of some brands have been reduced. Other oils are unchanged but quiet.

Flowers—Arnica, small demand has unsettled prices and market is unsteady. German camomile is strong with good demand. American saffron is quiet and moves only for jobbing.

Glycerine—Prices continue firm under quiet demand.

Gums—Asafoetida, demand fair at same prices. Camphor is in quiet demand, but prices are firm, as a result of foreign advices. Kino is in fair request as season approaches.

Leaves—Buchu are in fair request. Senna, quiet but firm.

Manna—Quiet but unchanged.

Menthol—Has again declined in price, on account of reaction in foreign markets.

Morphine—Quiet with unchanged quotations.

Opium—Quiet, with little doing.

Quicksilver—Dull, with unchanged quotations.

Quinine—Unchanged and steady.

Roots—Ipecac, quiet and unchanged. Jamaica ginger continues firm notwithstanding easier foreign conditions. Mexican sarsaparilla continues to advance.

Seeds—Canary, quiet and steady. Dutch caraway and Russian hemp are easier. Mustard is in small demand, which has unsettled quotations. German rape, unchanged and steady. Celery continues its downward tendency. Coriander is in small request and unsteady.

Spermaceti—Firm, with small offerings on account of scarcity.

Sponges—Quiet and steady.

Sugar of Milk—Price has declined somewhat and market is unsteady.

Strontia, Nitrate—Continues firm at the advanced price with active demand.

The Other Side of the Controversy.

Walton, July 6—In your issue of June 24, I notice an article, headed "Robbed Her Husband," which, in justice to all parties, needs some corrections.

In the first place, Mr. Levinson says he had been married but a short time when he "discovered a systematic pilfering from his stock," which he traced to his wife, she acknowledging her guilt. He also says that the "money and goods had been shipped clandestinely to her people."

Now, the truth of the matter is that Mr. Levinson had no stock to pilfer from during the first two and one-half years of his married life, he being employed as clerk by his father, and it was during that time that his wife received all those "evidences of his generosity," which were discontinued when his father discharged him.

After having been left to his own resources for about a year, his father concluded to try him again and sent him to Sault Ste. Marie with a stock of goods, where they remained about a year and then returned to Petoskey, losing about \$400 worth of goods in shipping, he claimed. His next venture was at Benton Harbor, where he failed in business.

Now, the goods which were "shipped to her people" were goods which they had bought and paid for, for themselves and their neighbors, in answer to his wife's representations that he was selling goods so much cheaper than the regular dealers could sell them (which was true).

So far as his decrease in stock, without a corresponding increase at his banker's, is concerned, it is directly the result of his love for the gaming table, with which he is about on a par with the horse that can trot just fast enough to lose.

Mr. Levinson appears to ignore his stay at Benton Harbor, where he took his wife's clothes from her and locked them up in the store and otherwise ill treated her until he drove her to leave him and return to her home, where she remained over six months and until he came to her and begged and promised everything that was good if she would go back to him; neither does he speak of Petoskey, where he managed to make her carry a black eye a good share of the time, and where he got a sound thrashing from a total stranger for misusing her before said stranger knew that she was his wife and he had a perfect right to abuse her; nor does he say that he carries a loaded cane to protect himself from molestation in future, should he conclude to have a little diversion at the expense of his wife.

In your article above referred to you say that his "integrity has not been assailed." Why? Because he is among strangers, who do not know his record, but if you could be present at every place where he has lived, when that article is read, you would, probably, hear remarks that would cause you to think there was no integrity in the case to assail.

The money that Mr. Levinson found and took from his wife was a paltry \$4 which she had saved from her house-keeping allowance, and the valuable silks and ribbons were small remnants that he had given her from time to time for her own use.

I hope this will be satisfactory to you and that you will be willing to give both sides of the case a fair showing.

H. D. TABER.

Sunday in Berlin.

• Written for the TRADESMAN.

Give an American a week in a foreign land, and he is ready to write a book on what he has seen and heard. Give him a month and he declares, "This is plaguy interesting over here. How I wish I knew enough to write on this 'stuff.'" At the end of a year he declares he knows absolutely nothing about the country.

Any one can easily go through just such an experience in the city of Berlin alone, that cosmopolitan city where Jew and Gentile, white and black, rich and poor, high and low, sit next to each other in the street cars or brush past one another on the streets. One minute one is forcing his way through the narrow, crooked streets of the Middle Ages, the next is rushing to catch an electric car. Is it any wonder that a German is never surprised over anything? But the American—well, he is different; he constantly finds something to open his eyes over.

But nothing is a greater revelation to him than the manner of observing Sunday in this great capital. The Germans long ago came to the conclusion that Sunday was made for man, not man for Sunday. The American is surprised, dumbfounded, horrified, over his cousin's version of the law. He declares at once that the American Missionary Society ought to send delegates to this benighted land. He assumes the office pro tem and goes to work. But the Germans are a little slow—to accept inconsistencies—in fact, reason is not lacking in their composition, and—well, the tenderfoot has become acclimated. It reminds one of the story of the man who was lodged in Bedlam Asylum on account of the disagreement as to whether he or the world was crazy.

But Sunday morning in Berlin. In the first place, the visitor is cheated out of his extra morning nap. The carriages, omnibuses and street cars keep up a regular clatter, in which cannot the sound of loaded wagons rolling over the paved streets plainly be distinguished? But he has the consolation of finding mail at his plate at the breakfast table, and, if the right letter is not at hand, he has the comfort of knowing it may come by the second delivery. He has scarcely time to finish his coffee and rolls when the sound of churchbells warms the cockles of his heart. Service begins at 9:30 in a few churches but in a majority at 10 o'clock.

The streets wear a different air after their extra Saturday night cleaning. The faces of the "Droschke" drivers look broader, ruddier and jollier than on weekdays, and fairly shine from soapsuds. Even their blue coats have had an extra brushing, the capes are laid back with extra precision and those who have been rewarded with plenty of "Trinkgeld" the previous week proudly wear buttonhole bouquets. The street car conductors look as dignified as the country boy studying for the ministry. The provision shops are all open and people are hurrying to and fro, as though it was their first, last and only chance to obtain something to eat, "for," as the German Frau says, "must we not eat on Sundays just the same as on other days?"

Many of the church buildings have great age to lend to their dignity. Some are crowded, some are empty. Though it is estimated that there are ten women to every man in Germany, a preponderance of the fair sex is not in evi-

dence at morning service. The "Hausfrau" must stay at home and get dinner, "for," as she declares, "the potatoes would not get cooked if she went." There is something unaccountable about the potatoes, which must resemble the race in solidity. No matter how early the stranger gets up, the potatoes are being pared and the pot is on the stove ready for business. But the sermon—well, it has a familiar strain even in a strange tongue. The only difference between the American and the German preacher is that the one cannot speak his mind freely on account of the Emperor, the other because of his rich and influential parishioners.

The service closes in time to attend a concert at noon. Some of the finest concerts, in which artists take part, are given at the same hour the Grand Rapids man is standing in file waiting for his mail. All the leading orchestras give, also, a concert at 6 p. m. The music, though classical, is in a lighter strain, and this night smoking is not forbidden. The phlegmatic Frau eats her lunch, which she has brought wrapped in a piece of newspaper, and drinks her beer, while her substantial "man" drinks his beer and smokes. The air gets bluer and bluer until, finally, the musicians are scarcely to be distinguished through the thick haze, and one finds himself with red and tearful eyes.

The theaters generally each give one play or opera—and sometimes two. The tickets are cheaper Sundays, and so it has become a family time, when fathers, mothers, brothers and sisters are out in full force, and in gayest attire; and, it matters not where one is, there is always food to be obtained. In Germany, one does not have to depend on hat lunch boxes and cane drinking cups.

If one is more inclined to go to the museums or art galleries, he finds those, also, full of families. The Mutter is carrying a bouncing babe, while the Vater is dragging a couple of frisky boys by the hand, while several sedate lads and lassies follow in the rear. The patience of the German parents ought to become as proverbial as Job's. They will stand before masterpieces of art and explain all the details to the youngsters, who are just aching to run and play.

But one finds the parks even better places to study family life. These resorts are crowded, in pleasant weather—or would be were there not so much room. There are always several bands stationed at different points about the grounds, who alternate in making the air sweet with sound. The children have plenty of room to frolic and are allowed to to their hearts' content. No matter what pretty clothes they wear, there is never a shrill voice near at hand telling them to keep out of the dirt. The fathers and mothers sit in the shade, sip at their beer and talk philosophy—perhaps. The Germans are connoisseurs of beer. The whole family will sample the same glass and pass judgment thereon. All goes merry until evening when, tired out, all make a dive for the street cars. The little dirty hands of the children still clasp straggling branches of wilted flowers, as they nod and finally fall asleep in their seats. The mother wears a careworn but calm look as she tries to catch two winks of sleep. The father sits, impassive, looking neither to the right nor the left.

The American, after he has seen all

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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.

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

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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.

this, is, no doubt, ready to go to evening service. There is a German church connected with the American Methodist Society which is much attended by Americans. The service begins at 6 p. m. The congregation belong to the people. "The young men and women are solicited to come forward and help with the singing." The instrument expresses itself in jaded tones, but the young voices are clear and true. The sermon boasts not of oratory but is simply an earnest appeal from the heart. Then there is a recess. The congregation cordially greet one another and visit together; but all seem to be waiting. Presently a little humpbacked sister comes into the room, tugging a great pitcher scarcely smaller than herself. She fills the large mugs with steaming coffee, and cracks a joke while she passes. She is followed by another little dump of a woman, lugging an immense basketful of sweet rolls, after the style of Franklin's penny loaves. All eat, drink and are merry, trying to finish the mountain of bread and the sea of coffee, "for, do not the proceeds go to the church?" Then the women and the men congregate in separate rooms for their "society meetings." The women begin to sing. If the tune is not pitched right, several try to get it right. It is growing dark and there is no chance to use books, but the hymns are familiar. The janitor gropes around to light the gas; but the people wait patiently fifteen or twenty minutes—until he "gets the hang of it." The minister's wife reads a discourse which she has prepared on "The Wisdom of Solomon," "The Trials of Job" or "The Work of Moses." This is followed by a practical discussion. Some one wants a servant, or a new boarding place is sought, and an appeal is made. Mrs. Johanna Eichelsdoerfer's troubles are talked over. Each and all are interested, talk freely and express their opinions unreservedly. Then they kneel down and pray for help. Next, they turn around, find out what time it is and make a bee line for their hats, as everybody must be at home by ten o'clock.

As one crosses his own threshold, he finds the father still romping with the children, and the mother doing a bit of sewing by the lamp. Across the way are merry dancers, treading the light fantastic. But soon silence reigns, broken only by passing cabs or cars and the voices of revelers going home. The moon and stars look down on a sleeping city.

Berlin, Prussia.
ZAIDA E. UDELL.

The Mercantile Guerrilla.

There can be no question but that irregular methods of doing business are among some of the more prominent causes of demoralization and disaster. It is an old saying that there is no sentiment in business, and in a strictly commercial sense this is so. It is, however, impossible to separate the man from his business. If he is avaricious or tricky, if he is vain or pretentious, if he lacks in judgment or is overloaded with impulsiveness or indiscretion, he carries his vices or failings into his business, as he does his skin into the bathtub.

He may be submerged in groceries, dry goods, hardware or pig iron, but the man in the center of the pile colors his business, as the glass of a signal light makes it red or green. The idea that a man leaves his character, whether good or bad, on the street side of his office and is cut and dried to a certain

shape, as is a paper collar or a tin soldier, is a prevalent yet a mistaken notion. If a man has a character he cannot hang it up with a latchkey—if he has none, being in business will not supply the missing article. In our business establishments, as in Noah's Ark, the clean and the unclean, the lamb that eats grass and the wolf that eats lamb are all enclosed in the same establishment.

This menagerie will always exist and, no matter how business men may organize for mutual protection and how perfectly they may formulate their maxims of trade, the vices as well as the virtues of men will show themselves. Uniformity of character is impossible, either in cats or dogs, men or women. Hence the secret of much that is discreditable, selfish and irregular in business lies beneath the lining of the vest and the curvature of a rib. Bad debts are piled up in pyramids; the constable and the sheriff rake in the fees at all seasons of the year; dishonest men fill up their shelves with goods that are never paid for; men rush into business with as little fitness for it as a blind man would have in running a locomotive, and others sell goods at a loss, expecting to find golden eggs in the nest of a dead goose. All this is possible behind a stone front and a gilded signboard, or an elegant office chair, or in an artistic enclosure of bronzed lattice work. Hence the world of business can never be free from its troubles and uncertainties, its fools or its knaves. There might be less of these, however, if these evils were not encouraged as they too often are. In pushing business, prudence is often forgotten, inducements are offered to unreliable men and risks assumed that savor more of a betting ring than a business house. Prices are butchered and values demoralized, and one might as reasonably expect to make a necktie of a rainbow as to secure prosperity by such means. It is done, however, every day and those who hire the piper must pay for the music.

FRED WOODROW.

Hardware Notes.

Steel wool has been introduced as a substitute for glass paper in Germany. It is made of threads of shredded steel with sharp cutting edges, works more quickly and uniformly than sandpaper, does not gum or clog, and, being flexible, can be used in smoothing elaborate carvings.

Hardware men have not, as a rule, advertised to the same extent as those engaged in other branches of trade, nor can the reason for such abstention be discovered. Their business is fully as capable of expansion and would undoubtedly feel the benefit of good advertising to as great an extent as any other we could mention, but a conservative feeling has prevented them from availing themselves of the undoubted power and push of printer's ink.

The manager of a large St. Louis hardware store has adopted a simple little device to aid in keeping up his stock that is worthy of mention. On every shelf box he hangs, by means of a screw-eye, a small washer. This washer is painted red on one side and white on the other. When a clerk, in making a sale to a customer, finds that the goods in the box need replenishing, he simply turns the washer with the white side to the front; otherwise the red side shows. The stock clerk can thus tell, by simply glancing along the shelves, what goods need his attention, and the manager has only to run his eye along the rows of washers at any time to know the condition of stock. When the same man gets in a new style of padlock or anything else the demand for which he wishes to test, he makes a cross with a red pencil on the shelf box containing it, and the clerks are instructed to specially display these.

Around the State

Movements of Merchants.

Muskegon—J. D. Sheridan has assigned his drug stock to John T. Ryan.

Battle Creek—A. Greaves & Co. succeeded A. M. Shearer in the bazaar business.

Grand Blanc—E. J. Cross has purchased the grocery and dry goods stock of Salisbury & Cross.

Lansing—The Potter Cowles Co., which was engaged in the furniture business, has dissolved. The business will be continued by Cowles Bros.

Lansing—Wm. E. Trager, meat dealer, has admitted his brother to partnership. The business will hereafter be conducted under the style of Trager Bros.

Benton Harbor—Rahn Bros. have opened a new shoe store at 113 East Main street. They will manufacture a line of their own, besides carrying those of outside firms.

Kalamazoo—H. P. Kauffer and E. S. Roos have bought the quarter interest held by Edward H. Ranney in the Dunkley Celery Co. Mr. Ranney will retain no interest in the business.

Belding—J. E. Doherty & Co., who recently opened a branch of their Clare furniture store here, have shipped the stock to Coleman and abandoned the field, satisfied that one furniture store is adequate to meet the demands of the town.

Reed City—R. D. Wood and Mrs. L. M. Buck have formed a copartnership under the style of R. D. Wood & Co. and embarked in the bakery, confectionery and fruit business. The new firm began business July 2 in the building formerly occupied by Kirk Bros. & Co.

Charlotte—W. C. Hubel transferred his shoe stock June 30 to C. S. Shipman, of Sturgis. July 3, Ainsworth & Wickenheiser, of Toledo, attached the stock on a claim of \$1,200 on the alleged ground that the sale was fraudulent and without proper consideration. Hubel has left town and his present whereabouts are unknown.

Holly—The grocery and saloon of John Forester have been closed on a chattel mortgage, held by an Ypsilanti brewery. Last Friday Forester shot at a traveling man named W. A. Smith, of Pontiac, because he thought he saw the man in a compromising position with his wife. The two events, following so closely, caused considerable comment.

Manistee—Somerville & Wood celebrated the Fourth early this year. A windowful of fireworks exploded July 3, and only energetic effort prevented a general conflagration. Cannons, fire crackers, sky rockets and Roman candles were promiscuous for a while, but the flames were confined to the window and the damage did not amount to over \$25.

Lansing—A. Spanolio, an Italian fruit dealer who has been in business here several years and made a snug little fortune, has disappeared, with his family, and it is thought is about to sail for Italy. He left the town owing the Caribbean Banana Co., of New York, for a carload of bananas, and officers hope to stop him before he sets foot on an Atlantic steamship.

St. Johns—The Union National Bank of Chicago has commenced suit against Robert M. Steel for \$16,264, attaching his hotel property. Mr. Steel is justly indignant over the action of the Bank, in view of the fact that he is in an ex-

cellent financial condition, and asserts that he will move to set the writ of attachment aside and also commence suit against the Bank for heavy damages.

West Bay City—A prominent merchant here made up a firecracker of great size and put it in his window. Some unsophisticated person feared that if it were exploded some one would be killed or a brick block would be blown down. This led to a petition to the Common Council remonstrating against the discharge of the cracker. There were a dozen signers. They are now kicking themselves, having learned that the cracker was simply for advertising purposes and did not contain any explosive material.

Manufacturing Matters.

Manchester—G. E. Schultz & Son have sold their flour mill to E. S. Hagerman.

Galien—John Redden is succeeded by Frank Redden in the flouring mill business.

Kalamazoo—The Botsford Paper Mill Co. has changed its name to the Wolverine Paper Co., the Kalamazoo Circuit Court entering such an order Monday.

Jackson—The Leggett Spring & Axle Co., of Pittsburg, which recently attached \$8,000 worth of axles belonging to the Collins Manufacturing Co., has accepted a compromise settlement and released the property. The Collins works will start up soon.

Saginaw—The report of the State Salt Inspector for the month of June shows the following figures: Manistee county, 190,050 barrels; Mason, 73,122; St. Clair, 49,729; Saginaw, 38,822; Bay, 27,672; Iosco, 25,011; Wayne, 9,683; Midland, 400. Total, 414,489 barrels.

Saginaw—The George W. Robinson Co., dealer in lumber, has assigned to Thomas Jackson. Liabilities are about \$26,000, with assets estimated at from \$15,000 to \$17,000. The continued business depression proved too much for limited capital. The company removed from Detroit to Saginaw about two years ago.

Good Advice to Country Merchants.

McBride's, July 3—When you have farm produce to sell, do not be too hasty in disposing of it, just because some one in the commission business quotes you a higher price than the market will allow, as those are the men (or would be called men) who intend to rob you, and that kind of a thief is the worst we have to contend with. They are much worse than a murderer or a highwayman, as they break and steal the chain of pleasure in business life—confidence in mankind. When you learn of a disreputable concern that is trying to "do" their fellow man in the manner in which the gang that has just been broken up by the Tradesman has been doing, if you will notify the Tradesman it can soon dispose of that kind of robbers. The country merchants of Michigan can thank the Tradesman for breaking up one of the worst gangs of robbers that ever operated in Western Michigan; and any merchant who is not a subscriber to the Tradesman should send in his dollar at once and thus show his appreciation of the good work done.

C. H. LAFLAMBOY.

Trot Out Your Back Numbers.

Grand Rapids, July 6—If any druggist has any back numbers of the proceedings of the Michigan State Pharmaceutical Association prior to 1894, I would be glad to hear from him, as I have several requests from pharmaceutical colleges which wish to have them on file.

BENJ. SCHROUDER, Sec'y.

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

Further Particulars Relative to the Mackinac Meeting.

Grand Rapids, July 7—Only thirteen years ago a few druggists of this State met at Lansing, banded together, and styled themselves the Michigan State Pharmaceutical Association. Out of it sprung the Pharmacy Law, which every one who is conducting a legitimate drug business will say is of great benefit to himself; for, if everyone was allowed to handle drugs, druggists would soon find a great difference in their daily sales. It is true the law is not what it might be, but whose fault is it? I say it is our own fault; because we do not lend a helping hand to our Association; because we do not attend the yearly meetings; because we do not pay our yearly dues, and no one will miss the \$1 a year spent in our own cause when its returns are tenfold. Excuse the "curtain" and stop long enough to give it some thought.

The coming meeting on August 4, 5 and 6, which will be held on Mackinac Island, will be one of exceptional interest. Mackinac Island, the most picturesque spot in the universe, is the place where everybody has a good time. If you have never been there do not miss this chance, for you will be royally entertained.

Between this coming and the next meeting the Michigan lawmakers will have another session, at which session we want a few important changes made in our law, which we cannot obtain unless we stand as a unit.

Come, Brother Druggists, spend a few days with us at Mackinac, get a little recreation and you will feel as if you have done some good to your fellow being and yourself. All pharmaceutical associations are the fountain head of our pharmacy laws, so, if your Association is not a success, your law is not what it should be. Every druggist and drug clerk, wife and sweetheart, is invited. Should it be impossible for you to be present, send your \$1 membership fee or, if you are a member, send your \$1 for dues to the Secretary.

The following special committees have been appointed:

Entertainment—M. G. Bailey, Mackinac Island; O. S. Boyington, St. Ignace; F. W. Perry, Detroit; Dr. John R. Bailey, Mackinac; Geo. Gundrum, Ionia; C. H. Wilber, St. Ignace; I. S. Cooper, Cheboygan; C. A. Bugbee, Traverse City.

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

Games and Boat Races—That Man Church, Detroit; B. E. West, Grand Rapids; E. C. Varnum, Jonesville.

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

For the Waltz Party at the Island House—Dorian M. Russell, Grand Rapids; F. F. Ingram, Detroit; Thos. Hefferman, Baldwin; H. Kephart, Berrien Springs; F. Inglis, Detroit.

H. L. Thayer, Superintendent of the Mackinac Island State Park, writes Mr. Bailey as follows:

In reply to your verbal request, also to the letter of Benj. Schrouder, regarding the use of one of the buildings here at the fort, and also of part of the grounds for "a carnival of games," etc., by the "Michigan State Pharmaceutical Association," for its meeting this year, you may reply in the affirmative. Probably the building will be the "Hospital," near the eastern part of the fort grounds.

The writer will be pleased to do all in his power to assist in making your meeting pleasant and successful.

Come one, come all!

BENJ. SCHROUDER, Sec'y.



No Dead Flies in Sight.

Catches all the Flies and Bugs. Fits any width of window. Lasts always. Shipped to any address on receipt of 75 Cents.

GRINGHUIS & CO.,

120 Canal St., Grand Rapids.

REDUCED PRICES

MASON'S FRUIT JARS



Are you prepared for a big demand? If not, order now.

Prices subject to change without notice.

Terms 60 days approved credit or 2 per cent cash 10 days.

PRICES TODAY:

Pints, Porcelain-lined Cap, 1 doz. in box... \$6 25
Quarts, Porcelain-lined Cap, 1 doz. in box... 6 50
1/2 Gal., Porcelain-lined Cap, 1 doz. in box... 8 50
Quarts, Porcelain-lined Cap, 8 doz. in box... 6 00
1/2 Gal., Porcelain-lined Cap, 6 doz. in box... 8 00
Caps and Rubbers only, 6 doz. in box... 2 75
Rubbers, packages 1 gross, (soft black)... 30
Rubbers, packages 1 gross, (white)... 25
No charge for package or cartage.

AKRON STONEWARE.

We have full stock all sizes crocks, milk pans, jugs, preserve jars and tomato jugs. Are you prepared for the extra fruit season? Mail orders shipped quick.

JELLY TUMBLERS.

Thin Tops.



Ass't bbls. containing 12 doz. 1/2 pt., 19c... \$2 23
Ass't bbls. containing 6 doz. 1/2 pt., 21c... 1 26
Barrel... 35

1/2 pint, in barrels 20 doz., per doz... \$3 89
1/2 pint, in barrels 18 doz., per doz... 21
Barrels, 35 cents.

1/2 pint, in boxes 6 doz., per box... \$1 55
1/2 pint, in boxes 6 doz., per box... 1 75
No charge for boxes and cartage. Prices subject to change without notice. Mail orders to

H LEONARD & SONS,
GRAND RAPIDS, MICH.

Grand Rapids Gossip

The Morning Market is now very much in evidence, and for the next three months it will be worth a day's journey to visit Grand Rapids for the purpose of inspecting the largest and most diversified assortment of fruits and vegetables to be found anywhere in the country.

Jos. J. Tucker and Wm. E. Barrett have formed a copartnership under the style of Tucker & Barrett for the purpose of opening a wholesale lumber yard at Benton Harbor, using the same yard formerly occupied by the Globe Lumber Co. The firm will make Grand Rapids headquarters, all the office business being transacted at this end of the line.

Chester A. Lamb, who was arrested by the United States Marshal on a charge of using the mails for fraudulent purposes, had a hearing July 1 before Commissioner McQuewan, who considered the evidence sufficient to remand the respondent to the grand jury and increased the amount of his bail from \$500 to \$1,000. Only two witnesses were sworn—John W. Rutherford, of Hungerford, and the editor of the Tradesman, the former being the complaining witness in the case.

The Tradesman has heretofore called attention to the outrageous express rates exacted by the Western Express Co. for transporting packages to Upper Peninsula points. The charge for 100 pounds from Grand Rapids to Marquette is \$2.75, which is identical with the rate from Grand Rapids to New York. Agents of local express companies assert that they are powerless in the matter, inasmuch as the Western Express Co. is a Canadian institution and not amenable to the laws and customs of this country. Unless some concessions are made soon, shippers will become discouraged over the prohibitive rates, which act as an embargo, and discontinue express shipments altogether.

The telephone situation has become decidedly interesting during the past week. Contrary to general expectation, the Bell people removed all the phones ordered to be taken out July 1—variously estimated at from 450 to 750 instruments. The withdrawal of so many phones has, necessarily, crippled the service to that extent that the Bell system is, practically, valueless, and the Tradesman would not be at all surprised to see the Bell people abandon the field entirely in the course of a few months. In the meantime, the Citizens company has added daily to its list of connections, has steadily improved its service and is making friends by the dignified course it is pursuing in the face of competition of a decidedly peculiar character. The management claims it has already more telephones in use than the Bell company, and that within a month it will, probably, have double the number. Connections are gradually being made with outside exchanges and in a short time the State service of the local company will, probably, be superior in this section of Michigan to that ever enjoyed by the Bell company. The Citizens company is meeting with some trouble from line cutting and other difficulties of a peculiar character, but the people are exceptionally patient and put up with inconveniences with commendable forbearance.

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

Purely Personal.

Robert G. Steel, the well-known St. Johns business man, was married July 7 to Miss Nettie Conn, of St. Johns. The bridal tour includes a large number of interesting points in the East.

Harry Stowitts, head clerk for E. J. Herrick, has been confined to his bed two weeks with malarial fever. He is now convalescent, but will not be able to resume his duties behind the counter for a couple of weeks yet.

Daniel Steketee (P. Steketee & Sons) started in on a three weeks' vacation Monday. With a view to witnessing the "greatest circus on earth," he has gone to Chicago to act as a spectator in the Democratic convention.

E. M. Sly, the Bay Shore general dealer, was recently married to Miss Ethlyn Seegmiller, of Cadillac. The bride and groom are enjoying the honeymoon in the copper country, and will be at home at their new and spacious home at Bay Shore after July 25.

Sidney F. Stevens left Tuesday for Detroit to attend the annual meeting of the Michigan Hardware Association, before which he is scheduled to read a paper Thursday on the subject of "Clerks and the Arrangement of Stores." Mr. Stevens is accompanied by his wife.

Angus J. Rankin, the Shelby hardware dealer, was married June 30 to Miss Maud Carroll, the ceremony occurring at sunrise at the home of the bride's parents in Shelby. The happy couple immediately started on their bridal tour, which includes visits to Niagara Falls, the Thousand Islands, Montreal and the birthplace of the groom in Quebec.

Geo. P. Stark, the veteran merchant at Cascade, is probably the only man in Michigan who uses a fireproof safe as a carriage block. The circumstances which led Mr. Stark to utilize his safe in this manner were very unfortunate. Burglars raided his store in 1887, drilling a hole in the door of his safe large enough to insert a fuse, the explosion of which blew open the door. No money was kept in the safe, but it was the container of a large number of valuable papers—mortgages, notes and contracts—all of which were taken by the marauders and never returned, although every effort was made to regain possession of the documents, which were of no possible value to anyone but Mr. Stark. The absence of the papers rendered it exceedingly difficult for Mr. Stark to effect collection, in some cases, as those who had uttered notes and other evidences of indebtedness demurred paying anything on account until assured that the original obligations would not turn up against them. The safe was rendered useless as a receptacle for documents of value and has since done duty as a carriage block.

The Grain Market.

There were no strong features developed in the wheat market during the week. Cash wheat held its own and futures are about 1c higher. Harvesting is nearly completed and the threshing is looked forward to to verify the opinions regarding the yield.

The visible made a small decrease of 661,000 bushels, which put a damper on any upturn. St. Louis reported 81,000 bushels of wheat received, most of which was new. Kansas supervisors report 1,000,000 acres more in wheat than the Government crop report shows—a discrepancy somewhere. In about two weeks we may see an increase, in-

stead of a decrease, in the visible. The exports were limited, being only 2,076,000 bushels, against 2,672,000 bushels the corresponding time last year. This was all used by the short operators to depress prices. We cannot see anything at present to change our views regarding the price of wheat. Taking all things into consideration, wheat is very low.

There is nothing new to report in the coarse grain market. The large amount of corn on hand and the fine condition preclude any advance. The same is true of oats. Oats are cheaper than they have been at any time during the last thirty years. In 1847 they were sold at 10 and 12c per bushel.

The receipts during the week were rather diminutive, being only 27 cars of wheat, 2 cars of corn and 4 cars of oats. The receipts in Grand Rapids during the month of all grains were 190 cars, being 128 cars of wheat, 25 cars of corn and 37 cars of oats. During this period Detroit received only 188 cars of grain, 66 of wheat, 58 of corn and 64 of oats—not a bad showing so far as wheat is concerned.

Grand Rapids received nearly double the amount of wheat that Detroit did, and it was all by rail. Millers are paying 55c for old wheat. While new wheat is being talked of, none has, as yet, been seen, except some small samples.

I hope to be able to say something about new wheat in my next report.

C. G. A. VOIGT.

Fruits and Produce.

Apples—75c per bu. for home grown. Beans—Receipts are small and the demand light, causing a slight easing off in values.

Beets—15c per doz. Butter—Fancy dairy is coming in more slowly than it has for several months, in consequence of which the market price has advanced 1c, best grades easily fetching 12c. Factory creamery—as predicted would be the case—has sustained a similar advance, being now held at 15c.

Cabbage—60c per doz. for home grown. The advance in price is due to the growth of the heads, which are fully 25 per cent. larger than a week ago.

Cucumbers—20@25c 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. The market is dull and all offerings meet with slow sale. Uncandled stock brings 7@8c.

Muskmelons—Little Gems bring 75c per doz.

Onions—Home grown, \$1.25 per bu. Green, 10c per doz. for Silver Skins.

Peaches—The first lot of Alexanders put in an appearance July 7 and several bushels were brought in the next morning. The stock is worthless, except to look at, but the novelty of being able to handle home grown peaches at least a week earlier than ever before impelled local dealers to pay about \$1.50 per bu. The price will, probably, go to 75c per bu. before the end of the week.

Peas—Marrowfat, 50c per bu. Potatoes—The market is fairly steady at 40c, although occasionally a break to 35c occurs. The stock is now coming from Southern Illinois and is excellent in quality.

Radishes—Charters command 10c per doz. bunches. China Rose bring 15c.

Raspberries—Black, 60@65c per crate of 16 qts. Red, 75c@81c per crate of 16 qts.

Seeds—Hungarian and Common German Millet brings 60@75c per bu.

String Beans—50c per bu. Tomatoes—Illinois stock brings 90c per 4 basket crate.

Watermelons—The market is well supplied with Southern stock, commanding 16@20c, according to size and quality.

Whortleberries—The stock now coming in is much improved in quality and condition, readily commanding \$2 per bu. The demand is good and the prospects are excellent for a long and prosperous season for both shippers and dealers.

The Grocery Market.

Sugar—On account of easier markets in Europe and a decline here in raws, refiners announced a decline Monday—3-16c on No. 4 and 3/8c on all other grades. The demand is steady, but not as large as was expected considering that the fruit season is here and that canning is going on all over the country. What turn the market will take next is a conundrum—except, of course, to the gentlemen of the American Sugar Refining Co., who manipulate the market to suit themselves.

Salt—The Michigan Association announces a decline of 5c per barrel.

Cheese—The cheese market has ruled steady during the week, with a good demand and receipts well cleaned up. Considerable quantities of cheese have been taken during the week for cold storage, despite the unfortunate experience of previous seasons. Prices are gradually moving upward. The Lenawee county makers have advanced their quotations 1/8c.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' hall, Tuesday evening, July 7, Vice-President Wagner presided.

The special soliciting committee of the annual picnic announced that it had already secured pledges of voluntary contributions to the amount of \$182. The report was accepted.

On motion of J. Geo. Lehman, the Executive Committee was instructed to contract for the printing of the picnic program on the most advantageous terms.

On motion of H. Klap, the Secretary was instructed to invite the grocers of Holland, Grand Haven and Muskegon to join with their Grand Rapids fraters in celebration of the anniversary.

On motion of Mr. Lehman, E. A. Stowe was requested to see that the event received the proper publicity in the daily papers.

There being no further business, the meeting adjourned.

Flour and Feed.

The flour trade the past week has been exceedingly quiet, buyers evidently expecting lower prices with the movement of the new wheat crop, and while they may hold the key to the situation, we are inclined to look for a gradual strengthening of values during July. The disappointing yields, as reported by thrashers from the Southwest, and the damages from rust and cool weather in the Northwest, will have a tendency to check short selling to some extent.

Owing to the taking of the usual semi-annual inventory, the city mills were shut down a day or two last week.

Millstuff continues dull, with prices dragging on the bottom, although the demand is sufficient to absorb the output from week to week.

WM. N. ROWE.

Doing Well.

"So Russet has gone into the shoe business. How is he doing?"

"Fine. He's selling his goods right and left."

A New York genius has invented a magnetic hairpin. For what object the new article for female use is intended is not stated, but the presumption is that it will not drop out of the coiffure.

Bicycles

FEW DECORATED WHEELS.

Cyclists Practical about Their Clothes and Machines.

From the New York Sun.

The bicycle has been recognized as a machine so distinctly practical in its purpose and intended for real use, and, moreover, hard use, that it is rarely subjected to any greater decoration than the bunches of colored ribbons which a year ago appeared with great frequency on the boulevards. Even these, to the relief of most riders, have disappeared and every ardent bicyclist believes that nothing ornaments a wheel so much as the evidences of a long hard ride. There is usually more conscious pride in this decoration than a gilded wheel and a solid gold lamp would bring to the face of a genuinely enthusiastic wheelman. Painted frames in light colors are seen more or less but they usually have some especial significance, indicating the maker or the rider's club or possibly nothing more than a vagary of the owner's taste. The frames are not painted in pale blue, red or yellow with the idea of ornamenting them but to make them easily distinguishable. The taste for the simple businesslike wheel has grown so within the past year that even the nickel-plated machines, once the ambition of every beginner, have grown rarer. Greater familiarity convinces every rider that a bicycle is meant for business and any effort toward decoration seems a reflection on the owner's purpose.

Riders go through something like the same process in regard to the development of bicycle costumes. After they have once learned to ride, the details of the suit become the absorbing question. It may be a man or a woman but in either case the interest in this question becomes equally great. The tint and pattern of the stockings, the color and texture of the suit, the shape of the cap and the problem of shirt and necktie occupy the new wheelman's profoundest thoughts. Combinations of pink shirts and dark brown suits, of blue shirts and gray plaids, run through his mind during his waking hours and trouble his dreams. The cut of her skirt, as well as the color, whether she shall wear an Eton jacket or a Norfolk, whether high boots or leggings are more comfortable and whether a sailor hat or a Tam o' Shanter is more becoming, are some of the questions that worry the woman beginner. It is only after they are settled that one can safely prophesy whether or not the interest in riding is going to be lasting or a fad that will not survive the accumulation of the wardrobe.

Faint-hearted riders generally exhaust their enthusiasm in their preliminary details. After these questions have been decided, the interest in the wheel abates, even if it proves still strong enough to accomplish a few discreet rounds of the Park and a possible journey to Claremont as a long trip. But the bicyclist with real possibilities of becoming a steady rider soon passes beyond the question of the frivolities of the toilet. What is merely smart or becoming yields to what is comfortable and useful. Highly polished tan shoes and gaiters give place to the low bicycle footgear, which is comfortable if hideous. Gradually the whole outfit undergoes this transformation, and many a man who commenced his career with the idea of being at once the gloss of fashion and an expert, persistent rider develops into a lightly clad, peak-capped scorcher in baggy gray woolen clothes, without a regret for his abandoned grandeur. In a terse degree, the women submit to the same process, once they have become regular riders, without a pang or a secret longing for what constituted more attractive, if less comfortable, bicycle togs.

When the interest of a rider turns to decorating his or her wheel, however, there is grave cause for doubt as to his real interest in the machine for its own sake. Fitting it out with cyclometer,

an elaborate kit, and every possible appliance that may make it appear more useful is a stage of the mania which everybody who can afford it is likely to pass through. There is not necessarily any indication of real danger in this. The best riders have gone through this phase of the disease and come out safe.

But the women—usually it is a woman—who have taken to silver or gold plated, ivory-handled, and jewel-lamped bicycles have naturally incurred the suspicion of having got the wheel for something more than the sake of riding it. There have not, as yet, been many of these wheels manufactured, and of the few turned out several were avowedly made for purposes of advertising. Some of them have accomplished that result without the same candor on the part of their owners. But the conviction on the part of the riders that a bicycle is intended for business has kept down the number of these machines to a figure surprisingly low in view of the enormous number of wheels in use.

Lotta, the actress, was one of the first women to buy a silver-plated wheel, and that was more than a year ago, when only a few had been manufactured. It was not bought for her own use, but intended as a wedding present for a friend. It was rather elaborately decorated in solid silver, had ivory handles, and was throughout silver-plated. Lotta herself rides a more serviceable wheel, and is earnest enough in the sport to take more interest in the use of her machine than in its appearance. Lillian Russell's gold-plated bicycle may be as useful to her for riding as it is to her press agent, but it has proved valuable enough to him to make the investment a good one whatever she paid for it. There are other actresses who have silver-plated wheels, but few of them have been so effectively used for advertising purposes as Miss Russell's. Few men have bought them.

Richard Mansfield's agent sent out a report to the effect that the actor was contemplating the purchase of a wheel of solid gold, but nobody ever heard whether or not he really bought it. Probably he didn't. A man's wheel silver plated and decorated in solid silver was exhibited for months last winter in a jewelry store on upper Broadway. It attracted a great deal of attention, and a knot of people stood all day in front of the place. But it has not been sold yet. With it was a woman's wheel costing \$450, and this was bought shortly after it was finished. The man's wheel cost only \$325. It had ivory handles with decorated silver ends. The front fork, which was decorated with applied scrolls of solid silver, was nickel plated. The rest of the machine was silver and nickel plated, and the lamp and watch attached to the bicycle were of silver plate. But this finery evidently appealed only slightly to men's taste, for it succeeded in creating no demand for more machines of the same kind. One conviction of every man on the subject of the bicycle is that, however fine it may be, \$100 is about the highest price to be paid for it.

A Chicago firm which had one of its wheels decorated by a jeweler in order to use it for an advertisement was willing to pay \$2,000 for the job, but that, of course, had no bearing on the public demand for such machines. An Englishman of title who was wandering through a famous jewelry shop up town, one day last winter, looked in vain for something to take to his wife as a specimen of the American silversmith's work. He had bought her a bicycle, and the jeweler suggested that he combine both gifts and let him decorate the wheel. The Englishman accepted the advice, and one of the most elaborately decorated wheels ever made in this city went to the Englishman's wife abroad, where doubtless it is regarded as the sort of wheel used by every American rider. Some wheels have had decorations etched or engraved on them. Other wheels have the monogram or address of the owner marked on the silver or nickel-plated fork of the handle bars. But this process, useful as it is for iden-

tification, damages a wheel when it comes to disposing of it, and for this reason the practice is not widespread.

Really, magnificence in a wheel, with such possible decorations as precious stones and applied gold, has still to come, and doubtless such decorations will be long delayed. Nothing pleases the rider so well as a neatly kept, businesslike machine, unless it is the temporary marks of hard usage. Silver and gold ornaments work against any such good purpose, and precious stones would be fatal to hard work and usage. When such luxury begins to appear, the decadence of the wheel will have commenced and it will be a toy instead of an article of utility. The absence of any demand for richly decorated machines shows how remote any such view is at present. The average man or woman rejoices too much in the possession of a good wheel to trouble about the applied silver, the etchings, or the precious stones. The early disappearance of the colored ribbons proved how slight a part any aesthetic considerations play in bicycle riding among people who care for it for its own sake.

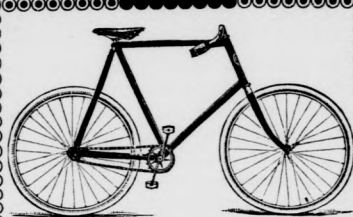
Which Got the Trade?

One enterprising merchant put in his window a sign which read:
"We back our goods with our honor."
The merchant two doors west put up a sign also. His sign read:
"We back our goods with a cash guarantee."

A Soft Cushion.

She laid her head on the easy-chair against his head and murmured: "How I do love to rest my head against your head, Mr. Soule!"
"Do you?" said he. "Is it because you love me?"
"No; because it is so nice and soft."
"I never pay old debts." "And new ones?" "I let them grow old."

Bushman has the cigars.



BICYCLE DEALERS

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.

WON AND LOST.

How a Fortune Slipped Through the Fingers of a Poor Tailor.

From the New York Sun.

For the first time in many years the police of this city are making war on the East Side lottery men. Next to policy, the traffic in lottery tickets has for many years been the most flourishing gambling business in the Hebrew quarters. Scarcely a man among the thousands who crowd the tenements of Essex, Stanton, Eldridge, and other East Side streets, but has purchased his lottery ticket as regularly each month as he has eaten his breakfast each morning. The lottery ticket is looked on with awe when the head of the house digs it up from the bottom of the stocking, where it is kept with the other family valuables, to compare the number on it with that on his neighbor's, and the holders never stop hoping that some day the drawing, away off in tropical lands, will bring them the fortune they have been awaiting so many years.

You hear of policy and craps and other gambling games all over the East Side. The people there play these games openly, but one rarely hears mention of the lottery. The players talk about it among themselves, but they don't discuss it with outsiders. That is the result of the carefully planned system to which the lottery agents have brought the sale of tickets.

Every one who purchases a ticket is told that to talk about his ticket or the lottery to anybody puts the organization in danger, and that means that the ticket he holds is absolutely valueless. The holders of tickets are made to feel, too, that they are a part of the great game, and their fears are worked upon by the information that they are liable to arrest and imprisonment if the fact that they have purchased or hold lottery tickets becomes known to the police. These and other clever precautions have contributed to make the lottery business on the East Side a comparatively safe one.

A little story, told between heart-rending sobs, by a poverty-stricken Polish Jew tailor, who has for years worked fifteen hours a day for \$5 a week, has brought the matter to head, however. His story, more than anything else, should help to break up the traffic, for it shows how vain are the hopes and ambitions stored up in every Hebrew household for the glorious future which is to come through the medium of the lottery ticket. Perhaps the experiences of Jodek Simon, whose home is a miserable, windowless room, many floors up in an Orchard street tenement, will serve better than anything else to illustrate the way the average Russian and Polish Jew is brought into the toils by the dealer in lottery tickets.

Simon is a Polish Jew, and he came to this country five years ago. He was a tailor in the old country, and he left his wife and five children behind when he came to America, meaning to send for them as soon as he had saved enough money. For a year the man earned about \$3 a week. Then his fidelity was rewarded by the people for whom he worked, and rates were so materially advanced that he managed to earn \$5 a week after that.

Prosperity had a bad effect on Simon. He began to mix a little more with the people, and on Saturday nights he would visit the saloons and coffee-houses where his neighbors were wont to congregate. There he learned to shake dice and to play cards, and there he heard the talk of lottery tickets.

Once a week a dapper little man would come into the saloons and coffee-houses. He wore a small leather satchel slung across his shoulder by a long strap. Time and again Simon saw this man come and take a position in a corner. Then he would draw out a package of tickets from the satchel, and Simon's countrymen and neighbors would surround him, each paying a sum of money and getting a ticket in exchange. When everybody had been supplied the dapper man would shut the satchel with a snap, take a drink with anybody who asked him, and walk out.

When Simon asked what it all meant, he got peculiar winks and significant leers. This went on for a long time, and then some one told Simon about the lottery, about the great chance a man had to win a fortune on the investment of one dollar, and Simon went home with his head in a whirl.

The next month Simon bought a ticket. A friend introduced him to the dapper little man and for three years Simon was a regular purchaser of lottery tickets. Sometimes he bought one, sometimes two and three, the money for them coming out of the little money he could save from his meager earnings. He says that he frequently went days without proper nourishment in order to get together enough money to purchase his tickets. During all of this time, he says, he never won a cent. Once in a while, a neighbor who had been purchasing tickets for years would win \$5 or \$10, and then everybody would congratulate him on his luck, and the lottery business in his immediate vicinity would take on a boom.

But six months or so ago, when a drawing in the lottery took place, it went around the district like wildfire that some one in New York had won the \$15,000 prize. Simon was only one of the hundreds who rushed home that night and dug up the lottery ticket they had been cherishing, to see if it bore the winning number. And the poor tailor almost fainted when he saw that he had won. He went around the neighborhood like a crazy man, telling everybody of his luck and of how he could now bring his wife and children over to America. The few dollars that he had left to his name went for drinks for the friends who sprung up on all sides to congratulate him. And that night Simon slept with the winning ticket clutched tightly in his hand.

Two or three days later the dapper man came around inquiring for Simon. When he saw him he took him to one side and told him that he was authorized by the lottery company to cash all winning tickets. By that he meant, he said, that he would forward the ticket to Honduras. Then he explained that there would be commissions, bribes to customs officials and others, express charges, insurance, and a dozen other expenses which would bring the winnings down to about \$8,000. At least six months must elapse before the money would reach New York, and perhaps, after all, the agent said, it would be better for Simon to sell the ticket for cash and let some richer man do the waiting.

And so, after much parleying, Simon accepted a \$7,000 check for the ticket, signing a receipt for \$15,000. After giving him the check the agent offered to get it cashed. That would cost \$200, he said, and Simon agreed to the proposal. When he got his money it was just \$6,800, and he considered himself in great luck to get that, as he undoubtedly was. He gave a relative the \$800, and with the balance he started for home. The lottery business went on, the dapper man sold tickets each month, and everyone hoped to some day duplicate Simon's experience.

Three weeks ago a ragged, half-starved looking man made his appearance in Orchard street. No one recognized him until he made himself known, and then they saw that it was Simon, the man who, they all supposed, was rolling in wealth and luxury on the other side of the water. Simon's tale was a short one. The Russian customs officials received information of his coming from this side, he said. They asked him for the money he had, and when he denied that he had any told him that they knew better. They searched him, stripped him of every cent he had, kept him in confinement a few days, and then sent him back. That was Simon's story, and it spread around the East Side with wonderful rapidity. His old employer heard of it and gave him back his old job, and once more Simon is working for \$5 a week—only he isn't buying lottery tickets any more.

Wait for Bushman, of Kalamazoo.

What Modern Methods Have Done for the Bicycle.

R. H. Kane in Hardware Dealers' Magazine.

It is amusing, when one comes to think of it, to hear the croakers cry out against the way bicycles are ruining all sorts of trade. Recently a local paper sent out a man to look up the matter, and he found the livery stable keepers, the theaters, the carriage builders, the jewelers and lots of other people setting up a yell that the bicycle was sending them all headlong to bankruptcy. While trade may be dull with these people, there is no truth in the charge that the bicycle is to blame for it, or at least very little foundation for the charge. The bicycle business is going ahead of other lines of trade simply because it is the only line of business that is up to date and in keeping with the times. Bicycles are built on modern ideas; they are improved every year. Many makers don't wait a year, but take up any improvement in bicycles as soon as it is suggested. They spend thousands of dollars in experiments, many of which result only in loss. It would be a very safe wager that there is more money spent in one year in attempts to improve the bicycle than has been spent in trying to improve carriages in the last twenty.

Five years ago the average bicycle weighed fifty pounds. This year they average under twenty-five. It's doubtful if the modern carriage is a pound lighter than it was ten years ago. Bicycle makers and wheelmen spend thousands of dollars and issue tons of literature advocating improved roads. How much have the carriage makers ever spent in that way? The makers of half a dozen of the leading bicycles spend more money advertising their wheels than is spent by all the carriage makers in the country. Take the bicycle shows in the country and consider the thousands of persons who are amused and interested at a cost of millions of dollars to the makers. No other trade in the country attempts anything in that line. Every town of any size in the country has its

bicycle show. Do the carriage builders, the jewelers, the tailors, and what not boom their business in that way?

The fault is not with the bicycle; it is with the other trades, which attempt to do business to-day with the methods of fifty years ago.

Dictator and Dictated.

A very pretty young girl was sitting in a Wealthy avenue car the other day. At the corner of Sheldon street a grocery salesman boarded the car and sat down beside the young lady.

"Why, Nellie," said he, "where have you been so long?"

"Home," said Nellie demurely.

"Thought you were hammering some old typewriter for Plunk & Plunk."

"Well, I ain't."

"What are you doing?"

"I'm married."

"Married!" exclaimed the youth.

"Whom'd you marry?"

"Horace Plunk."

The face of the youth grew blank. "I can't see what you married him for."

Nellie blushed, and then dimpled into an amused smile. "I got tired of having him dictate to me."

A man may be judged by the company he keeps, especially if the company happens to be dogs.

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.

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.



Devoted to the Best Interests of Business Men

Published at the New Blodgett Building,
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TRADESMAN COMPANY

ONE DOLLAR A YEAR, Payable in Advance.

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Second Class mail matter.

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - JULY 8, 1896.

BICYCLE LAWS AND POLICE.

The operation of the bicycle ordinance, recently enacted by the Grand Rapids Common Council, has been a matter of sufficient interest to amount to a sensation. Instead of incorporating the provision first proposed, requiring the use of bells when necessary to warn pedestrians, the section on that subject is made to require the ringing of bells thirty feet before passing a crosswalk—a plan which has been tried and discarded in many cities and villages.

For two or three days after the ordinance became operative this provision was disregarded. Then arrests began, and the first day over 400 riders were stopped by the police. The offenders were not taken to police headquarters—their names and addresses only being taken. Among these were many of the most prominent citizens—business men, lawyers, etc. As might be expected, the raid resulted in an amount of bell ringing which quickly became a nuisance. Some riders put as large a number of bells on their wheels as possible and all sorts of schemes were projected for the ringing of the bells automatically. For two or three days there was a bell ringing carnival.

Soon after the enactment of the ordinance, Morris White, a bicycle salesman for Perkins & Richmond, expressed his intention of testing its validity. For two or three days he was unmolested, but when the arrests began, he soon became a victim. Notwithstanding the fact that his offense was exactly the same as that of the great number apprehended, his treatment by the police officials was decidedly different. He was taken promptly to police headquarters and, after being subjected to the indignity of a search, was placed in a cell, pending the arrival of his bondsmen.

This disgraceful and outrageous conduct on the part of the police officials is without excuse or palliation. That Mr. White should have expressed a wish to test the ordinance was in no sense a reflection on the police department, and the excuse given by some of the officials that he was "carrying a chip upon his shoulder" is wholly impertinent. The insult was wholly gratuitous and indicates a degree of petty vindictiveness on the part of those concerned in it that is a disgrace to the city. It argues a low appreciation of the importance and dignity of their position as conser-

vators of the public peace that such men should arrogate to themselves judicial functions in discriminating between respectable citizens in a technical offense of this kind and inflict penalties in accordance with their petty, childish spites. It was a fitting termination of the episode that it should transpire that the arresting officer had sworn falsely in his information in that Mr. White was arrested before he had passed a cross-

TRADE SITUATION.

The general trade situation, as might be expected in view of the midsummer season of taking accounts of stocks, shutting down for repairs, etc., with the increased political interest, repeats the story of dulness with still greater intensity. About the only line in which there is a favorable exception is that of leather and its manufactures. Prices in these lines continue remarkably firm and shoe factories are busily employed. Petroleum and anthracite coal are slightly advanced. Aside from these, the situation is decidedly bearish in every quarter.

The promising prospects of the wheat crop, both in this and foreign countries, are sufficient to account for the continued downward tendency in that cereal, and the same condition obtains with corn and other grains. The probability of any material advance in these products seems decidedly remote.

The iron situation continues the same tendency of demoralization—combinations contending against diminishing demand. The only change is that the shutting down for repairs, etc., and the efforts in the direction of curtailing output, have produced some results and the stocks on hand are increasing with less rapidity, or even diminishing.

In textiles it is the same old story. The small margin between the cost of cotton and the manufactured goods is compelling mills to close in an increased ratio. The reduction in prices, in some cases, has been sufficient to move goods quite largely, but there is little comfort in this when it is necessary to go so low as 2½ cents in prints for that purpose.

As might be expected, the situation in the stock market has suffered no less than other lines. There has, however, been the encouraging feature in that foreign demand has been greater than could be expected in view of the silver controversy in this country. The little activity that has been manifested is almost entirely owing to foreign inquiry.

There is a favorable indication in the increase of the bank clearings, which considerably exceed the billion point, amounting to \$1,103,000,000. Failures were 257, against 218 for the preceding week.

A new soporific, to which the name pellotin has been given, has been discovered in a Mexican cactus called anhalonium. The native Mexicans eat slices of the plant, which they call "pellote." Its hypnotic alkaloid has been separated by Dr. Hefter, of Leipzig. One grain of pellotin is equal, in its effects, to fifteen and a half grains of trional and to thirty-one grains of hydrate of chloral. It is effective in quieting delirium tremens only in large doses.

The commercial traveler who is not gentlemanly and considerate of the best interests of the man whose business he's after is likely to do more harm than good. The days of "the cheeky traveling man" are past.

SIX HUNDRED TO ONE.

A Bay City dispatch conveys the following information:

The strike in Wheeler & Co.'s shipyard will be one of the most serious disagreements of the kind which has ever occurred here. The company refuses to discharge one employe, a non-union man, and 600 members of the union say they will not do a tap of work until that one objectionable employe is disposed of. The company is protected in its contracts against loss arising from strikes, and fears nothing in that regard.

Such boy-play on the part of union men is thoroughly characteristic of union methods. Six hundred workmen may lay idle and 600 families may go hungry, rather than permit one poor devil of a non-union workman to earn his living in an honest manner. Such is the magnanimity of unionism! Such is the "brotherhood of man," concerning which the unions prate! And such is the "universality of mankind," which is predicted in such glowing colors by labor leaders for the halcyon days of the future when unionism shall be triumphant and all shall bow their heads to the mandate of the walking delegate.

Senator Perkins, of California, is in a peculiar plight, owing to certain rash promises made sixteen years ago when he was Governor of the State. He was very popular, and it got to be quite the fashion to name baby boys after him. The fond fathers and mothers kept him informed of these christenings, but instead of sending a check to each namesake, as was doubtless expected, Mr. Perkins wrote letters, in which he said all manner of nice things, winding up as follows: "When George Perkins Jones is grown let me know, and I will send him to college." He never imagined that he was to be United States Senator sixteen years later, but there he is, and the letters are coming home to roost. Already four young men named George Perkins Something have put in their claims for a college education, and the Senator thinks there are at least thirty more of them. "I'll have to honor their drafts," he says, with a grimace, "even if it bankrupts me." The man who wants to perpetuate the name of Perkins should pay for it.

Grand Rapids is to be congratulated on her emancipation from the operations of the Bell telephone monopoly. For years she has paid heavy tribute to alien capitalists, but the appearance of local competition in the field has reduced the price of telephone service about one-half; and if there are any profits on the business on this basis, they will be divided among Grand Rapids people, instead of still further enriching Detroit and Boston capitalists who are so fortunate as to be the possessors of muchly-watered Bell stock.

It is estimated that 250,000 bicycles are owned within a radius of fifty miles of London. As the majority of them are medium grade wheels, they are said to represent an outlay of £3,000,000. From Jan. 1 to the last day of April, twenty-seven new bicycle companies were formed in England, with a capital stock of a quarter of a million sterling, and last year fifty companies were formed, with an aggregate nominal capital of over half a million sterling.

Business should be a life work with the man of business. Every detail in his line of business should be carefully prepared for, thoroughly understood and built on a plan to stay and grow with the years.

The records of new railroad building in the United States in 1896, published in the Railroad Gazette, show that 717 miles of road have been built during the first half of the year. Last year 622 miles of new road were built up to July 1, and the record in 1894 was 495 miles between Jan. 1 and July 1. In 1893, it was 1,025; in 1892, 1,284; in 1891, 1,704, and in 1890, 2,055 miles. It will be seen how greatly railroad extension has been checked by the conditions of the past few years, and there are no substantial signs that any large relative increase is to be expected in the near future. Much the largest mileage credited to any one company, out of the total given for the six months, is that built by the Kansas City, Pittsburg & Gulf, nearly 140 miles, in Arkansas, Texas and the Indian Territory. The detailed statement of the new mileage by states shows that California built 102 miles of road, much more than any other state.

The position Grand Rapids is assuming as a grain market is a matter of much comment among the trade. For years this city stood second to Detroit in this respect, but she has now distanced the City of the Straits and expects to be able to retain possession of the championship belt. During the month of June Grand Rapids received 190 cars of grain, while Detroit received 188. The receipts of wheat were 128 cars here and 66 in Detroit.

The Tradesman heartily commends the project to enlarge the scope of the Northern Michigan Retail Grocers' Association and change its name to the Michigan Retail Grocers' Association. The work undertaken and accomplished by the organization has never been sectional in character or effect and there is everything to gain, and nothing to lose, by increasing its scope and influence.

The general supposition that the German system of working things in the War Department is beyond reproach would be disproved by a recent incident connected with the dispatch of a detachment of troops to Africa. It was discovered, after the troops had departed, that the telegraphic apparatus had been left behind.

Shippers should always ascertain the standing of commission firms before consigning. A long list of references is not sufficient. In many cases the banks or agencies referred to do not know the house giving the reference, or, if they do, would refuse to say anything unfavorable as to their responsibility.

The connecting link has been found. It is the bicycle scorcher. A good specimen, stooping over on his wheels, with his back humped up, is, for all the world, a near resemblance to a hand-organ man's monkey when the animal is running along a gallery railing to make collections.

If the devil had not had considerable experience with political campaigns, it might make him nervous to hear the edict going forth from each political party that the whole country is going to invade his regions unless the other side can be defeated.

When two men get in a beer saloon, and get about half drunk, the way they lie about the country and their wrongs is simply scandalous.

CAMPAIGN STUFF.

Now that the political campaign is fairly begun, the people are being regaled with facts and figures tending to prove the statement that we are the worst of slaves and that a few wealthy men own the country and are riding it to death.

The very reverse is true. No country on earth comes so near being owned by the bone and sinew, the middle class, so to speak, the voting population, and therefore the governing power, as the United States. Referring to the estimates of the wealth of the fifteen leading nations of the earth, made by an English statistician, and in which the United States is placed first, with something over sixty-four billions of dollars' worth of property, a contemporary comments:

"While the statement is gratifying from one point of view, it is likewise appalling from another. It is gratifying to our National pride to know that America heads the column of rich and powerful Nations. At the same time it is most appalling to know that all this wealth is in the hands of a favored few."

All this wealth in the hands of a favored few! There are about 14,000,000 voters in the United States and of the number some 7,000,000 own homes. There were four and a half million farms owned by almost as many owners in 1890, according to the census, and their value alone was but little short of one-fourth of the aggregate wealth of the country. There were as many more homes or lots owned in corporate towns and cities, of a value as large as the farm lands, thus showing that half the voting population of the country owned homes and half the wealth of the nation!

Of course, many thousands of these farms and homes have been temporarily mortgaged, the mortgages representing the means of obtaining homes in a new country, but the holders of the actual wealth in the United States are far from "few," and the average life of a mortgage with us is less than five years. No people on earth are so independent as the middle classes in America. There are many great fortunes, it is true, but many of these are fictitious and fluctuating in their values.

The fact is, there is no campaign stuff so baseless to-day as these calamity howls about a poverty-stricken and oppressed people in the United States. There is poverty and there are homeless people, but not in proportion to the population as found everywhere else on earth, and not because a "few people" own the others. This is a grand country and with the grandest possibilities for the poor man of any other nation in the world.

THE SITUATION IN CUBA.

It is now very clear that no recognition of Cuban belligerency is to be hoped for during President Cleveland's administration, unless the Spaniards themselves force such a course by harsh treatment of Americans or by gross mismanagement of their campaign.

Now that the rainy season has set in, active campaigning has in a measure ceased, and both sides are seeking to avoid as much as possible any important engagements. The Cubans are utilizing the respite for active recruiting and the importation of supplies of arms and ammunition, while the government forces are endeavoring to protect themselves as much as possible from the deadly effects of the climate.

Notwithstanding the activity of the

United States revenue marine and the efforts of the Spanish warships, the landing of filibustering expeditions, with men and supplies, goes on practically without cessation. Scarcely a week elapses without the report of the successful landing of an expedition.

How so many expeditions can succeed in landing on Cuban soil without meeting with opposition from the Spanish cruisers surpasses comprehension. It certainly argues gross inefficiency on the part of the naval branch of the Spanish government. Were a proper force of vessels maintained in Cuban waters, and the coasts thoroughly patrolled, it would be practically impossible for large expeditions to successfully land.

In the meantime definite information from Consul-General Lee is being anxiously awaited. General Lee's military experience and training enable him to form a very accurate idea of the exact state of affairs in Cuba from a military point of view, and the government will, no doubt, be largely governed by the advices received from him. There are many signs that the new Consul-General is displeasing the Spanish officials by his independent course and determination to fully investigate all that is going on around him.

Time to Put Stock in Order.

Those who inventory twice a year will, of course, have the fact clearly before them. Those who do not may be apt to overlook the fact that the time is so near and maybe put off the duty of reducing the stock until necessity compels them to do so in order not to carry goods over to the next season.

It is high time to begin to get stocks in order. A comparatively small cut now, when people are buying freely, will move many slow lines that would otherwise develop into regular stickers and be slow at any price thirty or sixty days later. Call the attention of your help to this fact.

Do more than this: make it a rule for them to place all old goods and slow sellers on the counter for your inspection at least once a week. Be very suspicious of the department in which the clerks tell you there are no such goods to be found. That department usually makes the worst showing when facts and figures appear in black and white on the inventory.

Don't grumble and find fault with the clerks because slow goods are found and cuts have to be made. This is the surest way to make them smooth things over and try to hide the real condition of the stock, and this smoothing over always leads to rocky roads later on. Clear the way as you go along, and you will have steady and easy traveling. The people who richly deserve reprimanding are those who are too lazy and too indifferent to push the boulders out of the way—who will not avert themselves to try to work off old stock and slow sellers. With these be very severe.

The Country and the City Boy.

It is said to be a singular fact that a country boy will succeed in the city, and become a partner in our largest firms much oftener than a boy born in the city. The great secret of the success of the average country boy is his perfect willingness to be useful, and to do what he is required to do and do it cheerfully; and, secondly, they do their work well. A city boy has many acquaintances; a country boy, none, and the latter is not called to stop and talk when sent out by the merchant.

We Guarantee

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

ONE HUNDRED DOLLARS

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

ROBINSON CIDER & VINEGAR CO.,

J. ROBINSON, Manager.

BENTON HARBOR, MICH.

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.,

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LAUREL FLOUR

Once Tried—Always used

Laurel is meeting with the success we predicted for it. Those who are using it say it is the best Spring wheat flour they have ever had. Those who are not can be easily convinced if they will give it a trial. We are exclusive agents.

WORDEN GROCER CO.,
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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.

Causes and Remedies of Fraud and Embezzlement.

Statistics show that, during the past ten years, bank-wreckers, embezzlers, and defaulters have robbed the people of this country of over \$100,000,000, an average of over \$10,000,000 per annum; and this state of things has been growing worse the past two years, for the year 1892 shows robberies by the above-mentioned methods of about \$9,000,000, while 1893 shows about \$19,000,000, 1894 about \$25,000,000, and 1895 showed over \$4,000,000 to July 1.

These sums probably do not represent what was actually taken during those years, but simply the amount of the robberies discovered, the money having been taken during a period of possibly many years, and the fraudulent acts covered for the time being by falsifications and false reports. The depressed condition of business latterly prevailing, and the consequent inability of those who were using the funds intrusted to their care for illegal purposes, to realize on their schemes, have forced their institutions to the wall, and investigation has developed the true condition and discovered the robberies. I speak of these acts as "robberies," for I believe in calling them by their true name. Whatever may be the social position of a man, when he makes illegal use of the funds of a public office or of a financial institution intrusted to his care, or connives with others in so doing, he becomes a thief, just as much so as the man who at night blows open the safe and takes what he can find.

Any state of affairs which will allow the robbery of over one hundred millions of dollars in ten years is certainly appalling, and calls for active measures, first to ascertain the cause, and next to provide the prevention. The cause may be attributed to that desire, which seems to pervade all classes, to "get rich quickly" and to live extravagantly. The means by which the riches are obtained are too little considered. It is unfortunate that political and social power are too often measured by riches, and the temptation to attain such power is greater than many men can withstand.

Banks are public institutions, institutions of trust, and the public have the right to feel that their interests are fully protected there. But at present there seems to be more danger from the trusted officer and employee than from the burglar. Formerly the greatest danger was to be apprehended from the skilled burglar, who could blow open the vault doors, "crack" the safe, and make off with the money; but now it is the skilled financier or bank clerk, who coolly and quietly abstracts or misapplies the funds, falsifies the accounts, and makes away with millions where the burglar got thousands. The burglar, a rough character, brought up to a life of crime, makes no pretense of anything else; the other, reared with all the advantages which education, refinement, and moral surroundings can give, poses as an honorable gentleman; often is at the head of Christian and charitable organizations; stands as a leading pillar in the church; wins the confidence of those around him, and then deliberately robs them, by using illegally, in private speculation, the money intrusted to his care, seeming to forget that it is not his own, but is only held in trust.

As a general rule these robberies by fiduciaries are not committed in one stroke. Once in a while an officer or

employee deliberately helps himself to all the money in sight and leaves for foreign parts, but much more often the money is drawn out by degrees, as needed for the schemes at hand, and taken in such a way as to disarm suspicion. The delinquents almost always begin in a comparatively small way, of course intending to return the money abstracted as soon as the profits from the scheme into which they have embarked are received; and, of course, every such scheme is "a sure thing." Once in, the demands for more money to carry on the undertaking increase, the profits do not materialize, the first wrong step has been taken, and there is no such thing as stopping. Years may elapse; the load gradually becomes greater and greater; falsifications have to be made and false reports sworn to, until finally a financial crisis takes place, all business is depressed, the wrongdoer cannot realize on his speculations, his institution totters and finally falls. Then an investigation takes place, his criminal acts are discovered, and the prison doors close upon the last scene, or he becomes a fugitive from justice.

In the case of the employee, he generally begins by keeping bad company and needs money to continue his dissipation; or he is induced by a "friend" (?) to "take a flyer" in stocks or wheat or cotton, so he makes a "temporary loan," or aids his "friend" outside to do so, by falsifying the accounts, and so takes his first false step. It is then only a question of time when the end will come. Many cases of robberies by employees never reach the public, friends settling the loss, and the employee being allowed to resign quietly.

Besides this ignis fatuus of speculation, by which many a good man has been ruined, there are the many gambling-houses, especially in our cities, where unfortunately too often both the trusted official and employee are patrons. No man who gambles in any way or patronizes the horse races or pool rooms should be allowed to fill any position in a financial institution. No one can object to a man's investing his own money in legitimate enterprise of any kind, but the public have a right to know whose money is being invested by one filling an office of public trust or in a bank.

Too often a banker enters the political field. He aspires to be a political leader, to go to Congress, or, perhaps, to be governor. To do this requires money, plenty of it, and the spending of it freely. He must be "hail fellow" with the "boys," and must contribute liberally to the campaign fund; he checks heavily on the bank, overdraws his account, thus misapplying the bank's funds; the institution is wrecked and with it his reputation.

With banks the heaviest robberies are generally committed by means of discounts and overdrafts. Some may claim that the term "robberies" should not be used in reference to acts of that nature; that money obtained from the bank by an officer by means of notes discounted unsecured, or checks paid with no money to his credit, is not a robbery. I contend that an officer of a bank naturally stands in a different relation to the bank than does a depositor; that he is in duty bound to protect the interests of the bank; that, if he overdraws his account in that bank, he misapplies the funds of the bank; that, if he obtains money from the bank by means of unsecured loans, for the purpose of using it in speculative schemes, he misap-

Did You Ever

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

GRAND REPUBLIC

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

BALL-BARNHART-PUTMAN CO.,
GRAND RAPIDS.

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.

plies the funds of the bank. Many banks have been wrecked by the misapplication of funds, and the depositors and stockholders robbed. And this is a crime, as stated in Section 5209 of the Revised Statutes of the United States.

Many banks have been started in fraud, the "capital stock" being paid for by the individual notes of the stockholders, these notes never being paid, but renewed when the bank examiner is expected. Yet it is reported as "capital stock paid in," the whole scheme being to start a bank for the purpose of obtaining deposits and thereby getting funds with which to speculate. Companies have been organized by the officers of banks, with a few outside "in the ring," for the express purpose of having other names by which loans could be obtained from the bank, not daring to use their own names further. The names of fictitious persons or companies, or mere "straw men," have been used upon paper, the main object being to obtain the money from the bank in an apparently legitimate manner, to allay suspicion so far as possible.

Loans have been obtained from other banks by the officers upon purely "accommodation paper" of outside parties, the beneficiary not indorsing the paper, the money being drawn by the officer, or credited to his account, by means of a credit slip signed by the officer, no record appearing, however, as to the beneficiary. Loans have been obtained by officers upon good and well-secured paper, which has been afterward removed from the bank and worthless paper substituted. I have seen unsecured overdrafts by officers and their friends up into the hundreds of thousands of dollars, the ledger pages torn out upon the advent of the bank examiner, and the books falsified; and these proceedings have been carried on for years, until failure came, and the careful investigation that followed disclosed the facts. I have known banks to have their individual ledgers made without any numbering to the pages, for the express purpose of enabling them to remove leaves without exciting suspicion, whenever necessary to conceal some heavy overdraft or fraudulent transactions. Double sets of ledgers have been kept by an officer of a bank when drawing funds from the bank illegally, one ledger representing the true condition, the other falsified so as to cover the frauds, the bank examiner seeing only the falsified set. Failure of the bank and investigation discovered the real state of affairs. Officers of banks, while acting as tellers, have abstracted the money, charged it to "notes discounted," and, upon the advent of the bank examiner, have substituted fraudulent paper manufactured for the purpose, with either forged or fictitious signatures, and appearing to have been entered upon the discount register.

Banks have been robbed by the fraudulent use of certificates of deposit and clearing-house due bills; but, if the records of these are properly kept, it is impossible to continue this long without discovery unless there be collusion, or the officer himself keeps the record, which latter should never be allowed. In the issuing of all vouchers of this character, it is a great safeguard if they be signed by two officers, one of them keeping a separate record, thus making a check upon the clerk or officer issuing the voucher.

Clerks sometimes, through fear of

being discharged if they refuse, feel obliged to make entries in the books which they know to be false and intended to cover fraudulent transactions. It would be better if the clerk would refuse to be a party to any such transaction, as otherwise he becomes an accomplice and is liable to criminal prosecution. The moment the clerk makes his first false entry, whether in book, statement, or report, knowing it to be false and for the purpose of deceiving, he places himself in the power of the officer who directed him to make it. He is then within the meshes of the net that will sooner or later drag them both down. Clerks who derived no benefit from the fraudulent transactions of their superiors are now serving their sentence in the penitentiary for just such acts. Whether they are convicted or not, however, their standing is affected. My advice to all such is to be firm in refusing, take a careful memorandum of the transaction and its fraudulent bearing, and all facts relating to it, for evidence, and inform the Comptroller of the Currency at Washington, D. C., who will no doubt be glad to receive any private information to aid in the discovery of fraud, and a word to him will be sufficient to set a proper investigation on foot that may avert a failure. If every bank would have printed, in plaintext, a copy of Section 5209 of the Revised Statutes, and hang it in a convenient place within the working body of the bank, it might be the means of deterring some from making the first false step, for comparatively few clerks know of this section or its provisions and penalties. Some now serving sentence would, I know, have thus been saved. I have had it from their own lips.

The innumerable methods adopted to obtain money from banks illegally, and the consequent falsifications in the attempt to deceive, or to conceal such actions, are surprising. I doubt if it would be wise to detail them further in an article of this kind. But it may be set down, almost as a rule, that, where there has been embezzlement or misapplication of funds, falsification of the accounts or false reports, sometimes both, may also be found as a natural accompaniment.

How to prevent the peculations, embezzlement and falsification of accounts by employes has been the subject of much thought by bank officers. Some employ the expensive method of keeping a double force of clerks, one set working at night to verify the work of those employed during the day; some shift the clerks from desk to desk at uncertain periods; some organize an examining committee among the clerks; some employ experts to make a complete audit once or twice a year; and some contract with an expert to examine and audit one department a month, no one, not even the bank officers, knowing which department will be examined next. Of the methods named I have seen the most satisfactory results obtained from that of employing experts to make an audit, either a general audit or by departments, monthly. An audit made by experienced men who have no interest in shielding any one, and who will thoroughly examine and prove each department, and make an honest report, is certainly one of the most satisfactory safeguards a bank can employ. How to prevent the robberies by officers of financial institutions, and public officers, is a more complex question, but a complete and impartial audit by outside and disinterested parties, at ir-

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FLOUR, GRAIN, BALED HAY

In Carlots.

Western Michigan Agents for Russell & Miller
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Office 9 Canal street,

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PLUG AND FINE CUT TOBACCO

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

MUSSELMAN GROCER CO.,
GRAND RAPIDS, MICH.

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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.

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.

regular periods, is likewise the best safeguard here.

Too many banks pay their employees insufficient salaries, the responsibility not being considered as it should be. This is an unwise policy. Some of the best banks not only pay their employees well, but induce them to become stockholders, thereby making them personally interested. I think this will be found by those who try it thoroughly to be the best plan.

Too little care is often evinced in the selection of officers and employees for financial institutions, the former being too often chosen on account of popularity, and the latter too much for influence. In some sections a reprehensible practice prevails in obliging employees to obtain a certain line of deposits. This should never be done; no employee should ever be placed in a position of obligation to a customer. Such a situation has often proved the snare by which he has been led to temptation and ruin. It is the duty of the directors and stockholders to try to influence depositors to bring their accounts to a bank, and this should never be made the duty of employees.

The habits of officers and employees should be well known and should be considered at all times. An officer or employee with a salary of \$1,500 to \$3,000, for instance, who is known to be living at the rate of \$5,000 or more per annum, should be a subject of most careful investigation. There should be no sentiment in it, and any director or stockholder knowing the facts should take steps to see that such an investigation is made.

A very stringent law should be passed, making it a crime for any broker to either solicit, directly or indirectly, or to speculate for, any officer or employee of a financial institution. The temptation and risk are too great.

The directors are those elected by the stockholders to manage the bank or financial institution. They elect the executive officers and should be in a measure held responsible for the acts of those officers. It too often happens that the officers, with one or two directors who are in "the deals" with them, are allowed to run the institution to suit themselves, holding a meeting possibly only once a year to elect officers.

No officer or employee should be allowed to have an account with the bank with which he is connected, unless it be the only bank in the town, and then only under rigid restrictions. Severe restrictions should be laid upon the power to obtain loans or discounts from their bank, either directly or indirectly, by officers, directors, or employees.

No officer or employee handling the money should be allowed to make the records, and all the transactions for the receiving and paying of money should, if possible, be recorded twice, by separate individuals, one being a check upon the other.

The discount register, as it is usually kept, is incomplete. It should be a complete history of each piece of paper. As usually made, it stops with "when due" and "amount;" it should further state "when paid or protested" and "amount paid or protested," the paid items being entered in black ink and those protested in red ink. It will then be a comparatively simple matter for anyone—a committee of directors, bank examiner, or the discount clerk himself—to prove the notes on hand. It should also have an extra column for numbers, which should show in the case of re-

newals the subsequent and preceding numbers, that renewals may be easily traced. Every renewed piece of paper should retain its original number as well as its new number.

Wherever the bank is large enough to permit of the extra force, the individual ledger book-keepers should never be permitted to balance the passbooks of customers, this being done by a clerk especially designated. In any cases where it seemed impossible to obtain the passbook, the checks and the deposit slips should be obtained by this clerk and the account verified from these vouchers.

Looseness and carelessness in methods are often the door through which fraud enters. Many banks make a great mistake in permitting their clerks to abbreviate or make "short cuts" in writing up the records. It often enables them to leave the bank earlier in the day than otherwise, but something more than that should be considered. In no business should the records be more complete in all their details than in a bank. "Short cuts" often open the way for irregular transactions that may be intended to cover fraud.

In so many cases it has occurred that an investigation after the failure of a bank has developed the fact that fraudulent acts have been committed for several years, and apparently successfully concealed from the bank examiner, that it has raised the question as to the real value of bank examinations by National bank examiners. From the nature of a bank examination, as usually carried on, and the large number of banks that the examiner has charge of, it is almost impossible by such examinations to prevent frauds being committed and being concealed for a period. Instances have no doubt occurred where the bank examiner has failed to do his duty, either through negligence or by permitting himself to be influenced by friendship or otherwise. Bank examiners, I am sorry to say, are not beyond the reach of temptation. They have been known to commit peculations when examining banks, by abstracting small sums from the "reserve cash" while counting it, knowing, as they do, that this cash is kept intact in the vault, seldom being recounted except when a portion is needed for use, and the longer the time before the discovery of the shortage the less liability of being suspected. They have borrowed heavily from banks in their district, in many instances the loans never being repaid, thus putting themselves under obligation to the banks they are expected to examine impartially.

It is too often the case that bank examinations are made hurriedly, and consequently important detail is naturally overlooked. I have seen examinations made of the teller's cash, where, if the examiner had taken the trouble to look at the previous day's settlement, he would have seen a list of "carry-items," represented by checks and tickets, running into the many thousands of dollars, which did not appear in his examination; and he would further have found, had he taken the pains, that these "carry-items" were checks of an officer of the bank, and that they had appeared daily for many months, and had been added to the "legal tenders" and reported as part of the "reserve" in the "reports of condition" to the Comptroller of the Currency, and had suddenly disappeared on his advent. Had this clue been found and followed,

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.	
5 lb. }		2 doz. in case.	
			Half Bbls. and Bbls.

Scofield, Shurmer & Teagle,
GRAND RAPIDS.

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

a systematic robbery could have been prevented.

The fee system in the payment of bank-examiners is no doubt responsible for much of the hurried and superficial examinations, as it is to the interest of every examiner to have as many banks under his charge as possible, some men taking more than they can possibly do justice to. If bank examiners were paid a stipulated salary, instead of fees, were obliged to give a bond for the faithful performance of duty, and were selected more for their knowledge and experience, as judged by an examination, it would be a great benefit to banking and the community at large.

A small corps of competent men as special examiners would, I think, prove a useful addition to the force. Such men could be sent to banks reported weak or irregular in their methods by the bank examiner, and make such investigation as seemed necessary to discover the real cause of the weakness or irregularity. Such an examination might prevent more serious trouble and loss to the depositors. The failures of financial institutions shake the confidence of the people, and everything should be done to ward off such a calamity. These men would also be useful in examining failed banks where ever criminal action is suspected.

Men cannot be made honest by legislation; but such restrictions can be placed upon their actions, and they can be put under such supervision while acting in a fiduciary capacity, as to make it difficult for them to do much injury before discovery. This is as much as we can hope to do under present conditions. Many of the laws governing the acts of financial agents are loosely drawn. Even Section 5209 of the Revised Statutes is so drawn that shrewd and unprincipled men have taken advantage of it and escaped punishment. Several attempts have been made to have this section amended, but without success. The rules and regulations governing the actions of both officers and employees of financial institutions should be very plain and positive, and should be enforced with military exactness. There should be no division of responsibility, and each man should be held to a strict accountability.

Beyond all these rules and safeguards must be a higher idea, the idea that high character should stand first; that any wealth obtained through other than strictly honorable means is nothing less than robbery and is a disgrace. Inculcate these ideas in the minds of the young and growing generation, and our "era of fraud and embezzlement" will pass away.

A. R. BARRETT.

Only Complete Sets Sold.

A young lady was asked the other day by her uncle to make some purchases for him, of which he gave her a written list. The first item was "Scott's Emulsion," and, after glancing at it, the intelligent young woman made straight for a certain large book shop, where she was received by an equally intelligent salesman.

"I want a copy of Scott's Emulsion," said she casually.

"Scott's what?" said the clerk.

"Scott's Emulsion," replied the maiden.

"Oh, yes," was the answer. "Well, you see, we don't sell Scott's works except in complete sets."

It is said that Comptroller Eckels will take a position in a Chicago bank at the close of the present administration.

A Safe Investment.

From the Omaha Trade Exhibit.

If a business man were asked if he would invest in an article that would yield him one thousand per cent. he would be likely to answer in the affirmative. Every business man has this opportunity. Some embrace it and some do not. The article that pays this enormous per cent. is within the easy reach of every man. It is so cheap and so easy to acquire that some people ignore it and will not give it room in the establishment. Yet right here is committed one of the most expensive mistakes it is possible for a business man to make. It has been the cause of many a failure and its liberal use has built up many a lucrative business. All good business men understand this and seek its aid. It is nothing more nor less than politeness, the genuine sort. Not that strained, shammy kind, that says plainly, you feel it a duty incumbent upon you, and that you will endure it as well as possible because your interests demand it, but true and natural politeness that is no respecter of persons. The man who is innately polite has one of the chief requisites for a successful business career. It is capital upon which to do business and it brings sure and certain returns.

The man in business should never forget to be a gentleman. A churlish answer may drive a customer away from a store. No matter how trivial the purchase, the man who rightly understands his business will be all attention toward the customer. Courtesy shown the purchaser of a spool of thread to-day may lead to the sale of a dress pattern next week. Real innate good breeding is always shown in matters of small moment. Any merchant is likely to be polite to the purchaser of a large bill, but it does sometimes require real fortitude to keep from showing annoyance with some fussy customer who insists upon looking at everything in the store and then goes away without buying anything. In such cases the merchant should remember it is the customer's way, that he pursues the same course at every store he goes into. Eventually they have got to purchase and, if you have not offended them, they are likely to come back to you, for such customers are not uniformly well treated. They may not deserve to be, but this does not matter. If you allow yourself to deviate from a certain line of conduct on one occasion, you make it easier to do it another time; and again it is not all of politeness that it is due the recipient. One's own self-respect is at stake. They owe it to themselves if to no one else, and, if they so far forget themselves as to treat a customer discourteously, or even show annoyance, they themselves are the greater sufferers.

Invest freely in politeness and see that every one connected with your establishment uses it freely.

He Knew Too Much.

A story is told of a meek-looking stranger, with a distinctly ministerial air, who applied for permission to look over a large rubber factory. He knew nothing at all about the rubber business, he said, and, after a little hesitation, he was admitted.

The superintendent showed him about in person, and the man's questions and comments seemed to come from the densest ignorance. Finally, when the grinding-room was reached, he lingered a little, and asked in a hesitating way:

"Couldn't I have a specimen of that curious stuff for my cabinet?"

"Certainly," replied the superintendent, although it was a compound, the secret of which was worth thousands of dollars, "certainly, cut off as much as you wish."

With eager step the visitor approached the roll of gum, took out his knife, and wet the blade in his mouth, and—

"Stop right where you are!" said the superintendent, laying a heavy hand upon the stranger. "You are a fraud and a thief. You didn't learn in a pulpit that a dry knife won't cut rubber."

So saying, he showed the impostor to the door, and the secret was still safe.

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.

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.

One Way to Advertise a Cash Business.

Written for the TRADESMAN.

In a certain village in Ontario there is a grocer who has adopted the ready pay system and, judging from appearances, he is making a success of it. He commenced business several years ago and fell into the common habit of trusting Tom, Dick and Harry. Of course, the experience he gained was the common experience of all who extend credit to this proverbial trio. Tom, Dick and Harry are the same old fellows the world over. Tom pays his bills promptly; Dick pays his, too, but it generally costs about all they are worth, in shoe leather, stationery, postage stamps, patience and all the other Christian graces and virtues before you can get him to make up his mind to pay them, and Harry—well, Harry never pays. The grocer in question owns a fine farm, besides considerable village property, and so it required an experience of several years to clearly demonstrate the fact that a business run on this plan must, sooner or later, make its exit from the little end of the horn. If he had been blessed with less capital he might have learned this great truth sooner and saved much valuable time. But he learned it just the same as all others before him had learned it, and just as all who follow in his footsteps will learn it.

When this lesson is learned one of two things must be done—either shut up the ledger or shut up the shop. Some effect a sort of compromise by retaining Tom in full fellowship, anathematizing Harry and putting Dick on a kind of probation. Those who effect a compromise of this kind are still learners in the school of experience. They have another important lesson to learn; and, when the task is ended, they will know that compromises of this kind are impracticable. Experience teaches that Tom, Dick and Harry are interchangeable parts of one inseparable whole; and so, when we trust Tom, we frequently find, to our sorrow, that it was Harry we trusted, and, when we deny Harry, we sometimes find that we have killed Tom, and we find this to our sorrow also.

Our grocer was satisfied with his first lesson in experience. Life was too short to fool away any more valuable time sitting at the feet of Experience, and so he put into practice the knowledge already gained. He made up his mind to trust no man, let his name be Tom, Dick or that other fellow; that he would have his pay in either cash or produce for every dollar's worth of goods that went out of his store, and that he would buy all produce offered and pay the market price—less transportation charges—in either cash or merchandise. This was two years ago and, as before stated, he is making an apparent success of it.

The man who sells for cash can sell cheaper than he could when he sold on credit, especially if he sells as much as he formally did. No sane man will deny this proposition; but the trouble has always been, and still is, to find some certain way of impressing this fact on the mind of the public. The public is skeptical in judging the pretensions of business men, whatever may be the adopted form of their presentation. A practical demonstration is the only way of overcoming this natural incredulity on the part of the buyer. Show him in some positive manner that he is saving money by trading with you and he will stick to you like a brother.

There are, of course, different ways of doing this. But one way might prove a success in one place and be an utter failure in another.

But my object in writing this article is to show how one grocer does it. There are three stores in the village, two of them giving credit extensively. The village trade comes mostly from the farms. The credit merchants advertise quite freely by poster and in various other ways, there being no paper published in the village; but our cash grocer does all his advertising by word of mouth behind his own counter. He keeps posted on his neighbor's prices. It matters not how often they may change their prices, this man will know it at once. It is an essential part of his peculiar system of doing business to keep posted on this subject and he has ways and means of accomplishing it. He sells every article a little cheaper than the others do; and, when the sale is effected, he tells the buyer what he would have been obliged to pay at the other stores. He never omits this stating of the number of cents saved by buying of him, even though the customer may have purchased similar articles two or three times before during that same day. Of course, he is a thorn in the flesh of his competitors and everybody, even his own customers, calls him an old crank. He seems to glory in this, however, for he realizes that it is the very thing that brings him in the dollars. His competitors carry heavier stocks, not because they have more capital, but because they carry more lines and sell on credit. He confines his stock to staple lines; and, as he always has the cash with which to replenish, he is, therefore, in a position to keep up his stock with a smaller working capital. It matters not what tactics his rivals may adopt, he always keeps a little inside of their selling prices, and he proves it to every customer at every sale. He keeps posted on the cash market price of produce, and from this he never deviates, regardless of the prices the other fellows may offer. They pay in trade and he pays in cash or trade; and, as trade at his store is better than cash spent at the other stores, a good share of the produce he handles is paid for in trade. That paid for in cash brings him no direct profit, of course, but neither does it occasion loss; and, while the other fellows stand about idle during these dull times, he is always busy, which, of itself, is far more profitable to any man.

In explanation of the statement made that trade at his store is better than cash spent at the other stores, it is only necessary to remember that this is a local country trade. In the cities and the towns a merchant may adopt a sliding scale of prices to suit all cases; but, in a place like this, he cannot do this with safety to his business. Farmers, above all other classes, are suspicious and mistrustful. They watch the merchant and they watch each other. A bait thrown to one would be scented by the others before the sun went down, and then the merchant would have music about his ears that would be lacking in harmony, to say the least.

The case in point shows that the cash man can sell goods cheaper than the credit man—that is, on a safe and profitable basis, of course; and it shows that, when the cash dealer does sell cheaper, he must demonstrate the fact to the public in some practical way before the public will believe it.

E. A. OWEN.

Vittoria, Ont

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.

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.

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.

Use Tradesman Coupon Books and Avoid Loss

Getting the People

Is There an Eighth Commandment in Advertising?

John Tweezer in Keystone.

A bright New York journal devoted to the art of advertising is largely made up of reduced facsimiles of the best current advertisements printed in the daily newspapers in all parts of the country. The argument of its publisher to the prospective subscriber is that these superior samples can be profitably employed by the reader in his own business by making slight changes; or without change, in many instances, except as to name and address. It is a bold renunciation of the Eighth Commandment, in respect of the fruit of one's brains—a challenge to the rights of property in the literature of advertising.

Is the publisher of the advertising journal right or wrong? And, first, is there such a thing, at this tail end of the Nineteenth Century, as pure and absolute originality in literature? Is not every one who puts pen to paper an unconscious thief, however honest his intentions?

The history of advertising in literary form—an art which has only been developed in the past decade—is too brief to afford data for conclusions based on the philosophy of history; we shall therefore consider the question from the standpoint of general literature, of which advertising is a part.

I believe it could be easily proved that there had been no absolute "imitation of what is essentially new" since the first roots of thought were planted in prehistoric times. Our very speech is the fruit of numberless marriages of dialects. We are the final product, mentally, of every thinker who has lived for forty centuries. The wisdom of Solomon, the fervor of the inspired prophets, the speculations of Plato, the singing verse of the poets of all time, the deductions of Bacon, Kant and Newton, the despair of Dante, the hope of St. Paul, the genius of Shakespeare, the melody of Bach, have all a part in the fiber of the modern brain. We could not shut ourselves out from the influence of the past if we would. In spite of our most heroic determination to be original, we are all literary resurrectionists. "Our brains are full of old material that has lost its labels," Goethe says that all that is wise has been already said; our business is only to improve the form of its saying; "All truth," says Matthews, "is a unit, hence every man who has mental strength to break through the shell and husk of things and penetrate to their very heart and core, must, of necessity, bring back the same report as his predecessors." Since the truth is the same always and everywhere, it must, in the nature of things, suggest the same ideas—aye, the same words, often—to different writers, living at different periods, speaking different tongues. No one but the Creator is continually creative; the human mind is essentially passive and receptive. The ancients called Memory the mother of the Muses; it is the germ, the root, of all mental products. When Shakespeare wrote, all that had ever been written or thought before was centered in his wonderful brain, and he assimilated this material into his own mental capital. He vitalized what had already existed. Lander said of him, when it was shown that Shakespeare pilfered freely from the Italian poets, "Yes, but he was more original than his originals. He breathed upon dead bodies and brought them into life." The fact is beyond question that every man's mind is modified by every word and every suggestion which he ever allowed to act upon his consciousness. Shelley was right when he said that the poet is "in one sense the creator, and in another the creation, of his age."

Who can put his finger upon any one of the thousand thoughts that flit through his brain and declare, "That is my very own?" Who can trace the origin of every one of the myriad of ideas that have fallen upon his mind like dust, since infancy, impalpable and ever ac-

cumulating? We absorb thought unconsciously, as we breathe, and it thence becomes an undistinguishable part of ourselves. Ruskin says that all men who have feeling are taught by every person they meet, and enriched by everything that falls in their way. The greatest is he who is oftenest aided. Emerson asks, "What is a great man but one of great affinities, who takes up into himself all arts, all sciences, all knowables as his food?"

I could fill this page with examples of literary pilfering by the most "original" of all the great writers of ancient and modern times, from Homer to this latest day. In many instances these apparent pilferings are merely the coincidence of saying the same thing in the same way—even in the same words; but in a vastly greater number of examples the "borrowing" can be traced. Aristotle, Virgil, Dante, Milton ("the celestial thief"), Shakespeare, Pope, Voltaire, Goethe, Coleridge, Brougham, Calhoun, Lincoln, Choate, Moliere (who was "only Plautus in a French court-mask"), Chaucer, Adam Smith, Mirabeau—every writer, in fact, who has left a name in history has used the thoughts and ideas of others in his own compositions. They were not, therefore, plagiarists, petty pilferers, ignoble thieves; but were endowed with what Professor Flint calls "that most valuable sort of originality which enables a man to draw with independence from the most varied sources—the originality of Aristotle and Adam Smith."

As there is nothing new to say, he is most original, in these latter days, who gives to other men's inchoate thoughts artistic development and expression; who lays a firm hand upon shapes that have floated vaguely before a thousand eyes, and gives them fixity upon the canvas; who nourishes the bud until it fructifies. "The question is not one of priority, but of truth; not of chronology, but of successful assimilation and expression; not whether we have nicely discriminated our borrowed thoughts from our own, but whether we have breathed our own convictions into the thoughts that have got mixed up in our skulls." Emerson somewhere finely says that thought is the property of him who can entertain it, and of him who can adequately place it.

The whole question as to the propriety of adopting another's advertising idea to one's own uses hinges, I think, upon the form of one's adaptation of the idea—upon the manner of its use. One can gather from the whole field of advertising the valuable material which he afterward can work into his own creation—as a bee rifles a thousand flowers, to organize the stolen material into higher forms of good. But if, instead of extracting the honey, and making a new compound distinct from its constituent substances, the advertiser transplants the flowers bodily, stalk and root, into his advertising space, he is a thief, pure and simple. The difference is illustrated in the dispute between the two broom sellers: "I do not understand how you undersell me," said one, "for I steal my materials." "The explanation is simple," replied the other; "I steal my brooms ready made."

One can have no guaranty as to the originality of his ideas and the novelty of his conceptions; but he can be original in the form in which he expresses them. The only real iniquity which tempts him is to assert that these stolen sweets are his own creation—to claim original authorship of other men's ideas, forms or expressions. Let him steer clear of deception in this particular, and not avow original ownership of his borrowed wealth. Let him, as did Moliere, "take his property where he finds it;" let him gather ideas from other advertisers, where he will; let him filch an idea in typography here, a turn of expression there; but let him so assimilate these gathered fragments, so marshal and arrange them, as to make them his own, and so furnish to the next gleaner the rich treasure of an original product. And for him the Eighth Commandment shall have no terrors!

Hardware Price Current.

AUGURS AND BITS

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

AXES

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

BARROWS

Railroad.....	\$12 00 14 00
Garden.....	net 30 00

BOLTS

Stove.....	60
Carriage new list.....	65
Plow.....	40&10

BUCKETS

Well, plain.....	\$ 3 25
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BUTTS, CAST

Cast Loose Pin, figured.....	70
Wrought Narrow.....	75&10

BLOCKS

Ordinary Tackle.....	70
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CROW BARS

Cast Steel.....	per lb 4
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CAPS

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

CARTRIDGES

Rim Fire.....	50& 5
Central Fire.....	25& 5

CHISELS

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

DRILLS

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

ELBOWS

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

EXPANSIVE BITS

Clark's small, \$18; large, \$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
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KNOBBS—New List

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

MATTOCKS

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

MILLS

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

MOLASSES GATES

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

NAILS

Advance over base, on both Steel and Wire.....	
Steel nails, base.....	2 80
Wire nails, base.....	2 85
10 to 60 advance.....	50
8.....	60
7 and 6.....	75
4.....	90
3.....	1 20
2.....	1 60
Fine 3.....	1 60
Case 10.....	65
Case 8.....	90
Case 6.....	90
Finish 10.....	75
Finish 8.....	90
Finish 6.....	10
Clinch 10.....	70
Clinch 8.....	80
Clinch 6.....	90
Barrel 7.....	1 75

PLANES

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

PANS

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

RIVETS

Iron and Tinned.....	60
Copper Rivets and Burs.....	60

PATENT PLANISHED IRON

"A" Wood's patent planished, Nos. 24 to 27 10 20	
"B" Wood's patent planished, Nos. 25 to 27 9 20	
Broken packages 1/4c per pound extra.	

HAMMERS

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

HOUSE FURNISHING GOODS

Stamped Tin Ware.....	new list 75&10
Japanned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10

HOLLOW WARE

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

HINGES

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

WIRE GOODS

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

LEVELS

Stanley Rule and Level Co.'s.....	dis 70
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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.
Nos. 15 to 17.....	\$3 30 \$2 40
Nos. 18 to 21.....	3 30 2 40
Nos. 22 to 24.....	3 45 2 60
Nos. 25 to 26.....	3 55 2 70
Nos. 27.....	3 70 2 80
No. 28.....	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
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SASH WEIGHTS

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

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

WIRE

Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/2
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 25
Barbed Fence, painted.....	1 90

HORSE NAILS

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

WRENCHES

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

MISCELLANEOUS

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

METALS—Zinc

600 pound casks.....	6 1/4
Per pound.....	6 1/4

SOLDER

1/2@1/4.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	

TIN—Melyn Grade

10x14 IC, Charcoal.....	\$ 5 25
14x20 IC, Charcoal.....	5 25
20x14 IX, Charcoal.....	6 25
14x20 IX, Charcoal.....	6 25
Each additional X on this grade, \$1.75.	

TIN—Allaway Grade

10x14 IC, Charcoal.....	5 00
14x20 IC, Charcoal.....	5 00
10x14 IX, Charcoal.....	6 00
14x20 IX, Charcoal.....	6 00
Each additional X on this grade, \$1.50.	

ROOFING PLATES

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

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.

Clerks' Corner

The Liquor Habit from a Business Standpoint.

From the Shoe and Leather Gazette.

Not long ago there came into the Gazette office in St. Louis a young man. He was dressed like a tramp. His hat was originally a low-crowned felt. His face was clean, but unshaven. His coat as in rags almost, his flannel shirt as bad and a worn-out belt supported a pair of trousers that had seen better days months before. On his feet were a pair of big, ugly, rough brogans, that had already begun opening to the weather and that showed the effect of weary miles of walking. He approached my desk and, seeing me busy with a gentleman, sat down to wait.

As I glanced at him something struck me as familiar under that repulsive exterior, but it was not until I was at leisure and he spoke to me with, "Well, don't you know me?" that I could place him. That voice carried me back to a country town hundreds of miles away and I looked at the owner of it in an astounded way as I shook his hand. I was surprised to see him because the last I had heard of him he was a shoe clerk in a California town in charge of a successful store. I was dumbfounded to see him in such garb because the last time I had seen him he was dressed, figuratively at least, in silks and satins and had obtained for the asking whatever his fancy craved.

That young man's father was the richest man in the town in which I was born. He owned a big shoe, dry goods, clothing and grocery store, a grist mill and acres of land. That young man was an only child and whatever he asked for he was given. Every summer his parents went to the seashore and the boy had traveled all over the East before he was sixteen. At home he was the master, practically, and he received every advantage of education that he could be made to receive. He was bright and quick to learn, a good musician and an interesting conversationalist.

During those years he and I were playmates and friends until he left town and went to a near-by city. Then his father lost most of his fortune through speculation and died, leaving the widow just about enough to live on the rest of her life. The young man had in the meantime changed rapidly from an upright and petted youth to an arrogant young man with a penchant for fastness. He drifted westward, found a place in a Spokane shoe store, became a competent salesman and manager and rose to such esteem that he was sent to a California town in charge of a shoe store.

He did well there—too well, for his prosperity made him ambitious to lead the local society and the pace became swifter and swifter until his dissolute habits hurt the business; his employer heard of how things were going and hurried down to look into matters. Needless to say, he discharged the young man, who left town, continued his debauches and only ended them when his money had run out. Then he found work on a railroad, drifted to Texas, dropped lower and lower and finally landed in St. Louis a tramp.

No one who knows me will accuse me of being a prude or a temperance lecturer, but I want to say here that I wish every clerk who reads this could know my feelings when I shook that young man's hand and thought of the old days, when he said to me, with shame showing through the sunburn and beard, "You never expected to see me in this shape, did you?" It was an object lesson that a man would be an idiot not to profit by. And yet such things happen every day. Some of my readers who are to-day occupying excellent positions and who are esteemed and re-

spected may be to-morrow in the same condition as this old friend of mine.

This subject has a peculiar influence on me just now because this week that young man's mother was reported to me as being much worried over him. He had written that he was clerking in an East St. Louis shoe store and since the tornado of May 27th nothing had been heard of him. I don't believe he was in an East St. Louis shoe store. With all his faults he had the redeeming trait of being ashamed to let his mother know his actual condition.

One day this week I was in a local jobbing house when a man came in asking for knives to sharpen. One of the proprietors pointed him out to me and asked if I knew who he was. I did not. "No?" said he, "why, that fellow is one of the best shoemakers in St. Louis. Put him in any place in a shoe factory and he will hold it down. He and his brother used to manufacture shoes here as Blank Bros." "What," I exclaimed, "he's not a brother of Jim Blank?" "Yes, that's who he is and if he would let whisky alone he could secure a good position with any shoe house in town instead of picking up a precarious living sharpening knives."

When will men realize the injury they are doing themselves by drinking liquor to excess or cultivating a taste for the deadliest enemy they can have? I am speaking only from a business standpoint, not from the stronger moral one. It is an absolute impossibility for a man to be a drunkard and manage a business. It is an impossibility for a drunkard to hold respect. The embryo man of business should mark this down as the first rule of his career, on strictly business grounds, "Let liquor alone."

There are many good business men who take a drink now and then. There are many who like beer and who like whisky. On mere business grounds you cannot say that these men who take a drink now and then or who take limited quantities at certain stated intervals are to be condemned. They abstain from its use sufficiently to prevent the liquor affecting their brains. This is dangerous ground and it is certainly unbusinesslike for a young man to endanger his whole life, his reputation and his self-esteem for the gratification of a mere habit.

Clerks should take this matter under consideration and look at it from an impartial standpoint. It is a big, a tremendous question and merits all the attention that it can be given. Every young man who drinks liquor is confronted with the same possibility that confronted the two men above mentioned. Both were able, well educated and possessed of discretion, yet both fell. You can look about you and find any number of similar examples. Is the example to be profited by?

Decidedly Inaccessible.

In a Western town a small number of zealous people decided to put up a Y. M. C. A. building. A committee was appointed and they sent for a contractor to undertake the work.

When he came the first thing he did was to inquire in a very worldly and matter-of-fact sort of a way into the financial resources of the organization. The President replied:

"Never fear, sir; we are sure of funds; the Lord is on our side."

"That is all very well," replied the contractor, "but I want some one I can send the sheriff after if necessary."

A feature of the Paris Exposition of 1900 will be a section devoted to the history of Christianity from the beginning to the present day, with representations of the temple of Jerusalem, the scenes of the life of Christ, pagan and Christian Rome, Constantinople and the lives of the saints.

"Is Bookman a fashionable tailor?"
"Yes; he gives six months' credit."

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.

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.



Parisian Flour

Lemon & Wheeler Company,

SOLE AGENTS.

Parisian Flour

Parisian Flour

Parisian Flour

USE ATLAS SOAP

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

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 Bons

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

HANSELMAN CANDY CO.,

KALAMAZOO, MICH.

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.

Dollars are good friends.

Necessity is the mother of the blues. Stick to your business and your business will stick to you.

Never put off until to-morrow that which you ought to do to-day.

"The business is waking up," said the hotel porter, as he aroused the drummer for the early morning train.

Make a legitimate profit on your sales. This is something every commercial traveler ought to bear constantly in mind.

A good buyer is one who can buy salable goods at the lowest price in quantities which he can conveniently handle and pay for.

Move your business—don't let it move you. Quiescence is contrary to the laws of the universe; everything in the world is constantly moving.

It is only the best business policy that pays in the long run, and you should make it your business to investigate and find out what that policy is.

If at your first visit you don't succeed in securing an order from a prospective customer, try him again on your next trip, but never give up trying.

Geo. P. Cogswell, formerly Western Michigan representative for the old firm of H. S. Robinson & Burtenshaw, is now on the road for Snedcor & Hathaway, of Detroit. He is handling a line of specialties.

The traveling man who erects a platform of trickery to assist him in securing trade is not building on a firm foundation. Such a platform will go to pieces every time because it has flaws in it; it cannot hold.

Cornelius Crawford can be found any bright Sunday morning at Comstock Park, where he has two horses in training for the fall races. Next to his wife and children, Cornelius admires his horses more than anything else he possesses.

You must have entire confidence in the line you carry if you want to make a success of it, for if you feel, before you take hold of a matter, that you can't push it for all it's worth, then let it alone, because it is nine to one it will prove a failure.

If trade is slack on the road for a little while, don't get discouraged by sitting down and grumbling over the matter. Such a course won't help things along a little bit, for at such times it is always best to keep up a cheerful front and redouble your efforts.

Investigation discloses the fact that John Shields (Lemon & Wheeler Company) is not paying his hotel bills at the American House (Cadillac) with accounts against Landlord Parker, purchased on the basis of 25 cents on the dollar. He is trading out an account which Parker owes the Lemon & Wheeler Company. The Tradesman is pleased to make this statement, in justice to all concerned.

Philip Wendover has retired from the grocery business at 816 Hall street and gone on the road for the Equitable Refining Co., manufacturer of lubricating oil at Cleveland. His territory includes all the available towns in Southwestern Michigan and Northern Indiana.

A commercial traveler follows his vocation for a living. He also proposes to hold onto his trade year in and year out and to increase its volume if possible. It stands, therefore, to reason that he can't afford to effect sales through misrepresentation of goods and lying.

To cut prices below the percentage of profit is something that should be avoided, if possible, by every commercial traveler. Such proceedings only establish a precedent that will be difficult for you to overcome sooner or later and that is bound to react on the firm you represent, as well.

Brains are certainly needful in the make-up of a traveling salesman, and, while brains cannot be purchased, they can be developed by study and practice; but with the largest equipment of brains success does not follow unless a fellow shows application, industry and energy on the road.

Samuel B. Morrison, formerly on the road for the Olney & Judson Grocer Co., but now representing the Shields-Morley Grocer Co., of Colorado Springs, is in town for a few days, the guest of his brother, Jas. A. Morrison. Sam. puts in most of his time in Cripple Creek, which, with its environs, he reports as having a population of 35,000 people.

Every traveling man can call to mind certain co-travelers who seem to succeed in securing business where others fail. This class of hustlers are usually said, by the boys, to be lucky, but none know the fallacy of this popular supposition so well as the successful salesmen themselves. The latter attribute their successful efforts, to a large degree, to energy, because energy is the power that bridges difficulties every time.

A traveling salesman who was going from New York to Boston by the Fall River boat was arrested for asking passengers who had no baggage to check a trunk through to Boston for him. The salesman had eight trunks, and as only 150 pounds of baggage is allowed on one ticket, he took this method of getting all eight through without extra charge. When the salesman was arraigned in a police court the presiding magistrate discharged him, as there is no State law or corporation ordinance prohibiting a man from getting other people to check his baggage on their tickets.

Grove F. Ballard, son of Chas. F. Ballard (New York Biscuit Co.), is expected home in August for a fortnight's visit with his father. The young man entered the Navy as an apprentice when 14 years of age and has cruised around a considerable portion of the globe, his last cruise being to the Sandwich Islands on the Bennington. During the past few months he has been a student in the gunnery school at Washington and, on the completion of his vacation, he will go to Newport to finish his course at the gunnery school there. In case he becomes sufficiently proficient in the art, he expects an appointment as ship's gunner on one of the warships of the White Squadron.

A special meeting of the members of the Michigan Commercial Travelers' Association was held at the Hotel Cadillac (Detroit) last Friday afternoon for

the purpose of listening to the report of the special committee appointed at the December meeting for the purpose of recommending needed changes in the working plans of the organization. The report was printed in full in the Tradesman three weeks ago. Sentiment appeared to be about evenly divided between those who wished to see no change made, those who favored the adoption of a graded assessment and those who believed that the maximum amount of insurance carried by each member should be reduced from \$2,500 to \$2,000. The subject was discussed at some length, when final action was deferred until the annual meeting in December.

Urgent Appeal for Assistance.

Chicago, July 3—I dislike very much to burden you or impose on your time and generosity, but my circumstances are such that I am in need of immediate assistance, and respectfully ask you if you can kindly interest yourself in my behalf and see some of the boys, with a view to their coming to my assistance. Since writing you before, I have been informed by the President of the Home for Incurables that they will admit me to that institution and care for me the remainder of my life on the payment of \$200. I have \$30 of that amount. I sincerely trust that you will kindly interest yourself in my behalf.

R. E. LUETKA.

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.

John Phillips & Co., of Detroit, sell a highly polished oak show case, 12 inches high, made of double thick French sheet glass, full sized mirrors, paneled bottom, covered with cloth, f. o. b. Detroit, at \$1.50 per foot, for cases 6 feet long or over.

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

Cutler House in New Hands.

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

COMMERCIAL HOUSE

Iron Mountain, Mich.

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

\$2 PER DAY.

IRA A. BEAN, Prop.

HOTEL BURKE

G. R. & I. Eating House.

CADILLAC, MICH.

All modern conveniences.

C. BURKE, Prop.

W. O. HOLDEN, Mgr.

PUREST 10 CENTS BEST GREEN SEAL

SELL THESE

CIGARS

and give customers good satisfaction.



CLIFTON HOUSE

Michigan' Popular Hotel.

Remodeled and Refitted Throughout.

Cor. Monroe and Wabash Aves., CHICAGO.

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

GEO. CUMMINGS HOTEL CO.,

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

WHITE PLUME CELERY

Finest Flavor. Just coming.

OSCAR ALLYN,

Sole Agent for Grand Rapids,

106 CANAL STREET.

Prompt Returns for Consignments of

Dressed and Live Poultry, Veal, Butter and Eggs.

Our Prices are Lowest on...

Home Grown Celery,
Georgia Water Melons,
Nutmeg Melons.

Personal attention to all orders.

ALLERTON & HAGGSTROM,
GRAND RAPIDS, MICH.

M. R. ALDEN

COMMISSION

BUTTER and EGGS EXCLUSIVELY

98 South Division St., Grand Rapids, Mich.

Drugs==Chemicals

STATE BOARD OF PHARMACY.

One Year— C. A. BUGBEE, Traverse City
 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, Traverse City.
 Secretary, F. W. R. PERRY, Detroit.
 Treasurer, GEO. GUNDRUM, Ionia.
 Coming Meetings—Marquette, Aug. 7 and 8.
 Lansing, November 4 and 5.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, GEO. J. WARD, St. Clair.
 Vice-Presidents—S. P. WHITMARSH, Palmyra;
 G. C. PHILLIPS, Ann Arbor.
 Secretary, B. SCHROEDER, 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.

Price-Marking Goods.

One of the most important matters connected with the mercantile business is the marking of goods. In doing this three objects should be kept in view: Profit to the merchant, ready sale, and satisfaction to the customer. This last object is often lost sight of, but we insist that a policy on the part of the salesman which does not aim at securing satisfaction to the customer is a slighted one, and will ultimately prove quite disastrous to the dealer. A customer will pay for a suit of clothes a price which will yield to the merchant a fair profit, and yet be content with his bargain, but were a sack of sugar marked to yield half as large a profit, a customer would feel that an attempt had been made to impose upon him. On some kinds of goods, then, customers will willingly allow the merchants a good profit, but others they will purchase only at a very small margin above cost.

It is the duty of the salesman to consider all the circumstances attendant on this feature of his business, as, the amount the capital invested ought to earn, the probable amount of the year's sales, the running expenses of the establishment, the kinds of goods handled, the competition to be met, the class of trade catered to, what will and will not satisfy his customers, etc. A volume could be written upon this one feature of mercantile business, but practice, experience and native good judgment are the only means by which a salesman can become proficient in it.

Having considered every circumstance which ought to influence him in marking the goods, the salesman should make his prices and then adhere to them. A rumor that a house has two or more prices, according to the customer who is buying, will spread rapidly and soon create a distrust very hurtful to his business. It is unfair, undignified and downright dishonesty to make different prices to different customers, other things being equal, such as quantity, time, etc. Uniform-dealing, one-price houses command a respect among customers which sliding-scale dealers never enjoy.

Careful investigation has shown that in nearly all cases of bankrupt retail dealers a large proportion of the goods on their shelves were unmarked, and hence in a condition of confusion which could not but result in loss and disaster. The retail dealer who puts his goods on the shelves without marking them is tolerably certain to learn by bitter experience, sooner or later, the folly of his course; and the wholesale dealer who fails to keep a suitable record of prices as the market fluctuates is omitting a vital feature of success.

To have a system in all our departments, it must be obvious to every one, is of the most vital importance. Without it one can be disturbed with every wind that blows, and at the end of his financial year he does not know how much profit or loss he has summed up during the year. His books are left unposted for months, accounts are neglected, invoices are heaped in one corner, and his stock, while almost empty in one department, is crowded in another. In buying from different manufacturers adopt the plan of having a printed sheet with the name of the different goods bought from them, with stock quantity marked above; all that has then to be done is to look over those articles enumerated on the sheet, and mark against them the amount of stock actually held at the moment. This principle, it will be seen, provides against overstocking and saves a large amount of time and trouble. A stock book should be kept, into which the amount of each invoice should be posted, and into which the cash and credit for each day should also be entered. You could thus sum up your stock, cash and debts within an hour. Of course, all would be entered at cost price. It is now more than ever necessary to know "how to stand" as you go along, and this system might be adopted by many with very great advantage. To obtain a firm basis it is imperative that it must be of slow growth. We cannot grow in a day to the full strength of manhood, or reach the zenith of our fame in a few years. It takes a period of time of somewhat long duration to attain a firm footing, therefore no one should allow the frequent struggles and disappointments of life to render him incapable of carrying on its affairs. Courage is one of the most ennobling attributes bestowed upon man. It can only result from a sound moral aim and a determined resolution to face the difficulties of life as they appear. If we have made an entrance into commercial life with a limited capital it becomes necessary to live carefully. Goods should be bought often and in small quantities, so that anything new may be picked up and sold while it bears a good profit. Many have a decided enmity toward new goods, but if they are caught up at the proper time—that is, before your competitor in the trade has an opportunity to do so—the great majority of them obtain a ready sale and are influential agents in bringing back your customers. Having stock on view to the public is one of the best means of attracting attention. If we could but tell the hardware dealer of fifty years ago the amount of money he lost by having stock out of sight, he might admit that we are advancing and obtaining a handsome sum by the progress made in this direction. A complete frontage of glass, with enough space in front to have on view some leading lines outside, is a valuable addition. The front of the store should be laid out with long tables, while shelf goods should be neatly kept at the sides. Customers will walk along and pick up many an article merely because it is in view. Occasional changes in the display cause a renewed attraction, and have the desired effect of retaining a hold upon the public. Windows should be well dressed and changed in accordance with the season of the year. What is termed "pushing the trade" is almost compulsory in these days of increasing competition. A call occasionally upon customers, although no orders are obtained, keeps one in touch with the

other, and is frequently the means of doing a large business. When customers are far apart, it is then businesslike to make a call and solicit an order. The opportunities offered are great and manifold in this direction. Attention to the trivial package of tacks is as much required as to the ton of nails. Life is composed of little things which make or mar each of us and determine our results. An alertness, an attention,

and an easy manner to the small customer go far to build upon, and make us fitted for larger opportunities.

B. F. CUMMINGS, JR.

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

PECK'S HEADACHE.....POWDERS
 Pay the Best Profit Order from your jobber

WE CREATE THE DEMAND

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



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

Pays the Druggist a Handsome Profit.
 Order of your Jobber.



Old National Whisky

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

HULMAN & BEGGS,

Distillers and Wholesale Liquor Dealers,

SOLE PROPRIETORS,

TERRE HAUTE, IND.

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

SMOKE THE HAZEL

5c CIGAR

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

WM. TEGGE, DETROIT, MICH.

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		Conium Mac.		Seilla Co.	
Aceticum, \$	80 10	35 65		50	
Benzoicum, German	75 80	90 100		50	
Boric.	10	1 50 60		50	
Carbonicum	20 40	1 20 30		50	
Citricum	44 46	1 20 30		50	
Hydrochlor	36 5	1 50 60		50	
Nitricum	86 10	1 25 40		50	
Oxalicum	10 12	1 50 200		50	
Phosphoricum, dil.	15	1 50 200		50	
Salicylicum	55 65	1 50 200		50	
Sulphuricum	13 15	1 50 200		50	
Tannicum	1 40 1 60	1 50 200		50	
Tartaricum	38 40	1 50 200		50	
Ammonia		Mentha Piper.		Tinctures	
Aqua, 16 deg.	40 6	2 25 30		60	
Aqua, 20 deg.	60 8	2 25 30		60	
Carbonas.	12 14	2 25 30		60	
Chloridum	12 14	2 25 30		60	
Aniline		Morhuu, gal.	60		
Black.	2 00 2 25	2 00 2 10		60	
Brown	80 1 00	2 00 2 10		60	
Red	45 60	2 00 2 10		60	
Yellow	2 50 3 00	2 00 2 10		60	
Bacca.		Myrcia, ounce.	60		
Cubee, po. 18	13 15	1 25 1 30		60	
Juniperus	6 8	40 45		60	
Xanthoxylum	25 30	40 45		60	
Balsamum		Thyme, opt.	60		
Copaiba	45 50	Theobromas	15 20		
Peru	40 45	Potassium			
Terabin, Canada	40 45	Bi Barb.	15 18		
Tolutan	75 80	Bichromate	13 15		
Cortex		Bromide	48 51		
Abies, Canadian	18	Carb.	12 15		
Cassia	12	Chlorate, po. 17 @ 19c	16 18		
Cinchona Flava	18	Cyanide	50 55		
Enonymus atropurp	30	Iodide	2 90 3 00		
Myrica Cerifera, po.	20	Potassa, Bitart, pure	30 33		
Prunus Virginl.	12	Potassa, Bitart, com	15		
Quillaja, gr'd	10	Potass Nitras, opt.	9		
Sassafras	12	Potass Nitras.	7 9		
Ulmus, po. 15, gr'd	15	Prussiate.	25 28		
Extractum		Sulphate po.	15 18		
Glycyrrhiza Glabra.	24 25	Radix			
Glycyrrhiza, po.	28 30	Aconitum	20 25		
Hematox, 15 lb box.	11 12	Althea	22 25		
Hematox, 18	13 14	Anchusa	12 15		
Hematox, 1/2	14 15	Arum po.	25		
Hematox, 1/4	16 17	Calamus	20 40		
Ferru		Gentiana, po. 15	13		
Carbonate Precip.	15	Glycyrrhiza, pv. 15	16 18		
Citrate and Quinia	2 25	Hydrastis Canaden.	30		
Citrate Soluble	80	Hydrastis Can., po.	35		
Ferrocyanidum Sol.	50	Hellebore, Alba, po.	15 20		
Solut. Chloride	15	Inula, po.	15 20		
Sulphate, com'l, by	2	Ipeac, po.	1 55 1 75		
Sulphate, com'l, by	35	Iris plox., po. 35 @ 38	35 40		
Sulphate, pure	7	Jalapra, pr.	40 45		
Flora		Maranta, 1/2.	40 45		
Arnica	12 14	Podophyllum, po.	15 18		
Anthemis	18 25	Rhei, cut.	75 100		
Matricaria	18 25	Rhei, pv.	75 135		
Folia		Spigelia	35 38		
Barosma	15 20	Sanguinaria, po. 15	30 35		
Cassia Acutifol, Tin-	18 25	Serpentaria	30 35		
nevelly	18 25	Senega	55 60		
Cassia Acutifol, Aix.	25 30	Similax, officialis H	40		
Salvia officinalis, 1/2	12 20	Smilax, M.	25		
and 1/4	8 10	Seilla, po. 35	10 12		
Ura Ursi	8 10	Symplocarpus, Foeti-			
Gummi		dus, po.	25		
Acacia, 1st picked	40 45	Valeriana, Eng. po. 30	15 20		
Acacia, 2d picked	35 40	Valeriana, German.	15 20		
Acacia, 3d picked	30 35	Zingiber a.	12 16		
Acacia, sifted sorts	28 30	Zingiber j.	23 25		
Acacia, po.	60 80	Semen			
Aloe, Barb. po. 20 28	14 18	Anisum	40 45		
Aloe, Cape po. 15	12 14	Apium (graveoleons)	14 16		
Aloe, Socotri. po. 40	30 35	Bird, 1s.	40 6		
Ammoniac	55 60	Carul po. 18	10 12		
Assafoetida po. 30	20 25	Cardamon.	1 00 1 25		
Benzoinum	50 55	Coriandrum.	8 10		
Catechu, 1s.	13 15	Cannabis Sativa.	3 4 4 10		
Catechu, 1/2	14 16	Cydonium.	7 10 1 00		
Catechu, 1/4	14 16	Chenopodium	10 12		
Camphora	47 50	Dipteris Odorata	2 90 3 00		
Euphorbium po. 35	1 100	Feniculum	6 15		
Galbanum	65 70	Foenugreek, po.	6 8		
Guaiacum po. 35	30 35	Lini, gr'd. bbl. 2 1/2	3 4 4 10		
Kino po. \$3.00	3 60	Lobelia	35 40		
Mastic	40 45	Pharlaris Canarian.	3 4 4 10		
Myrrh po. 45	40 45	Rapa	4 10 5		
Opil po. \$3.20 3.40	2 25 2 30	Sinapis Albu.	7 8		
Shellac	40 45	Sinapis Nigra.	11 12		
Shellac, bleached	40 45	Spiritus			
Tragacanth	50 55	Frumentu, W. D. Co.	2 00 2 50		
Herba		Frumentu, D. F. R.	2 00 2 25		
Absinthium oz. pkg	25	Frumentu	1 25 1 50		
Eupatorium oz. pkg	25	Juniperis Co. O. T.	1 65 2 00		
Lobelia oz. pkg	25	Juniperis Co.	1 75 2 50		
Majorum oz. pkg	25	Sacharum M. E.	1 90 2 10		
Mentha Pip. oz. pkg	23	Spt. Vini Galli.	1 75 2 50		
Mentha Vir. oz. pkg	39	Vini Oporto.	1 25 2 00		
Rue oz. pkg	25	Vini Alba.	1 25 2 00		
Tanacetum Voz. pkg	22	Sponges			
Thymus, V. oz. pkg	25	Florida sheeps' wool	2 50 2 75		
Magnesia		Nassau sheeps' wool	2 50 2 75		
Calcined, Pat.	55 60	carriage.	2 50 2 75		
Carbonate, Pat.	20 22	Velvet extra sheeps'	2 50 2 75		
Carbonate, K. & M.	20 22	wool, carriage.	2 50 2 75		
Carbonate, Jennings	35 36	Extra yellow sheeps'	2 50 2 75		
Oleum		wool, carriage.	2 50 2 75		
Absinthium	3 25 3 50	Grass sheeps' wool,	2 50 2 75		
Amygdale, Dule	30 35	carriage.	2 50 2 75		
Amygdale, Amara	8 10 8 25	Hard, for slate use.	2 50 2 75		
Anisi	2 30 3 40	Yellow Reef, for	2 50 2 75		
Aurant Cortex	2 30 3 40	slate use.	2 50 2 75		
Bergamli	3 00 3 20	Syrups			
Capituti	70 75	Acacia	50		
Caryophylli	55 60	Auranti Cortes.	50		
Cedar	35 40	Zingiber.	50		
Chenopadii	2 50 2 60	Ipeac.	50		
Cinnamoni	2 50 2 60	Ferri lod.	50		
Citronella	55 60	Rhei Arom.	50		
		Smilax Officialis.	50 60		
		Senega	50		
		Seilla.	50		

Morphia, S.P. & W.	1 65 1 90	Sinapis	18	Linseed, boiled	42 45
Morphia, S.N.Y. & Q.	1 55 1 80	Sinapis, opt.	30	Neatsfoot, winter str	65 70
C. Co.	1 55 1 80	Snuff, Maccaboy, De	34	Spirits Turpentine	33 40
Moschus Canton	65 80	Voes	34	Paints	BBL. LB.
Myristica, No. 1	10 10	Snuff, Scotch, DeVo's	7 10	Red Venetian	13 2 24
Nux Vomica po. 20	15 18	Soda Boras	26 28	Ochre, yellow Mars	13 2 24
Os Sepia	15 18	Soda Boras, po.	7 10	Ochre, yellow Ber.	13 2 24
Pepsin Saac, H. & P.	1 100	Soda et Potass Tart.	26 28	Putty, commercial	24 24 24
D. Co.	1 100	Soda, Carb.	1 1/2 2	Putty, strictly pure	24 24 24
Pieis Liq. N.N. 1/2 gal.	1 100	Soda, Bl-Carb.	3 5	Vermilion, Prime	13 15
doz.	2 00	Soda, Ash	3 1/2 4	American	13 15
Pieis Liq., quarts	2 00	Soda, Sulphas	3 1/2 4	Vermilion, English	13 15
Pieis Liq., pints	2 00	Spts. Cologne	2 60	Green, Paris	15 24
Pil Hydrag. po. 80	50	Spts. Ether Co.	50 55	Lead, Peninsular	13 16
Piper Nigra po. 22	18	Spts. Myrcia Dom.	2 00	Lead, Red	54 54
Piper Alba po. 35	7	Spts. Vini Rect. bbl.	2 54	Lead, white	54 54
Plix Burgun	10 12	Spts. Vini Rect. 1/2 bbl.	2 54	Whiting, white Span	2 70
Plumbi Acet.	10 12	Spts. Vini Rect. 10 gal.	2 57	Whiting, gliders	2 90
Pulvis Ipecac et Opil	1 10 1 12	Spts. Vini Rect. 5 gal.	2 59	White, Paris Amer.	2 100
Pyrethrum, boxes H.	1 125	Less 5c gal. cash 10 days.		Whiting, Paris Eng.	2 140
& P. D. Co., doz.	27 30	Strychnia, Crystal	1 40 1 45	cliff	2 140
Pyrethrum, pv.	27 30	Sulphur, Subl.	2 1/2 3	Universal Prepared	1 00 1 15
Quassia	8 10	Sulphur, Roll.	2 1/2 3	Paint your buildings with	
Quinia, S. P. & W.	37 42	Tamarinds	8 10	Prepared Paint	
Quinia, S. German	30 40	Terebenth Venice	28 30	Made by A. M. DEAN.	
Quinia, N.Y.	35 40	Theobroma	42 45	306 N. BORDICK ST., KALAMAZOO, Mich.	
Rubia Tincturum	12 14	Vanilla	9 00 16 00	Write for samples and prices.	
Saccharum Lactis pv	24 26	Zinci Sulph.	7 8	It is the most durable	
Salicin	3 00 3 10	Oils		paint made.	
Sanguis Draconis	40 50	BBL. GAL.			
Sapo, W.	12 14	Whale, winter	70 70		
Sapo, M.	10 12	Lard, extra	53 60		
Sapo, G.	15 15	Lard, No. 1	40 43		
Siedlitz Mixture	20 22	Linseed, pure raw	40 43		

HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

DRUGS

Chemicals and Patent Medicines

Dealers in

Paints, Oils and Varnishes

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

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

We sell Liquors for medicinal purposes only.

We give our personal attention to mail orders and guarantee satisfaction. All orders shipped and invoiced the same day we receive them. Send a trial order.

HAZELTINE & PERKINS DRUG CO.

GRAND RAPIDS.

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 5 50 Frazer's.....75 9 00 IXL Golden, tin boxes 75 9 00 Mica.....70 8 00 Paragon.....55 6 00 BAKING POWDER. Absolute. 1/4 lb cans doz.....45 1/2 lb cans doz.....85 1 lb cans doz.....1 50 Acme. 1/4 lb cans 3 doz.....45 1/2 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk.....10 Dwight's. 1 lb cans per doz.....1 50 JaXon. 1/4 lb cans 4 doz case.....45 1/2 lb cans 4 doz case.....85 1 lb cans 2 doz case.....1 60 Home. 1/4 lb cans 4 doz case.....35 1/2 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 Our Leader. 1/4 lb cans.....45 1/2 lb cans.....75 1 lb cans.....1 50 BATH BRICK. American.....70 English.....80 BLUING. CONDENSED PEARL BLUING 1 doz. Counter Boxes.....40 12 doz. Cases, per gro.....4 50 BROO'IS. No. 1 Carpet.....2 00 No. 2 Carpet.....1 65 No. 3 Carpet.....1 50 No. 4 Carpet.....1 20 Parlor Gem.....2 00 Common Whisk.....1 00 Fancy Whisk.....2 25 Warehouse.....2 25 CANDLES. Hotel 40 lb boxes.....9 1/2 Star 40 lb boxes.....8 1/2 Paraffine.....8 1/2 CANNED GOODS. Manitowoc Peas. Lakeside Marrowfat.....1 00 Lakeside P. J.....1 30 Lakeside, Cham. of Eng.....1 40 Lakeside, Gem, Ex. Sifted.....1 65 CATSUP. Columbia, pints.....4 25 Columbia, 1/2 pints.....2 50 CHEESE. Amboy.....@ 8 Acme.....@ 7 1/2 Elsie.....@ 8 Gold Medal.....@ 8 Ideal.....@ 8 Jersey.....@ 7 1/2 Lenawee.....@ 8 Riverside.....@ 8 Sparta.....@ 8 Brick.....@ 10 Edam.....@ 10 Leiden.....@ 20 Limburger.....@ 15 Pineapple.....@ 20 Sap Sago.....@ 18 Chicory. Bulk.....5 Red.....7 CHOCOLATE. Walter Baker & Co.'s. German Sweet.....22 Premium.....31 Breakfast Cocoa.....42 CLOTHES LINES. Cotton, 40 ft. per doz.....1 00 Cotton, 50 ft. per doz.....1 20 Cotton, 60 ft. per doz.....1 40 Cotton, 70 ft. per doz.....1 60 Cotton, 80 ft. per doz.....1 80 Jute, 60 ft. per doz.....80 Jute, 72 ft. per doz.....95 CLOTHES PINS. 5 gross boxes.....45 COCOA SHELLS. 20 lb bags.....2 1/4 Less quantity.....3 Pound packages.....4 CREAM TARTAR. Strictly Pure, wooden boxes.....35 Strictly Pure, tin boxes.....37 Tartarine.....25	COFFEE. Green. Rio. Fair.....18 Good.....19 Prime.....21 Golden.....21 Peaberry.....23 Santos. Fair.....19 Good.....20 Prime.....22 Peaberry.....23 Mexican and Guatamala. Fair.....21 Good.....22 Fancy.....24 Maracaibo. Prime.....23 Milled.....24 Java. Interior.....25 Private Growth.....27 Mandehling.....28 Mocha. Imitation.....25 Arabian.....28 Roasted. Quaker Mocha and Java.....32 Toko Mocha and Java.....24 State House Blend.....25 Package. Arbuckle.....21 30 Jersey.....21 30 CONDENSED MILK. 4 doz. in case.....5 25 Extract. Valley City 1/2 gross.....75 Felix 1/2 gross.....1 15 Hummel's foil 1/2 gross.....85 Hummel's tin 1/2 gross.....1 43 CONDENSED MILK. 4 doz. in case.....5 25 Extract. Valley City 1/2 gross.....75 Felix 1/2 gross.....1 15 Hummel's foil 1/2 gross.....85 Hummel's tin 1/2 gross.....1 43 CONDENSED MILK. 4 doz. in case.....5 25 Extract. Valley City 1/2 gross.....75 Felix 1/2 gross.....1 15 Hummel's foil 1/2 gross.....85 Hummel's tin 1/2 gross.....1 43 CONDENSED MILK. 4 doz. in case.....5 25 Extract. Valley City 1/2 gross.....75 Felix 1/2 gross.....1 15 Hummel's foil 1/2 gross.....85 Hummel's tin 1/2 gross.....1 43 CONDENSED MILK. 4 doz. in case.....5 25 Extract. Valley City 1/2 gross.....75 Felix 1/2 gross.....1 15 Hummel's foil 1/2 gross.....85 Hummel's tin 1/2 gross.....1 43 CONDENSED MILK. 4 doz. in case.....5 25 Extract. Valley City 1/2 gross.....75 Felix 1/2 gross.....1 15 Hummel's foil 1/2 gross.....85 Hummel's tin 1/2 gross.....1 43 CONDENSED MILK. 4 doz. in case.....5 25 Extract. 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SALT.

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

Worcester.

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

Warsaw.

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

Ashton.

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

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

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

Saginaw.....	68
Manistee.....	68

SODA.

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

STARCH.

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

Kingsford's Corn.

20 1-lb packages.....	6 1/2
40 1-lb packages.....	6 1/2

Kingsford's Silver Gloss.

40 1-lb packages.....	6 1/2
6-lb boxes.....	7

Common Corn.

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

Common Gloss.

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

SUMMER BEVERAGES.



Wild Cherry Phosphate.

"Little Giant" case, 28-15c bottles..... 2 50

"Money Maker" case, 24-25c and 24-15c bottles..... 5 00

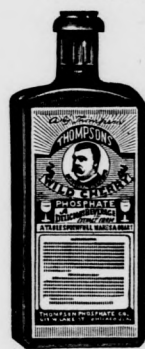
Free with above, Large Bottle, Easel and Advertising Matter.

Concentrated Extract for Soda Fountain, per gal..... 2 00

Root Beer Extract, 3 doz case, \$2 25, per doz..... 75

Acid Phosphate, 8 oz., per doz..... 2 00

Beef, Iron and Wine, pints, per doz..... 3 00



TOBACCO.

G. J. Johnson's brand



S. C. W. H. & P. Drug Co.'s brand..... 35 00

Quintette..... 35 00

Clark Grocery Co.'s brand..... 35 00

New Brick..... 35 00

Michigan Spice Co.'s brand..... 35 00

Absolute..... 35 00

SOAP.

Gowans & Sons' Brands.

Crow..... 3 10

German Family..... 2 15

American Grocer 100s..... 3 30

American Grocer 60s..... 2 75

Mystic White..... 3 80

Lotus..... 3 00

Old Style..... 3 20

Happy Day..... 3 10

JAXON

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



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



Single box.....	3 00
5 box lot, delivered.....	2 95
10 box lot, delivered.....	2 85
25 box lot, delivered.....	2 75
Allen B. Wisley's brands.....	3 33
For special quotations on Old Country ask traveling man.	
Doll, 100 bars.....	2 50
Good Cheer 60 1-lb.....	3 90

WOLVERINE

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

Scouring.

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

TABLE SAUCES.

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

VINEGAR.

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

SUGAR.

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

Cut Leaf.....	5 37
Domino.....	5 25
Cubes.....	5 00
Powdered.....	5 00
XXXX Powdered.....	5 12
Mould A.....	5 00
Granulated in bbls.....	4 75
Fine Granulated.....	4 75
Extra Fine Granulated.....	4 87
Extra Coarse Granulated.....	4 75
Diamond Confection.....	4 62
Confec. Standard A.....	4 37
No. 1.....	4 37
No. 2.....	4 31
No. 3.....	4 25
No. 4.....	4 25
No. 5.....	4 18
No. 6.....	4 12
No. 7.....	4 06
No. 8.....	4 00
No. 9.....	3 94
No. 10.....	3 88
No. 11.....	3 81
No. 12.....	3 75
No. 13.....	3 70
No. 14.....	3 64
No. 15.....	3 58

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 1/2
Loins.....	6 @ 8
Shoulders.....	5 @ 5
Leaf Lard.....	8 @ 6

Mutton.

Carcass.....	5 @ 6
Easter Lambs.....	7 @ 8

Veal.

Carcass.....	5 @ 6
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Candies.

Stick Candy.	
Standard.....	6 @ 7
Standard H. H.....	6 @ 7
Standard Twist.....	6 @ 7
Cut Leaf.....	7 1/2 @ 8 1/2
Extra H. H.....	@ 8 1/2
Boston Cream.....	@ 8 1/2

Mixed Candy.

Standard.....	@ 7
Leader.....	@ 7 1/2
Conserve.....	@ 8
Royal.....	@ 7 1/2
Ribbon.....	@ 7
Broken.....	@ 7
Cut Leaf.....	@ 7
English Rock.....	@ 8 1/2
Kindergarten.....	@ 9
French Cream.....	@ 10
Dandy Pan.....	@ 10
Valley Cream.....	@ 13

Fancy-In Bulk.

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

Fancy-In 5 lb. Boxes.

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

Caramels.

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

Fish and Oysters

Fresh Fish.	
Whitefish.....	Per lb.
Trout.....	@ 8
Black Bass.....	@ 7
Halibut.....	12 1/2 @ 10
Ciscoes or Herring.....	@ 4
Bluefish.....	@ 10
Live Lobster.....	@ 15
Boiled Lobster.....	@ 17
Cod.....	@ 10
Haddock.....	@ 8
No. 1 Pickerel.....	@ 6
Pike.....	@ 7
Smoked White.....	@ 7
Family XXX.....	@ 7
Col River Salmon.....	@ 7
Mackerel.....	@ 20

Shell Goods.

Oysters, per 100.....	1 25 @ 1 50
Clams, per 100.....	90 @ 1 00

Crackers.

The N. Y. Biscuit Co. quotes as follows:

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

Soda.

Soda XXX.....	6
Soda XXX, 3 lb. carton.....	6 1/2
Soda, City.....	7
Crystal Wafer.....	10 1/2
Long Island Wafers.....	11
L. I. Wafers, 1 lb. carton.....	12

Oyster.

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

SWEET GOODS-Boxes.

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

Grains and Feedstuffs

Wheat.	
Wheat.....	55

Winter Wheat Flour.

Local Brands.....	4 00
Patents.....	3 50
Second Patent.....	3 30
Straight.....	3 20
Graham.....	3 20
Buckwheat.....	3 00
Rye.....	2 65

Spring Wheat Flour.

Oliney & Judson's Brand.....	3 85
Ceresota, 1/2s.....	3 75
Ceresota, 1/4s.....	3 70
Ball-Barnhart-Putman's Brand.....	3 85
Grand Republic, 1/2s.....	3 85
Grand Republic, 1/4s.....	3 75
Grand Republic, 1/8s.....	3 70
Worden Grocer Co.'s Brand.....	3 80
Laurel, 1/2s.....	3 70
Laurel, 1/4s.....	3 60
Lemon & Wheeler Co.'s Brand.....	3 85
Parisian, 1/2s.....	3 75
Parisian, 1/4s.....	3 70

Entire Wheat Flour.

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

Meal.

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

Feed and Millstuffs.

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

The O. E. Brown Mill Co.

quotes as follows:

Corn.	
Car lots.....	30
Less than car lots.....	32

Oats.

Car lots.....	20
Less than car lots.....	23

Hay.

No. 1 Timothy lots.....	13 00
No. 1 Timothy car lots.....	11 50

Fruits.

Oranges.	
Fancy Seedlings.....	
Medt. Sweets.....	5 00
150-176-200.....	5 50
Messinas 200s.....	5 50

Lemons.

Strictly choice 360s.....	@ 2 75
Strictly choice 300s.....	@ 3 00
Fancy 360s.....	@ 3 50

GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, July 4—The weather has turned intensely hot and, as the week is rather given over to the holiday, there is no great amount of interest shown among grocery jobbers. Many of the exchanges closed Friday as well as Saturday and, altogether, trading is of small volume. There have been no important transactions, nor any remarkable changes in prices. The stock market has taken a big slump without any reasonable cause and it is likely that the whole movement has been that of speculators.

Coffee has attracted about as little interest as anything and the volume of business has been very light, scarcely anything passing in an invoice way. Quotations are unsettled and the rates as given must be considered nominal. On Thursday there was a sale of 2,000 bags Rio No. 7 at 11½¢, prompt shipment. We have here this week a representative from one of the old coffee firms of Rio, who says Brazil will have the largest crop this year she has ever produced, so the prospect is good for cheap coffee for some time to come. The visible supply of the world July 1 is likely to show an increase of 150,000 bags.

Sugar, both raw and refined, is dull. Cables from abroad were all of an "irregular" or "dull" character, and the whole tone of operations was of a holiday nature. Refined has fluctuated fractionally, and at the close granulated is worth 4½¢. There has been a better demand, which was anticipated. Deliveries have been promptly made and, upon the whole, the market is in fairly good condition.

In teas the market is summarized as "no change," "dull," "same old story." These are the replies received by the seeker after information among those who are supposed to be in a position to know how things are running. The market is in a state of suspended animation. Those interested are hoping for a turn for the better after a little.

While the rice market has been hardly as active as last week, prices have been very well adhered to, and this applies both to foreign and domestic. For the better sorts of the latter there is increased inquiry, and, at times, it is with difficulty that a sufficient quantity can be obtained to meet the requirements. Japan is worth 4@4¼¢.

Pepper is firm. When you have said this you have said about all there is to be said in the spice line. The demand is not active in any line, but dealers are not expecting a great amount of animation at this season. Manufacturers require a minimum amount of spices at this period and no great activity is looked for for the next two months.

In molasses there is a small volume of business being done in the better grades of domestic, which fetch full rates. Under grades are dull and are quoted at nominal prices.

In syrups there is a steady volume of trading going on, but the volume of business is not large. Prices are said to be well maintained and it is probably as good a time to buy as has existed for some time.

Canned goods have been going out at quite a satisfactory rate during the week and in some things the stock of old goods must be pretty closely sold up. Prices have shown little fluctuation. Tomatoes have been doing pretty well and, if anything, the tendency is upwards. California fruits are well held and, although the demand is as yet rather small, the prospect is not at all discouraging for the packers of the Golden State. Crop prospects continue splendid and from the peach regions of Maryland and Delaware come glowing reports, while the arrivals from Georgia are becoming quite free now. Canned goods of 1896 will be very much in evidence this fall.

There has been a little spurt in lemons for the Fourth, but they are still here in such large supplies that the tone of the market is not materially better.

There is a moderate demand for oranges, bananas and pineapples.

Butter shows a large amount of stock affected by the heat. First-class goods bring about the same prices as have prevailed for a fortnight. Upon the whole, the market is lifeless.

Cheese is doing nothing. A little trading has been done by exporters, who seem to want the cheapest stuff they can get. Arrivals have aggregated about the usual number of boxes and a good share of them have been put into cold storage.

Eggs are firmer. There is sufficient enquiry for strictly fresh goods to keep the market well cleaned up, but much is going into cold storage.

Peas and beans are doing better and for the latter the demand is very good for the season of the year. Prices have advanced a trifle and are well held.

Dried fruits are dull, with very few transactions taking place.

Provisions continue on the low plane lately reached and the prospects are not good for any immediate advance.

Stocktaking has been in progress this week, and this has been another cause of dull trade. It is hoped the returns will show up well, but it is probable that there is room for improvement. Next week will be one of the most interesting periods for New York since the war.

The Giving of Presents with Tea.

Tea is the favorite line of the men who give away chromos and crockery, and this recently moved President Rohrs in addressing the New York Retail Grocers' Union to say to them that the grocers usually pay too little attention to tea and too much to other things. He urged his associates to "talk tea" and convince the public that they sold better and cheaper tea than the gift enterprise men. As the chromo man depends largely on advertising, Mr. Rohrs advised more abundant and aggressive advertising, and he made an extremely good point when he urged the retail grocers who desired to suppress the gift nuisance not to patronize manufacturers who resorted to the same device to popularize their wares. Men who will not give presents must not receive them. The gift evil is a very real evil, and there is no royal remedy for it. The fundamental fact is that a man who gives away crockery and glassware cannot sell as good tea for a given price as the man who does not; part of the public is hopeless, but another great part can be convinced, if the grocers go about it in the right way, that the cost of the gift comes out of the quality of the article purchased, and that they are not receiving something for nothing.

There is delight in visiting a store in which goods are nicely displayed and cleanliness abounds. What is the appearance of your store interior? Look about you and decide on some improvement.

A Suggestion of Economy.

Lady (in dry goods store)—I will look at your material for towels.

Clerk (recently transferred from the dress goods department)—Yes, ma'am; something that won't show dirt?

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.

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

India rubber has been generally considered absolutely water tight, but experiments with a hermetically-sealed rubber bottle of water show that it is not.

Ure Unkle is at Bushman's.

Evidently Struck a Poor Market.

From the Wayland Globe.

One of our fruit growers shipped 24 crates of currants to the Pottlitzer Bros. Fruit Co., Fort Wayne, Ind., and the statement received by him read as follows:

24 Cases Currants.....	\$12 00
Express.....	\$7 20
Commission.....	1 20
	8 40
	\$3 60

DEAR SIR—We trust this sale will prove to your entire satisfaction and be the recipient of future shipments from you. Yours resp.

POTTLITZER BROS. FRUIT CO.

The agent of this house, who has been here, we are told, informed the owner of the fruit that he would pay \$2 per case, or 8 cents per quart, and in this way induced the shipment to be made. The shipper paid \$6.96 to put the currants on the cars, thereby making him the loser of the fruit and \$3.36 in cash. The beauty of the whole thing is the note of explanation at the bottom. We do not publish this to injure the commission house, for we dare say the fruit was handled to the best of its ability, and at other times might have netted the shipper a good profit. We refer to the matter so that our readers may understand some of the disadvantages fruit growers are liable to undergo.

Everything in cigars at Bushman's.

Order

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

..... OF

F. J. Dettenthaler,

117 and 119 Monroe street,
Grand Rapids

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.
Putnam Candy Co.
Burns & McGowan.

127 Louis St.,
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.

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.

How He Changed from Credit to Cash.

Stroller in Grocery World.

The cash system in all right. I'm as heartily in favor of it as any man possibly can be, for I see so much credit misery in circulating among grocers all over the country. The cash system has to be watered properly, however, or it's a boomerang.

One thing I had forcibly impressed on my mind last week was that every grocer who attempts to change from a credit to a cash basis ought to let people know it a while beforehand. It does no good to spring it on them suddenly. As a rule it makes them angry and costs the grocer their trade. That was the deduction I drew from the experience I had last week.

While on business in a certain nearby neighborhood I slipped over to a grocer who is an old friend of mine. He has always done business on a credit basis, and many's the sermon I've given that man to turn from the error of his ways and do a strictly cash business.

Greatly to my surprise, on my last visit, I found that he'd changed from credit to cash, and I happened to get there on the very day when the new scheme went into effect.

"Hello, old man," he said as I went in, "I've been converted."

"What do you mean?" I said.

"I'm a cash grocer," he said, beamingly.

I instantly congratulated him, and asked him how the new idea was working.

"It isn't working at all yet," he said; "it only goes into effect to-day at 9 o'clock." It was then nearly that hour.

"What have you done to announce it?" I asked.

"How do you mean?"

"Why, by advertising, circulars, or anything like that. Haven't you let people know about it?"

"Oh, no," he said; "they'll have to find it out for themselves. If I'd told them they would have stayed away. Now they'll come to the store, and when I tell them they won't like to refuse to buy, and there you've got an entering wedge for their future cash trade. These cards will tell 'em."

He pointed to several cards tacked about the store: "On Monday, June 20th, I will commence selling for cash only."

I saw at once that his whole scheme would be a failure, for it was started terribly wrong. I didn't tell him so, however, for I knew that he'd discover it himself soon enough. I decided to spend the morning with him in watching the way the new thing worked.

Nine o'clock came pretty soon, and I saw my friend the grocer involuntarily brace himself. He seemed to scent the conflict afar.

The first customer was a little girl, evidently the child of an old credit customer.

"Mamma wants six pounds of granulated sugar, two pounds of rice and a dozen nice lemons, and if you'll please wrap them up, I'll take them home myself."

The goods were wrapped up and the grocer footed up the amount. "Fifty-eight cents," he said.

"Just put it on the book, please," said the little girl, handing it up.

Then came an awkward moment for the grocer. If it had been a grown person he could have talked intelligently, but the child couldn't understand his long explanation.

"Why, you've always put it in the book before," she piped, not sure whether to cry or not.

Miles more of explanation from the grocer.

"Well, I'll have to go then," said the child. "Mamma told me to have the things put in the book. I'll be back if she gives me the money."

The three packages stood on the counter the whole morning. The little girl

didn't come back, though the grocer said she lived just around the corner.

An old gentleman came in next. "Gimme a pound of coffee, Rio and Mocha mixed," he said, "and if it ain't any better than that you gave me last I'll send it back."

I saw the grocer wince, as he thought of the explanation he'd have to make this gouty old party in a minute.

When the coffee was wrapped up the old man, also apparently a credit customer, grabbed it and started for the door. The grocer hesitated a moment but rose to the occasion.

"Mr. Brown," he began.

The old man turned impatiently. "I must ask you for the cash for that," said the grocer. "I start a cash business to-day. You see," he went on apologetically, "I can't afford to extend credit."

I was watching the old gentleman during this explanation and saw him get purpler and purpler with indignation. I thought for a minute he was going to bite somebody. While the grocer was going on with his little tale of woe the old fellow cut him short by slamming the bag of coffee down on the counter. The bag burst with a slash and a shower of coffee flew everywhere. The grocer paused to pick one out of his collar.

"Do you mean to insinuate, young man," said the old fellow, in a voice that could be heard a mile away, "that I'm not to be trusted? Why, what do you mean by insulting a man old enough to be your grandfather? Why, if I thought you meant that I'd break your impudent neck!"

"Oh, my dear—" started the grocer.

"Shut up!" roared the enraged credit customer, who wasn't particularly impressed with the beauties of the cash system just then. "Keep your buggy old coffee! I'll never come into your one-horse place again!" Then he went out. The grocer started to sweep up the avalanche of coffee. He looked a little sad.

"You made a big mistake," I said, "in not letting everybody in this place know you were going to do a cash business. You see what you've got yourself into, don't you? A whole day of this sort of thing will kill you!"

Fortunately a terrific storm came up just then, and it lasted the greater part of the day, thus keeping the people away from the store. At my suggestion he had a half-column advertisement in his local paper that afternoon announcing the change to take effect one week hence. But he lost the old man's trade.

Searching for Names for Cigars.

Correspondence Indianapolis Sentinel.

I am told by a man from whom I sometimes buy cigars that there is a wholesale cigarmaking firm in New York which has offered \$1,000 for the best name for a new brand which they are at present selling as "the unnamed."

He went on to say that the number of trade-mark names which the manufacturers throughout the country pay the Government a fee for registering would astonish the average citizen, and judging by a recently issued list which he showed me, he is quite correct in his opinion.

I was particularly struck with the manner in which the current events of the time were seized upon for names. The worlds of the drama, of music, of politics and of historical events have all provided names for brands of cigars recently, and even if they are not all put on the market, the manufacturers, so my informant said, would make use of the majority of the titles. For instance, a Philadelphia firm has registered such up-to-date brands as the "Gen. Weyler"—how they expect a Cuban workman to make such a brand I cannot imagine—"Prof. Roentgen," "New X Light," "New X Ray," "Popular Loan," "President Krueger," "Transvaal" and "Richard Olney," while a New York firm has the "Dr. Fridtjof Nansen" and "The Fram," which, I hardly need add, is the name of Dr. Nansen's little ship. Another local firm exploits the fame of a recently prominent prima donna by registering five brands named "Yaw," "Yaw Bouquet," "Flor de Yaw," "Yaw's Choice" and "Yaw's High G."

When the King of Denmark first began to learn the typewriter he derived considerable amusement as well as profit from practicing on two sentences, "John quickly extemporized five tow bags," and "The quick brown fox jumped over the lazy dogs." He was told that both of these sentences contained all the letters of the alphabet, and by writing and rewriting them the position of the letters becomes fixed in the mind.

The file cutters of Manchester, England, and district, owing to the briskness of trade, are pressing their employers to return to the prices which were departed from over twenty years ago.

A Chinese firm has commenced the manufacture of wine and champagne on a large scale with the grapes of Northern China. Hitherto the grapes have been used only for eating.

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.

WORTH

We are expert blenders of teas. Not mixers but blenders. We have little opposition. Our specialty is black teas. Cash is our motto. We want your black tea trade; with first order (only) for 100 pounds we give absolutely free as extra inducement very handsome mirror canister, 100 size, worth \$6.00. We will pay freights and send goods on approval. We may return freights if goods are not satisfactory to you. If your tea trade is small our goods will increase it. If your tea trade is large there is still room to do more. If you are prompt pay and appreciate a good thing we can do a trade with you, and respectfully solicit trial order, with canister to be shipped on approval, or a request for samples.

FACTS

KNOWING

GEO. J. JOHNSON,

Importer and Jobber of Teas,

263 Jefferson Ave. and 51 & 53 Brush St.,
DETROIT, MICH.

DEPRESSED TIMES AND DEPRESSED PRICES

"Where are we at?" is puzzling the brains of many a merchant at the present time, but "Where are we drifting to?" is a more serious question.

It begins to look very much like a fight for existence and prudent merchants are keeping close to the shore, buying only what they cannot get along without and paying cash for all purchases.

We are not accepting any new credit accounts, but sticking close to our platform and we are gratified at the results. We have received more cash mail orders the past 10 days than ever before.

We repeat our offer of a handsome onyx table with every order for three one-half chests of tea. We have also added a new line of cigars, put up in a handsome, attractive manner, to sell at \$35 per M. In order to introduce them rapidly we will give the table with 500 cigars. We guarantee entire satisfaction.

We have just picked up a line of Japan teas to sell at 12 cents, good fair leaf and style, weighing 70 pounds; it is a decided bargain.

We quote Extra Fancy lemons at \$3.75 per box. Fancy at \$3.25 per box. Both lots are 300's.

We also quote our Bon Ton cheese at 6 1/2 cents and rolled oats (Douglas & Stuart's) at \$2.40 per barrel. All standard brands of roast and canned beef, 2's, at \$1.75 per dozen.

Special lot of one-half pound cans potted meats at 70 cents per dozen. Armour's 1/4's at 35 cents per dozen; 1/2's, 75 cents per dozen. This beats Armour's own price, but we are overloaded and want to sell. Armour's Brawn at \$1.60 per dozen. Terms, as usual, cash, with order in current exchange.

THE JAMES STEWART CO., Limited,
SAGINAW, MICH.

Hints to Hardware Dealers.

Lewis Garrison in Hardware Dealers' Magazine.

Large dealers in hardware all over the country are acquiring the use of the duplicate slip for the record of sales in their business. The duplicate slip is a pad of paper about ten inches long, with a carbon paper between. When a sale is to be recorded the paper is turned over, and what is written on the top sheet is copied on the other side by means of the carbon paper. The slips are torn apart and one goes to the cashier with the cash and list of goods sold, and the other is put by the clerk in a box under lock and key. If the goods are to be charged and no cash is paid, it is written on the duplicate slip and the purchaser's name and address given. The box that is locked is under the charge of the proprietor or manager, and in the evening, after the close of the day's business, he counts over the cash slips and notices if they balance with the book-keeper's account.

Under the old system a clerk that inclined toward dishonesty could sell a knife, for instance, to a friend for \$1 that was marked to sell at \$1.50, or again, he could get the regular selling price and only turn in \$1. The man who checks up the cash slips at night is enabled to know what price the articles should sell for by running over the prices and numbers that are written on the slip.

The duplicate slip is handy and accurate in the recording of the sale of steel goods, paints, refrigerators, or any of the heavy goods.

The case of goods being returned for exchange, and the difficulty of some dealers in ascertaining the price that the goods sold for, should not trouble any merchant. All goods in a hardware store ought to be marked, and by so doing it protects both customer and dealer.

The method of marking goods in hardware establishments is principally by the use of characters for the cost price. The selling price is marked by letters which all firms are familiar with; such as X-B-L-O-C-K-H-E-A-D. Some object to marking the selling price on articles in plain figures for the reason that some regular customers expect a little lower price to be made them. As all reliable retail merchants wish to sell at one price, it is better to have a plain mark.

Price lists are important features in a hardware establishment. If a man from a distant city writes for prices, the quotations should be copied in a book for the purpose, and indexed. If orders are received, all that is necessary is to turn to the list book and find the prices quoted. This careful system is more valuable on account of the fluctuations of prices in the hardware market. Screw, bolt and other lists that are sent by manufacturers to retailers should be placed in a conspicuous place in the store for ready reference.

The display of goods to advantage hampers the thoughts of hardware men as much as anything else. About 15,000 different articles compose the stock of a well-regulated hardware store. The box system is the best way to show up the greater amount of goods. The box system is a series of drawers that slide in shelves, with samples of the contents disclosed to view on the outside.

The best way to get rid of undesirable or slow selling goods is to "put a price" on them. Every dealer knows what that means. The cut price on the articles can be widely advertised in the daily papers and it will not be long before the undesirable goods are turned into cash. The advantage of turning slow selling goods into cash can readily be seen. An article that sells for \$10 might be kept on the shelf for ten years in order to get a profit. If sold for \$8 here is the figuring. The money obtained can be placed into good goods. The other way of keeping goods ten years to make a profit will prove a loss in the long run. Figure buying three times a year, and in ten years the merchant would have turned his money over thirty times, and got a profit on the articles each of the thirty times.

The best, and, in fact, only, way to keep the stock of a hardware store clear

from dead stock, is to go through it and lower the prices. I know a firm who have invoiced certain articles for sixteen years. They would not bring \$10 now, as they are out of date. Years ago they should have been sold for cost or less, when the dealer saw it was dead stock. The cost for the lot was estimated to be \$50. Suppose the dealer had received \$50 cash. Turning it over in goods in his business three times a year would have been \$150, besides the profit on the new articles. It would have made a man almost worth enough to retire at the end of sixteen years.

One of the best systems for the listing of catalogues and price lists has been originated and is now in use by a firm in Columbus, O. Previous to the new system the hundreds of catalogues received from different firms were put into bins that were numbered. On a paper was written the article which the catalogue gave the price and description of. A great many manufacturers make more than one line of goods. Some make planes, rules and other things, and these are listed in the same catalogue. The difficulty came in when the books were to be filed. The clerk did not know whether to put it in bin No. 3, that was under the heading of "planes" on the paper, or whether it should be classed as "rules." It necessitated the ordering of as many catalogues as articles delineated. Even then the catalogues were apt to be placed in the wrong bin after use, and would consequently get mixed up in a short time.

Catalogues for reference are now filed by this firm alphabetically and indexed in a book for the purpose. For instance, all catalogues from firms that deal in a special article like sporting goods are filed under the letter "S." The various lines they manufacture are entered in the index book. All the various articles that a firm manufacture are classified, and the names of the manufacturers are placed under various lines. Of course, an experienced buyer is supposed to know the firm that make a certain article, but this system is done as a safeguard, and for rapid and easy reference is unexcelled.

Annual Convention of Northern Michigan Grocers.

The annual convention of the Northern Michigan Retail Grocers' Association will be held at Grand Rapids on Wednesday and Thursday, Aug. 5 and 6, convening at 10 o'clock on the day first named. On the afternoon of the second day those in attendance will join the Grand Rapids retail grocers in celebrating their tenth anniversary picnic at Reed's Lake. Among the special topics already assigned are the following:

Mutual relations of grocer and fruit grower—Hon. Chas. W. Garfield, Grand Rapids.

The exemption laws again—Robert Johnson, Cadillac.

Co-operative buying among grocers—N. H. Beebe, Big Rapids.

Money in the potato business—Jess Wisler, Mancelona.

What steps should be taken to secure the re-enactment of the township peddling law?—Hon. C. K. Hoyt, Hudsonville.

My experience in shipping produce outside of Michigan—E. E. Hewitt, Rockford.

How the food laws should be enforced—Hon. E. N. Bates, Moline.

Is the basket branding law enacted by the last Legislature a desirable one?—John W. Densmore, Reed City.

The Grange and the P. of I.—What next?—John E. Thurkow, Morley.

Is it desirable to pay cash for produce instead of store trade?—J. H. Schilling, Clare.

Some rules which dairy and egg shippers should always observe—M. R. Alden, Grand Rapids.

The dead-beat—New thoughts on an old subject—W. D. Hopkinson, Paris.

It is not unlikely that this convention will witness a considerable change in the organization, a movement being on foot to enlarge its scope and change its name to the Michigan Retail Grocers' Association. The work of the organization has never been of a sectional character, and the Tradesman sees nothing to lose and everything to gain in the proposed change, inasmuch as such an innovation would give the grocers of Michigan a representative organization, the same as the druggists and hardware dealers of the State have in their respective associations.

As the Republican State Convention will be held at Grand Rapids Aug. 5, delegates to this convention can take advantage of the low transportation rates accorded those who attend the former gathering.

The Hardware Market.

General trade for June has been very fair in staple goods, but in a general way it has not been up to the average. Steel and wood goods for use in harvesting have been unusually brisk and in many lines jobbers, as well as manufacturers, have more than sold their product.

Wire Nails—The Association has reaffirmed the existing prices for July, which are \$2.65 rates at mill and \$2.85 rates from stock. The principal outside mills who were cutting prices have joined the Association, and it is believed that it is now stronger than ever and that it is able to hold the present figures during the remainder of the year if the management deem wise to do so. The jobbers of the country are anxious for the Association to reduce the price, but whether it will accede to the jobbers' wishes is an open question.

Barbed Wire—As the season is nearly over, prices are not as firm as they were and desirable orders are accepted at a trifle lower price.

Window Glass—Owing to the regular summer shut-down, an advance of 5 per cent. has been made and the present discount is 70 and 5 by the box and 65 and 10 by the light. Should there be any difficulty in arranging terms with the glass workers, so that the shut-down should extend into the fall months, we may look for still further advances, as the stock of glass in the hands of jobbers and manufacturers is not very large.

Steel and Wood Goods—Owing to the splendid crops everywhere prevailing, the demand for these goods has been unusually heavy. Stocks of cradles and rakes have been completely cleaned out, and the makers claim they have no more timber on hand out of which to make up more, and by the time they could get it ready the demand would be over.

Sheet Iron—Orders have been placed for fall shipments and the market is firm.

Bar Iron—Is firm, as all the iron mills are now closed down, waiting for an adjustment of the wage scale with the workmen. According to newspaper accounts, there is a good deal of feeling and it is doubtful if any easy settlement is secured.

Augers and Bits—A new discount has been adopted in this line and a uniform discount is now made of 65 per cent. The list on augers has been changed, which can be had from your jobbers for the asking.

Conduct business on business principles and it will yield satisfactory results all 'round.

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 KLAIP; 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.

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

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

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

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

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—STOCK OF GENERAL MERCHANDISE in exchange for 160 acres of finest hardwood timber land in Wexford county, Michigan, close to Grand Rapids & Indiana Railroad, and two mills valued at \$2,000. Address Lock box 45, Reed City, Mich. 61

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

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

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. 889

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 annoyances. Write

TRADESMAN COMPANY, Grand Rapids