

# MICHIGAN TRADESMAN

Volume XIII.

GRAND RAPIDS, WEDNESDAY, JULY 22, 1896.

Number 670

## FOR RENT

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

**D. A. BLODGETT.**

The.....

### PREFERRED BANKERS LIFE ASSURANCE COMPANY

.....OF MICHIGAN

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

Home office, LANSING, Michigan.

## Every Dollar

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

**TRADESMAN COMPANY,**  
GRAND RAPIDS.

### The Michigan Trust Co.,

Grand Rapids, Mich.

Acts as Executor, Administrator Guardian, Trustee.

Send for copy of our pamphlet "Laws of the State of Michigan on Descent and Distribution of Property."

### COLUMBIAN TRANSFER COMPANY

**Carriages, Baggage and Freight Wagons....**

15 and 17 North Waterloo St.,

Telephone 381-1

Grand Rapids.

**THE Grand Rapids FIRE INS. CO.**  
Prompt, Conservative, Safe.  
J. W. CHAMPLIN, Pres. W. FRED MCBAIN, Sec.

### COMMERCIAL REPORTS AND COLLECTIONS

Complete, Correct and Prompt Reports.

All kinds of claims collected.

**COMMERCIAL CREDIT CO., Limited,**

Widdicombe Building, Grand Rapids, Mich.

Save Trouble  
Save Losses  
Save Dollars

**TRADESMAN COUPONS**

### INTERNATIONAL ARBITRATION.

The good and peace-loving people in this country and Great Britain who have been urging for years past the adoption of an agreement between the two countries whereby all disputes arising shall be submitted to an international tribunal of arbitration for settlement have had their hopes rudely shattered by the publication of the correspondence which has taken place between the Governments of Great Britain and the United States on the subject. While this correspondence shows that both powers have indulged in many expressions of good will, and suggested plans of action, no scheme of practical arbitration has been proposed.

Practical statesmen have at no time seriously endorsed the arbitration idea, but the persistency of the advocates of universal peace has forced upon the Governments of this country and England a consideration of the matter, with such results as should have been expected, but which will, nevertheless, greatly disappoint the peace theorists.

The State Department has made public the correspondence which has taken place between the two Governments upon the subject of general arbitration. The correspondence contains a number of letters giving a full exchange of views. The only draft of a treaty proposed is one submitted by Lord Salisbury. The British Premier proposes that a certain class of disputes involving property claims, damages and territorial disputes shall be submitted to an arbitration tribunal composed of one British arbitrator and one American arbitrator, the two to select a third person to act as umpire. From the decision of this body there shall be an appeal to a tribunal composed of three supreme justices of the United States and three supreme justices of Great Britain, whose decision shall only prove final if it be either unanimous or arrived at by a vote of 5 to 1. Lord Salisbury expressly excepts all questions involving the honor of either country or the integrity of its territory. He also excepts the pending Venezuelan dispute.

Lord Salisbury's proposal, although described by Secretary Olney as a partial move in the right direction, is really meaningless, as it exempts from arbitration the very class of issues which, more than any other, are liable to cause international friction. It is clear that Lord Salisbury is no advocate of general arbitration. Such a proposition he considers Utopian. No country feeling sure of the righteousness of its position, and being able to maintain its claim, is at all likely to seek arbitration. Should a decision by an arbitration tribunal appear to be manifestly unjust, no country able to resist would submit, so that, even back of the arbitration idea, is the ultimate appeal to force. A tribunal without the power to enforce its findings is worthless. An international arbitration tribunal would be in just such a position; hence the reluctance of practical statesmen to adopt the plan proposed by the universal peace advocates.

### Mutual Relations of Jobber and Manufacturer.

There is certainly a better feeling existing between the manufacturers and their natural distributors, the jobbers, than ever existed before. The honest manufacturer believes that, if the jobber will distribute his goods to the retail trade and take the risk of collection, he ought to have full protection against the so-called semi-jobber and department store. He (the honest manufacturer) believes that the line between the jobber and retailer should be clearly and definitely drawn, and that any dealer who retails goods over the counter should be classed as a retailer, however many goods he may sell in a jobbing way. At the same time such manufacturers who protect the jobber in this way expect fair treatment to the extent that, everything else being equal, the goods placed on the market through the exclusive jobber should have the preference; and, in case a manufacturer completely ignores the rights of the jobber and persists in selling the jobber, the so-called semi-jobber or large retailer and the department store on the same cost basis, he should be "turned down" entirely by the trade and compelled to carry all classes of retail dealers (small as well as large). Another great help to our organization has been developed within the last twelve months, and that is the fact that a large majority of the regular retail dealers are convinced that the equality plan, as applied to sugar and coffee, is of vast benefit to the retailers as well as the jobbers, and that limited prices afford protection to all legitimate dealers, whether wholesale or retail, but invariably couple this assertion with the demand that the manufacturer should distribute his product through the exclusive jobber, and that the policy adopted by some of the manufacturers in selecting but a favored few retailers to sell direct is all wrong. The average retailer says to the manufacturer, "Sell all retailers direct or none." There is one matter that ought to receive the earnest consideration of every member of this association—I allude to the practice of selling all classes of goods delivered to certain towns other than jobbing centers. There are certainly "breakers" ahead on this point. How can you have two prices, one f. o. b., the other delivered? Can you afford to lose 25 cents to make 10 cents in order to get even with your neighbor? Consider this question.

ORRIN THACKER,

Sec'y Ohio Wholesale Grocers' Ass'n.

### Scarcity of Canned Lobster.

From the New York Commercial Bulletin.

Since the beginning of the season there has been a steady advance in the price of canned lobster, until at the present time quotations are 20 to 30c per dozen higher than they were a year ago, and about 80c per dozen above the prices ruling ten years ago. Lobster has been growing scarcer and scarcer along the Atlantic coast for years, in spite of legislation intended to perpetuate the species. Few lobsters are taken on the Massachusetts coast to-day, where formerly they were plenty, and the Maine packers have in many cases been com-

pelled to remove their base of operations to Canada in order to get sufficient supplies to fill the requirements of their trade.

The lobster packing interest is now centered in Prince Edward Island and adjacent points, and has been for several years. The fishing in waters near the factories now in operation has, according to report, grown smaller year by year, and the canneries are being supplied with raw material from somewhat distant points. As the fresh fish market offers, on the average, better prices than the packers can afford to pay, the latter are at a disadvantage, particularly as their facilities for transportation are not of the best.

The export trade in canned lobster has been gradually growing, and buyers on the other side seem to be willing to pay better prices than the Americans will give. Hence the bulk of the product is being exported direct from Canada to England and France, notwithstanding there is an active demand from American buyers, and every American commission merchant is reported to have more orders than he can possibly fill.

The large demand and the scarcity of fish so far have induced the Dominion Government to grant an extension of time for fishing. In the South, where, under the law, fishing should cease on July 15, it will be allowed to continue until August 1, and in the North, instead of shutting down on August 1, fishermen can continue to take lobster until the middle of that month. In view of the scarcity of fish, it is not expected that this extension will make much difference in the general result.

### Use Care in Making Shipments.

In view of the low prices prevailing on apples and potatoes, the Tradesman would warn the outside trade not to make any consignments of either staple to this market. Neither should any whortleberries be shipped here which are not thoroughly dry and merchantable, as off stock has to be sold to bakers and hotels for canning purposes and nearly always results in loss to the shipper. The caution regarding the shipment of unmerchantable berries applies with equal force to any goods not first class, as good stock is so cheap nowadays that neither the trade nor the consumer has any patience with shipments which are off quality.

An old circus man has been telling the Syracuse Courier some stories of P. T. Barnum. When the great showman exhibited in London he sent tickets of admission to all the clergy and to the Bishop of London and his family. His reputation as a philanthropist had gone before him, and it became necessary to establish a regular picket guard around him to protect him from annoyances in his hotel. The applicants for charitable donations would frequently get through the line and apply for donations ranging from \$100 to \$1,000. After the Bishop of London and his family had seen the show, the Bishop called upon Barnum and chatted with him some time. Barnum impressed him, as he did everybody, as being a big-hearted, amiable and brainy man. The Bishop, on leaving, took his hand and said: "Mr. Barnum, you are not such a bad man, after all. I hope to meet you in heaven, sir." "Well, you will—if you are there," replied Barnum. The answer was too much even for the Bishop, and those who heard it shouted with laughter.

## Bicycles

News and Gossip of Interest to Dealer and Rider.

Wheeling has become so much a part of the life of its adherents that it is now common to have a regular cycling wardrobe. The man who a year or two ago started out in long trousers, bound at the ankles with steel hoops, now has several complete outfits. A partly worn suit he will reserve for muddy weather, or for days when the clouds threaten rain. He will have other clothing for ordinary rides and long tours, and a fine suit for dress occasions, as when he rides out with women or goes to make a call on suburban friends on his bicycle. In addition he may provide himself with knickerbockers, coat and cap of crash for extremely hot weather. With a full complement of shirts, underwear, stockings and shoes, his cycling wardrobe may reach large dimensions.

A plan which may be found advantageous is to have a pair of ordinary trousers made of the same cloth as a bicycling suit. These trousers may be taken along on tours, and be worn at the hotel where one spends the night. Thus the rider may appear at the dinner table and on the piazza at night in regular street garb, without the trouble of having to bring an extra coat along. A waistcoat may well be made a part of this suit, for use in the early spring or late fall, or indeed in the summer, as nights are often cold in the country and especially in the mountains. However, many cyclists feel no hesitation in appearing at dinner in the ordinary country hotel or summer resort place clad in knickerbockers. The cycling costume is worn so much nowadays out of town, even when there is no intention of riding, that the tourist may well be pardoned for having no other with him. Of course, if he feels constrained to appear in dress clothes, he must send a valise by express.

One of the well-known bicycle lamps is supplied with a close-fitting cover of waterproof material. Not only does this keep out the dust and rain, but it protects one's coat from soiling if the garment is tied to the handle-bars when the lamp is fastened just below. These covers fit nearly every lamp.

The rule that in passing a carriage or another bicycle moving in the same direction wheelmen should go on the left side is an excellent one, but of course there are times when it is necessary to depart from it. It is a question of good judgment here and everywhere else on the bicycle. In passing a vehicle on the left a rider must always keep a sharp lookout, lest he come face to face with some one riding in the opposite direction who has turned to the right on meeting the vehicle. Obviously, the second rider, in such a case, would have the right of way, and the first one should slow down until he sees that his road is clear.

The difference of opinion between the advocates of single-tube or hose-pipe tires, and those who believe in double tubes, is likely long to continue. Those who became attached to the double-tube tire soon after pneumatic tires came into use are convinced that that style has decided advantages over the other. One of them remarked in casual conversation the other day: "I suppose I am conservative enough to

stick to the double-tube tire as long as I ride, though it is possible that something may occur to change my mind. I do not believe in those which are cemented to the rim, but in the detachable tire. I find that it is very easy to mend this, even if one gets a large cut, such as would make a hosepipe tire useless. I once ran over a sardine box and cut my tire open with a long gash. I took out the inner tube, put a patch on it, and sewed up the cut in the 'shoe,' and I rode 500 miles on that tire, just to see how thoroughly the work was done." Newer riders, as a rule, are inclined to favor the single tube, especially if they have once wrestled with the question of getting the inner tube out of a cemented tire and learned by experience what a difficult job it is. The ease with which a hose-pipe tire can be mended in case of a puncture is the strong point in its favor, for unless some serious mishap occurs, it is never necessary to take the tire from the rim.

Against the predatory cur which infests country roads, and with which the bicycle is not popular, the siren bicycle whistle is said to be an admirable antidote. A wheelman of this city who has taken many long trips about the country vouches for this. He has had an extensive experience with dogs, and bears a scar as a memento of one meeting, and he has tried about all the defensive weapons, from revolvers to ammonia squirts. Not long ago he was wheeling along a country road in the suburbs, armed with no protective apparatus, when he saw charging down the road a large dog, which was evidently coming his way with vicious intent. By long experience the bicyclist knew what the result would be—a crash, a tumble, and the necessity for new bicycle trousers if not for a doctor's services. In his despair he bethought him of his new siren whistle, which he had just bought, as a sort of rallying signal for a party of which he was to be one. Out it came, and through the sunlit air shrilled its weird notes. Ooo-oo-oo-aw-aw-w-w-ah-h-h-h-eee-eee-yip! The charging dog sat down on his haunches and slid along through the dust like a baseball player aspiring toward the home plate. Then, with a wild howl of dismay, he turned, leaped a fence, and fled across country. The bicyclist has tried his siren on other dogs since then, and it has worked to a charm.

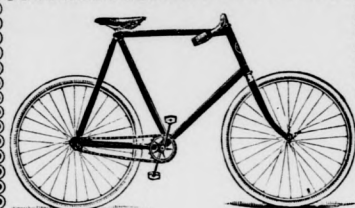
A Marquette bicyclist was riding along a country road when he saw a small animal in the path, and, as it showed no signs of turning out as he approached, he ran over it. It was poor judgment on his part, though, mighty poor judgment, for the animal was a porcupine, and when the cyclist took an inventory of the damage, he found his tire so full of holes that a sieve was nothing in comparison. He is more careful what he runs over with his new tire.

Grand Rapids has a wheelman who has a theory that an expert bicyclist should be able to collide with any object without falling over as a result of the collision. On this principle he goes about bumping into trees, fences, and walls, to the great edification and amusement of an interested public. His method is to get a good start and charge head on upon the obstacle. The impact causes the wheel to bound back, whereupon the rider endeavors to resume his course. About once out of four times he succeeds, to the unbounded amazement of the spectators. Naturally these performances are destructive to the machine, and he has outworn six bicycles in a year. But he is abundantly able to have a new one every week if he so desires. It is his ambition to find another man of similar tastes who will practice colliding with him. A straight collision between two wheels striking tire to tire, with a rebound, after which the riders should politely bow and calmly ride past each other, would be a feat, according to his belief, worth achieving.

The insignificant portion of the population which is content to travel about ingloriously upon its own feet has developed a new species of bicycle ailment, called by its victims the dodging mania. It results from a constant watchfulness for bicycles, and its chief symptom is a disposition to leap spasmodically to one side with a mad yell upon the approach of any object, from a furniture van to a pug dog. The distorted vision imagines every object, unless seen with the direct gaze, to be a wheel in full onslaught. In the light of day the sufferer is comparatively exempt from the trials and tribulations of this disease, but in the twilight, and particularly after dark, it afflicts him sorely. A lighted cigar in the mouth of a pedestrian simulates to his disordered eye the lamp of a wheel, and even a firefly may send him careening into the gutter in an agony of fear.

Labor will rid you of a great triumvirate of evils—irksomeness, vice and poverty.

Let the force of your own merit make your way and you will occupy a place next to a king.



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.

BUILD  
BUSINESS  
Y  
BOOMING  
BICYCLES  
BOUND TO WIN

## THE GARLAND

is the highest type of standard high grade bicycle. 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.



## PERSONAL TRADE.

## Side Lights on a Case Where a Young Man Won Success.

Correspondence Grocery World.

One day last week I stepped into the store of a certain grocer who does business in a beautiful town that nestles among the hills of Western Pennsylvania.

The grocer was on the sidewalk making a sale, and as he handed his customer some vegetables done up in a paper bag, I heard him say in a kindly way: "Now, if these are not just what you want let me know, and I will make it right for you."

The tone of voice and the manner in which he said this struck me at once. Thought I—there's a man who knows how to inspire his customers with confidence.

"You seem to have a pretty good trade here," I remarked, when he came in.

"Oh, yes; I'm doing fairly well."

"How long is it since you started business here?"

"It's only about six months."

"And how have you managed to build up such a business in that time?"

"Well, you see, I worked in a good many stores in town before setting up on my own account, and quite a few of my old customers followed me."

"Oh, I see; you had what is called a 'personal trade.' Tell me how you secured the personal trade?"

"Well, I'll tell you how: The last time I was out of a job I went around town till I found a store that carried a good, clean, up-to-date stock of goods, and said I to the boss, 'I'm looking for something to do, and I would like to come and work for you.'

"Oh, no," said he, "times are so hard that I have nothing for you to do."

"But," said I, "I'll build up a new trade for you."

"No, you couldn't; nobody could do that these times," he replied.

"Will you give me a chance and I'll show whether I can or not?"

"All right, then, you go ahead, and we'll soon see what you can do."

"So I went to work, and before long I was bringing in an average of \$1,000 a month of new trade, and some of my customers kept dealing with me for two years before ever seeing the store once. The boss had to get a new horse and a new wagon and a new clerk to attend to the delivery of my orders."

"How long did it take you to work up an average of \$1,000 a month of new trade?"

"It took me not much over four months to do it."

"What wages did you get to start with?"

"I started on \$30 a month, and at the end of the first half year I was drawing \$75 a month?"

"How on earth did you manage to get so much new business in such a short time, and how did you go about it, anyway?"

"This is how I did it: I would start out in the morning with my mind made up not to stop work until I got at least two or three new customers. I went from house to house, and when the lady answered the door I would address her politely, and ask her if she had any particular grocer that she bought from regularly. Then I would inquire if she was satisfied with the price and quality of the goods she was getting. While answering me, I would pull out a sample of some staple line, such as tea or coffee; quote a moderate price, and tell her all about the particular quality and flavor of the goods; how much to use at a time, etc. In this way I introduced my goods."

"You said a minute ago that some of your customers kept dealing with you for two years without knowing anything about the store. Now how did you get them to put such great faith in you?"

"Well, I made a point of giving them good goods and charging a fair price. Then, too, I kept myself posted on the nature and make-up of everything I sold, so that I could tell them all about my goods and how to use them. Once

an old lady of about sixty got annoyed when I tried to tell her how to bake with a certain brand of flour.

"Well, the idea of a boy like you trying to teach a woman who has been baking for forty years!"

"Ha! ha! ha! How did you get out of the scrape?" I inquired.

"Why, she had come from the country, you know, and she was telling me she couldn't make good bread with the city flour. I found she had been accustomed to winter wheat in the country and that the flour she was using in town was from spring wheat. I explained this to her, and showed her that the two kinds of flour required different treatment, and when she saw I understood what I was talking about she agreed to try my way of baking. Next time I called she said she had tried my plan, and that it made first-rate bread. Well, sir, that old lady went around telling the neighbors about the grocery clerk who knew how to bake."

"How long did you stay with your employer?"

"I stayed with him until he began to blow to a Baltimore traveler about the fine salesman he had, and when the traveler went home he told his firm about me, and they wrote to me and made me an offer to work for them, that is to represent them in my own town here. I accepted, and after working successfully for a time I bought this store I'm running now."

"Well done! Now, say, what do you think is the secret of success in the grocery business?"

"It's knowing how to select goods, how to test their quality, and their composition if possible. Many a grocer has to take the wholesaler's word for the quality of his goods, and others can't answer the questions of his customers in regard to the manufacture or ingredients of even staple lines; but I try to master all these things."

"Do you cut prices or offer special bargains at all?"

"No, sir. I get good prices all 'round, but I'll tell you what I do do: I buy very close, because buying right is half the business."

Just as we had finished the conversation, the door leading to the kitchen opened, and in stepped a trim, tidy and business-like little woman. There, thought I, there is one element of success in the grocer's business that he said nothing about.

## Fraudulent Fruit Label.

From the California Fruit Grower.

The wisdom of the action taken by the Manufacturers' and Producers' Association of California in adopting a trade mark for all California fruit products is again vindicated and emphasized. A fraudulent fruit label has been handed us which is evidently a stock label, fairly well executed in four colors, red, yellow, black and blue. The chief feature is a picture of two red peaches, highly colored, with a background of green leaves and the word peaches in small black type below the fruit. The lettering on the main part of the label reads "Yellow Free Peaches, packed by Milton Packing Company, Elko, Cal." The word peaches is in large red letters. Our California readers need not be told that there is no such place as Elko in this State and no one has ever heard of the "Milton Packing Company." The writer is reliably informed that "peaches of Baltimore, '05 pack, were offered in Kansas City June 9, 1896, under this label at 90 cents per dozen." Close inspection reveals the fact that the label itself is printed in Baltimore and bears the imprint of a Baltimore label company. There is but one practical remedy for this trouble and that is the universal use of a general trade mark by our fruit packers, canners and others who deal in California products. The necessity for vigorous action in regard to this matter must be apparent, and we refrain from appealing to all concerned in it on the ground that their own interests, as well as the good name of the State, are involved and such appeal ought to be entirely unnecessary.

Everything in cigars at Bushman's.

## Empty Berry Crates.

The board of managers of the Joint Traffic Association, in a recent circular, recommends that it be permissible to return empty berry crates free of charge under the following conditions:

1. When they are returned in the refrigerator or ventilated car in which they were received.
2. That they be treated as a part of the empty car.
3. That they be not waybilled.

4. That no bill of lading or receipt be issued therefor.
5. That no risk be assumed by the carriers therefor.

Braggadocio is a drag upon the opportunities for success of every braggart.

A man reckless in his talk about others is liable to be reckless with other people's money.

## ELEGANT FIXTURES CHEAP

Have closed out a stock and will sell the following nearly new fixtures, polished oak and glass. Speak quickly.

Cigar and Tobacco Case, 2 x 6 x 8½	\$35.00, cost \$65.00
Wall Case for bread, cakes or fancy goods, 2 x 4 x 8½	20.00, cost 35.00
Show Case, heavy glass and oak, 2 x 2 x 10	8.00, cost 19.00
Cash Register, full nickel case	40.00, cost 125.00
Refrigerator, an elegant thing, 2 x 4 x 10	50.00, cost 125.00
Coffee Mill, as good as new	25.00, cost 75.00
Counter, containing 10 large canisters	65.00, cost 190.00
14 Tea and Coffee Canisters	35.00, cost 112.00
16 Spice Canisters	24.00, cost 56.00

R. T. McNAUGHTON, JACKSON, MICHIGAN.

JESS

JESS

PLUG AND FINE CUT  
TOBACCO

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

MUSSELMAN GROCER CO.,  
GRAND RAPIDS, MICH.

JESS

JESS

A Great Big  
Game of Bluff

An attempt to undermine values and mislead the retail trade of the State in regard to the condition of the tea market has been made lately by firms which certainly ought to be above this kind of business.

One of the largest importers of Japan teas in the country informs us that 85 per cent. of all their orders taken this year run to teas which will be retailed under 50 cents a pound.

The heaviest demand is for teas costing the retailer 16 to 19 cents, to retail for 25 cents. We are not loaded up with high-priced teas and do not have to misrepresent values to sell our teas.

We claim we can undersell any firm in Michigan for value received and nothing would give us more pleasure than to prick the other fellow's windbag by showing up our values against his or those of any one else in the tea line.

We have a line of nibs at 10, 13 and 15 cents and an elegant one at 22 cents. We have a line of leaf laps, from 11 cents up to 20 cents, which we will cheerfully sample against all competition.

We repeat quotations on Bon Ton Cheese at 6¼ cents; Fancy Lemons, 300's, \$2.75; Extra Fancy at \$3.25; Corn Syrup in barrels at 12 cents; Pure Lard, 50 pound tins, 4¼ cents; Sugar Cured Hams, 16 lb. average, at 8¾ cents; 10 to 12 lb. average, 9½ cents; Shoulders, 4¾ cents; Picnic Hams, 5¾ cents; Family Pork, \$7; Short Cut Pork, \$7.25.

Cash with order in current exchange.

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



## Around the State

### Movements of Merchants.

Holly—W. A. Tutte has sold his drug stock to Curtis E. Humphrey.

Harbor Springs—J. Fitch has sold his grocery stock to A. Carpenter.

Buchanan—Corey & Davenport succeeded Corey & Sons in the meat business.

Grand Blanc—Salisbury & Cross, grocers, have dissolved, E. J. Cross succeeding.

Big Rapids—J. F. Neubecker, meat dealer, has sold out to Chas. Winebriener.

Sault Ste. Marie—Case & Ellis are building a block of five stores on Ashmund street.

Edwardsburg—J. D. Bean succeeds J. W. Bean & Son in the drug, paint and oil business.

Kalamazoo—Will Burland has bought the grocery stock of Frank C. Friend, 108 Portage street.

Three Rivers—Thomas A. Harvey has purchased the grocery stock of George R. Morton.

Belding—John C. Cremin, dealer in dry goods, groceries and notions, has removed to Saranac.

Munising—McDougal, Smith & Co. are nearly settled in their new \$4,000 stone store building.

Sand Beach—Geo. Merrill, of Crosswell, has purchased the Dorr House and is looking for a tenant.

Leslie—Wm. G. Withrow has purchased the furniture and undertaking business of J. A. Handy.

Hancock—W. A. Washburn & Co. succeed L. H. Richardson in the men's furnishing goods business.

Fenton—Cook Bros., druggists, have their store in shape again after the fire, which smoked them up badly.

Newberry—The M. R. Manhard Co., Limited, is collecting material for the erection of a new hardware store.

Owosso—C. H. Currey's grocery stock is now in the hands of W. J. Gould & Co. by virtue of a chattel mortgage.

Wayland—H. J. Slade has purchased the commission and seed business of J. H. Tanner and will continue the business.

Sault Ste. Marie—H. H. Harrison, jeweler, will soon move into his new store building, which is nearly completed.

Ann Arbor—C. A. Maynard and Chas. H. Cady, have consolidated their grocery stocks under the style of C. A. Maynard & Co.

Munising—Smith & Latham will open a hardware store here in a few days. They purchased the stock from Morley Bros., of Saginaw.

Sault Ste. Marie—Wood & Thoenen have built a new warehouse to accommodate their increasing stock. The two Charleys are hustlers.

Plymouth—The drug firm of Hunter & Park has been reorganized under the name of George W. Hunter & Co. Mr. Park will go on the road.

St. Ignace—Walter G. Wing has sold a half interest in his grocery stock to Charles Brown. The new firm will be known as Wing & Brown.

Scottville—Isaac Chinnery has sold his grocery stock to John Hunter, formerly connected with the general firm of Reader Bros. & Hunter.

Greenville—J. M. Netorg has removed his dry goods stock to Albany, Ind., where he will embark in business in a store building now in process of erection.

Sault Ste. Marie—S. Zeller has opened a new drug store.

Detroit—Frank Pingree and E. L. Smith, of Pingree & Smith, are traveling through the Eastern market with a view to getting up a line of samples for the spring trade.

Newberry—The M. R. Manhard Co., Limited, has purchased the store fixtures of the defunct hardware house of Emmons Bros., Marquette, for use in its new building when completed.

Jackson—J. G. Benton has purchased the grocery stock of L. D. Bronson on Mill street. Mr. Bronson, who has been in the grocery business at that place for ten years, will remove to his farm.

Milford—James G. Padley has retired from the drug firm of Warren, Johnson & Padley. The business will be continued by the remaining partners under the style of Warren & Johnson.

Kalamazoo—Mrs. L. B. Gilmore has uttered a trust mortgage on her ladies' bazaar stock to V. T. Bark for \$1,651 to secure the Home Savings Bank, Corl, Knott & Co., and Cornelius Miller.

Detroit—C. E. Smith, of the C. E. Smith Shoe Co., is in Boston for a six weeks' stay in and around that city. He will combine business with pleasure and take a vacation at the same time.

Detroit—Not the least attractive placard for a soda water fountain is the one prominent in Alvin E. Holt's drug store: "When 'Betsy and I are out,' I take her in for a glass of soda water."

Manton—The grocery store of Olof Brink was closed July 14 under mortgage by the I. M. Clark Grocery Co., of Grand Rapids. The stock has since been removed to the grocery store of J. H. Williams & Co.

Kalamazoo—Miller & Ryder, coal and wood dealers, and W. F. Winterburn & Co., dealers in flour and feed, have merged their businesses under the style of the Miller, Ryder & Winterburn Co., not incorporated.

Benton Harbor—Dr. J. Fabry has moved his drug stock into larger quarters and has taken in Harry Weber, a cigar and tobacco dealer, who will have a position in the store and look after that branch of the business.

Detroit—Birrell, Clifton & Co., dealers in house furnishings at 102 and 104 Michigan avenue, have uttered a bill of sale of their stock to Boyd, Harley & Co., of Philadelphia, for \$42,000. The firm comprises Ralph S. Birrell, William Clifton and Henry W. Ewing.

Munising—A. J. Manley, of Escanaba, is about to open a hardware store here. Mr. Manley is an old hardware man, having managed the hardware business of Dineen & Manley, at Escanaba, for several years until two years ago, when they sold out to E. Olson & Co.

Kalamazoo—W. C. Hoyt has purchased a block of stock in the Kalamazoo Interior Finish Co. and has been elected Secretary and Treasurer. The company was incorporated January 1. The officers are as follows: President, W. H. Shannon; Vice-President, E. D. Bixby; Manager, Louis Larsen.

Bay City—The retail clerks of Bay City have issued another appeal to the public asking that no purchases be made after 6 o'clock in the evening. They say that it is inhuman and unnecessary to ask clerks to work such long hours as at present and that the retail clerk to-day has no time in which to get acquainted with his family.

Detroit—Simon Lewis, shoe dealer at 102 Randolph street, was recently arrested on a capias charged with buying

\$740 worth of shoes from C. & L. C. Keith Co., of Campello, Mass., when he knew he was unable to pay for them. He gave bail for his appearance and says he will immediately commence suit against the Eastern firm for false imprisonment.

Lapeer—The shoe store of White & Hevener was entered last week. The proprietors were away attending a wedding and the thieves took their time to it. The goods were hauled out of the drawers and scattered about the store. An attempt was made to get into the big safe, but it was unsuccessful. Several people found new shoes in their back yards, where the thieves had, apparently, tried them on and left them because they were too small. It is thought to have been the work of tramps.

Decatur—The Fruit Growers' Association of the peach belt proposes to enforce the package marking law passed by the last Legislature and has secured the arrest of John B. Barron, of Fennville, for the purpose of making a test case. The manufacturers of fruit packages have ignored the provisions of the act and failed to mark the capacity on each package made by them as required by the law. The largest growers and shippers of fruit are strongly in favor of the enforcement of the law and the result in the present case will be watched with much interest.

### Manufacturing Matters.

Turner—Myron Eymmer is building a small sawmill.

Bay City—The Michigan Box Co. has put in machinery for the manufacture of bicycle stands.

Bay City—The Hitchcock Lumber Co. has started its mill for the season, having secured a large log-sawing contract.

Muskegon—Edward L. Brown has purchased the interest of E. F. Thatcher in the Muskegon Lock Co. and will assume the active management of the business.

Bessemer—The Tilden mine is working only a fraction of its normal support, and several other Gogebic range mines have reduced forces greatly in this month.

St. Ignace—The Danaher-Melindy Co., of Dollarville, has completed its lumber dock and is now filling it. Hereafter it will ship its product by water from this point.

East Tawas—The Holland-Emery Lumber Co. has 25,000,000 feet of lumber piled on its docks and has suspended operations at its mill until some of the stock can be moved.

Evans—M. N. Streeter & Co. have sold their general stock to M. B. Mills, who will continue the business at the same location. Mr. Mills hails from Wisconsin, where he was formerly engaged in trade.

Muskegon Heights—The Enterprise Foundry Co. has merged its business into a stock company, with an authorized capital stock of \$10,000, of which \$4,600 is paid in. The stockholders and their holdings are as follows: Ed. J. Sherwin, 225 shares; W. H. Miles, 225 shares; Wm. B. McLaughlin, 10 shares; Ed. J. Sherwin, trustee, 540 shares.

Norway—In the Menominee range reductions have been made by the Penn Iron Mining Co. at this place and at some of the other properties. On the Mesaba range mining matters have grown dull and much smaller forces are being employed than were worked earlier in the season. Considerable cuts in working forces have been made at sev-

eral Marquette range properties, and the Vermillion range in Minnesota, which is controlled by the Minnesota Iron company, is the only district where comparatively full forces are being worked.

Bay City—The examination of Reuben H. Sayers, General Manager of the Rose City Manufacturing Co., at Rose City, on the charge of alleged false pretenses, preferred by Clifford F. Lovell, manager of Romer, Lovell & Co., is now in progress. Mr. Lovell testified that Sayers bought goods to the amount of \$1,445 to go to the Rose City store, and that he represented that a Mr. Bisbee was going to put \$7,500 into the business; that later, when witness asked Sayers for the money, he said that the money with which he expected to pay the bill had been used for other purposes.

Ironwood—The greatest retrenchment made by any of the big mining corporations has recently been put into effect by the Metropolitan Land and Iron Co., owning and operating the Norrie, East Norrie and Pabst mines at this place, practically one mine, and which have produced about 1,000,000 gross tons of ore per annum for the past five years. At the properties of the Metropolitan company, after two reductions of the working force, the mines are now practically closed, and 1,800 men are out of work. How long this condition will last cannot be said, but it is very probable that the action taken by the Metropolitan company will convince some of the leading ore-consuming firms that the Bessemer pool is very much in earnest in its intention to maintain the schedule of prices adopted last winter and that there may be a little more freedom in purchasing ore by the parties who have been buying only for immediate requirements.

Ishpeming—The iron ore situation does not improve in any way and the activity in politics promises to make matters worse rather than better. Some of the mines outside of the Bessemer pool, including a few producers of bessemer ores and a number of miners of non-bessemer close to the bessemer limit, are fairly busy and are employing good forces, but nearly all of the big mines—the "old reliables" which have furnished employment in the past when weaker neighbors were forced to suspend work—are cutting forces and reducing ore shipments sharply. The ore supplies at Lake Erie are now very large—nearly as large as can be accommodated by the docks and shipments for the balance of the season will be governed largely by the movement of ore from the receiving ports to the interior furnaces. The situation is a waiting one all around and, while it is practically certain there will be more or less revival of business in the fall, rendered imperative by the necessity of the furnaces obtaining ore supplies for the winter, the outlook for the season is not promising and for the next six weeks there is every reason to apprehend a condition of stagnation.

Don't sleep with eyes facing the light. A test by closing the eyes when facing the light quickly shows that the strain is only lessened, not removed, and the interposition of an adequate shade is as grateful to the shut eyes as when they are open. It is sometimes necessary in a small room to have the bed face the window; but even then, by means of shades rolling from the bottom instead of from the top, the window may be covered to the few inches left free for the passage of air.



## Grand Rapids Gossip

Edward B. Downing and H. H. Leffingwell have formed a copartnership under the style of Downing & Leffingwell and opened a grocery store on North Coit avenue, near Plainfield avenue. The stock was furnished by the Worden Grocer Co.

The John Waidelich meat market, at 59 South Division street, has been purchased by R. L. Bliss, who also conducts a meat market at 708 Wealthy avenue. He will continue the South Division street market under the management of Mr. Waidelich.

Flanders Bros., who recently engaged in the grocery business on Plainfield avenue, have closed out their stock and retired from trade, having reached the conclusion that it is not possible for two families to live from the proceeds of a business which had only \$200 capital at its inception.

John Snyder has sold his grocery stock at 327 Grandville avenue to John Hartger, who will continue the business at the same location. Mr. Snyder has purchased the grocery stock and fixtures of Chas. K. Gibson, at the corner of Cherry and Packard streets, and will remove them to West Bridge street in the course of a few weeks and re-engage in the grocery trade.

Wm. P. Granger has resigned the position of President and Manager of the Grand Rapids Packing & Provision Co. and will assume the local management of Swift & Company's business here August 1. Mr. Granger is succeeded as Manager at the Packing & Provision Co.'s by Chas. S. Robinson, who has been identified with the corporation ever since it was organized and the business established.

The annual picnics of the grocers and butchers of Grand Rapids, which will be held at Reed's Lake Aug. 6, promises to be the largest event of the kind ever witnessed here. A movement is on foot among the bakers to bring about the closing of their places of business also. This would appear to be good policy on the part of the bakers, as they would have little business with the grocers and meat dealers closed.

The local manager of the Bell telephone monopoly recently asserted that the Bell people had taken enough money out of Grand Rapids in the past ten years to warrant them in spending \$100,000 now to crush the competition of the local company. This may be good business but it is not so regarded by people who were compelled to submit to the wretched service and extortionate charges of the Bell institution for fifteen years.

The Standard Oil Co. is erecting a brick office building at its works on Butterworth avenue. The building is 20 x 40 feet in dimensions, one-story and mansard roof, fitted up with a commodious vault and all the modern conveniences. This is in line with the general policy of the company all over the country in having the office adjacent to the works, so that the numerous questions which arise at the works can be answered without recourse to a telephone. It is expected that the building will be completed by the middle of September.

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

### Purely Personal.

Frank P. Merrill, the Ithaca furniture dealer, is spending a month in New York City.

H. W. Weber, a West Bay City hardware dealer, is making a tour of the Upper Lakes.

The First State Bank of Mendon will be ready for business by August 10. Frank Wolf will have charge.

Rev. John Heritage, formerly pastor of the Wealthy avenue Baptist church, now conducts a picture and picture frame store at 3522 Cottage Grove avenue, Chicago.

Chas. S. Wright, for the past year behind the counter for Wright & Friend, general dealers at Hudson, is spending his summer vacation attending the Grand Rapids Business College.

R. G. Ferguson, a former hardware merchant of Sault Ste. Marie, has made a tour of the West as far as the Coast, prospecting in a business way. He is favorably impressed with Spokane Falls, Washington, and may locate there.

D. E. Minor and E. L. Bullen have formed a copartnership under the style of Minor & Bullen and engaged in the practice of law here, having offices at 27 and 29 New Houseman building. Both gentlemen are graduates of the Law Department at the University. They will make a specialty of commercial law and collections.

John C. Bonnell, Manager of the Grand Rapids end of the Standard Oil Co., has returned from Plainfield, N. J., where he spent a couple of weeks with his venerable father, now 92 years of age. The old gentleman is still hale and hearty and in possession of all his faculties and confidently expects to live to pass the hundred mark.

Wm. Judson, Treasurer of the Olney & Judson Grocer Co., has been elected a Director of the Old National Bank, to fill the vacancy caused by the retirement of Martin L. Sweet. Mr. Judson is a gentleman of exceptional ability and discriminating judgment and will make his mark in his new field, as he has already done in several other avenues of business activity.

A. M. Todd, the well-known peppermint grower and dealer, purchased 1,400 acres of marsh land near Fennville last year, since which time he has cleared 1,000 acres of the tract and planted English peppermint plants, involving an expense of about \$30,000. Mr. Todd has recently invented and constructed a machine for catching grasshoppers, which are a serious menace to the peppermint crop, by means of which he is able to depopulate the grasshopper world to the extent of five bushels per day.

### Flour and Feed.

At this season of the year the mills usually have a strong demand for flour. So far as local trade is concerned, there is no exception to be noted, but with the outside trade, while there is some new business coming in from the Eastern buyers, the volume of trade is far from satisfactory.

The change from the old to the new wheat crop this year was begun about ten days earlier than usual, as the wheat was harvested early and the grain, being dry and in perfect condition, has been fit to grind promptly. The city mills have kept a good supply of old wheat on hand and the change here will be very gradual.

Mill feed is quiet and, as prices have been worked down to a fuel basis, we

do not look for any further decline. It is reported that several of the larger mills in North and South Dakota are able to use their bran for fuel at a slight saving on the present basis of the market, the freight, cost of package and selling being nearly equal to the net amount to be obtained on Eastern markets.

The market for ground feed, although unchanged for the week, is very strong at present quotations, both corn and oats being very strong and slightly higher.

WM. N. ROWE

### The Grain Market.

There was no animation in the wheat market during the past week, although the exports were nearly 3,000,000 bushels and the receipts (notwithstanding the early harvest) were not very large. Owing to the large gold exports, the investors were very careful, resulting in lower prices. How long this will continue we are unable to say. The reports regarding the yield do not improve and it looks as though the average yield would not be more than nine bushels per acre—rather small for the good promises earlier in the season. The price of wheat ranges about 1c higher than one week ago.

Corn, although the outlook is good for an enormous crop, advanced about 2c per bushel. The same is true of oats.

The receipts during the week were: wheat, 51 cars; corn, 9 cars; oats, 7 cars—about the usual amount.

C. G. A. VOIGT.

### Two Types of Traveling Salesmen.

Stroller in Grocery World.

A salesman came to me the other day as I sat in a retail grocery store, and for about fifteen minutes poured into my ear a tale of deepest woe. Business was slow, he wasn't getting any orders, the people he was selling to weren't paying their bills, he wasn't making enough to support his family, and so on. I was sorry for the poor fellow; he looked as if he hadn't slept for several nights.

"Why, the darned grocers are getting so they don't even treat me decently!" he said. "They don't have to buy of me, but there's no reason why they should spit on me. I've been to six places to-day. I didn't get an order, and all but one man turned me down as if I was a tramp." The poor fellow's voice broke as he finished.

I sat there, and looked at this salesman as he talked. After I had looked a minute, I began to see light on his failures. He wasn't a prepossessing object as he sat there. To begin with, he wanted a shave—wanted it badly. He had on literally the dirtiest collar I ever saw. It was limp and saturated with yellow perspiration. The necktie he wore had once been black, but it was gray now and badly soiled. His clothes were in perfect harmony with the rest of the outfit, and so was the hat—all dusty, dirty and creased.

I looked at the fellow's hands. They were dirty, with nails long and black. I didn't wonder that grocers turned him down like a tramp. I've seen many a more respectable looking man patrolling the highway.

"Whom are you with?" I asked.

He gave me the name of one of the best houses in Philadelphia.

I made up my mind to do this salesman what I considered a good turn. At least, under the same circumstances, I would have considered it a good turn. I told him how he looked as kindly as I could, but I thought he'd bite my nose off before I got through.

"My dear man," I said, "I hope you'll take what I am going to say as it's meant. I assure you I have only the best motives in the world."

The salesman looked surprised.

"I honestly believe," I went on, innocently, "that you pay too little attention to your dress. If the truth is told,

you're not neat. Grocers may be careless themselves, but they like to be visited by neat salesmen, all the same. Now, if you'll—"

"Well, I think you've got the biggest nerve I ever saw!" broke in the salesman. "I come to you for a little sympathy, and you begin to run down my clothes!"

That's the way he took it.

"Oh, no, I'm not," I said, "I'm only doing the best I can to help you out of your hole."

"I can't help my poor clothes, can I?" he said, in an injured way.

"No," said I, "but you can keep them brushed and decent, at any rate. This has all the influence in the world with a grocer."

When I got through with the little sermon, the grocer entered. The salesman was waiting to see him, and he tackled him for an order at once.

"Nothing to-day! Nothing to-day!" said the grocer, brusquely. And the poor salesman went out.

After he'd gone, the grocer came to me.

"Will you answer a question?" I asked.

"On politics?" he said.

"No," I said. "Why didn't you buy of that fellow?"

"When you come right down to it," he said, "I suppose I hadn't any real good reason, for I need some goods in his line. I believe my chief reason was because somehow I don't like his looks. He's dirty. He doesn't make a good impression on me."

Is it any wonder that the poor fellow had been turned down "like a tramp" so often?

I know a salesman who goes to precisely the opposite extreme in the matter of dress, and he probably loses as much trade by it as the salesman I've just been talking about.

This second salesman, for one thing, invariably wears a high silk hat and gloves, and his clothes are in the height of fashion, his collar the highest, and his general get-up fitter for Chestnut street than for the small country grocery stores where he goes.

I was in a little store once when this fellow entered to solicit an order. He didn't get it. When he'd gone the grocer confided to me that "he didn't buy from no blame dudes." And I happen to know that that man has lost slathers of trade that he'd have captured if it hadn't been for that high hat. When he springs it on a grocer in a small country town, the effect is not favorable to his success. Some day I'm going to ask him why he doesn't sit on it.

### Failure of J. C. Farrell, of Hastings.

J. C. Farrell has assigned his clothing and furnishing goods stock at Hastings to Hon. P. T. Colgrove, whose experience as an assignee and record as an attorney are a sufficient guarantee that the estate will be handled to the best possible advantage. The appraised value of the assets is \$3,700. They cost \$4,700. The liabilities are \$4,335.83, divided among seventeen creditors in the following amounts:

Hastings National Bank, Hastings,	\$1,000.00
Cushing, Olmstead & Snow, Boston,	424.90
Stanton & Morey, Detroit,	296.63
Meir & Schuchardt, Detroit,	6.60
M. Kolb & Son, Rochester,	658.50
H. H. Cooper & Co., Utica, N. Y.,	1206.17
Troan Shirt & Collar Co., Troy, N. Y.,	125.76
P. P. Argersinger & Co., Johnstown, N. Y.,	36.00
Wire Buckle Suspender Co., Harrisburg, Pa.,	45.82
Lyon Bros., Detroit,	41.33
Kempner & Lewin, Buffalo,	155.75
Arnold & Daniel Co., Philadelphia,	23.50
The Duck Brand Co., Chicago,	37.75
Cohn Brown & Co., New York,	30.00
Rosenblatt Bros., Cleveland,	31.12
Frank Cowan, Ovid,	145.00
Ohio Suspender Co., Mansfield, Ohio,	41.00

Parental authority is rapidly losing ground in European codes of law. In France the formalities for dispensing with parents' permission in marriage have been simplified and the age up to which it is required reduced, and now Germany has cut down the age up to which parental assent is needed to 21.

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



## Hardware

### Relation of Sports and Sporting Goods to the Hardware Dealer.\*

"Sports" may be classified in various ways; for instance, the term may be applied to the various modes of amusement, as hunting, fishing, yachting, athletics, etc. Then, too, the same might be applied to those individuals who take an active part, physically, in athletics or the like for purpose of capturing a prize or distinction. Then there are those who take an active part and interest simply for amusement's sake. The term "sports" may be applied to a class of individuals of whom it would be impertinent to speak in this connection. Of course, I cannot imagine that any one connected with this Association would come under this class.

It is not my purpose to dwell on this subject as applied to individuals; but, rather, to the various modes of amusement referred to and their relation to the retail hardware trade.

That it is profitable for a retail hardware merchant who handles a line of sporting goods to interest himself and take an active part in such sports as hunting, fishing, bicycling and the like cannot be denied. It brings him in touch with a class of people with whom it is pleasant to do business, so that he comes to know what they want, and, when satisfied, they show their appreciation by making his store their headquarters, and, in consequence, open for him another channel of trade, which is both desirable and profitable to the dealer.

To develop this sort of trade, one who is handling firearms and fishing tackle should occasionally take a day or two off, don hunting garb, shoulder one of his best new guns and go out with his friends for a good time, even though no game is bagged. Of course, you should have a good supply of ammunition, and see to it that your ammunition does not consist alone of powder and shot. A suggestion of this sort is unnecessary to men of hardware experience.

If you handle carriages, support a good turnout. If you handle bicycles, ride the best one yourself. Take an active interest in whatever you have to offer the public. You can afford to do so, for such a manifestation of interest tends to broaden your scope of acquaintance; to make friends; to better qualify you as a salesman and purchaser in your respective lines; enables you to speak more intelligently about the various inventions and the latest things in the market.

These suggestions, no doubt, are neither new nor interesting, perhaps, but my purpose in offering them is to impress the fact that one should not grow indifferent to those arteries of trade upon which he even in part depends. He must not take the liberal patronage he enjoys as a matter of course, but he should demonstrate his interest and encouragement in those factors which stimulate his business and tend to make him more popular and his store better known in that community from which he expects business.

That one should develop the relation which exists between sports and the trade is important, not alone because it is remunerative, but for fully as good, if not a better, reason, that the man of tin and carpet tacks gets out from behind his counter and leaves for a time the harrangue of his disagreeable customers, to be tolerated by some one else. Thus free and at ease with the world, he comes into possession of new ideas, that tired feeling has left him and he returns to his business with more vim and energy, which well repays him for taking an occasional leave of absence. Our Association meetings are productive of much good in this respect. The only objection to them is that one might, possibly, get too much of some good things, after which a day of recreation would be very desirable.

Another matter which I desire to briefly call your attention to at this time is articles in the sporting goods line of foreign manufacture, especially foreign made firearms. Every retail hardware man in this line knows how unsatisfactory it is to handle foreign made firearms, and particularly the low priced ones, which, it seems, are almost an essential to this line of trade. Whether our low priced class of firearms be of foreign manufacture or only so-called does not materially affect what I desire to say. These firearms are really, I believe, the most annoying thing in the entire line of sporting goods that we have to contend with. For instance, to-day I sell a customer a gun which, apparently, is pretty good, at least safe to be discharged—to-morrow back comes my man with his gun. It isn't loaded, but he is and clear up to the collar. This means you must put on your iron face and take the charge. The trouble is the result of a weak lock-spring, or ill-fitting breach, or some other defect which is not noticeable while the gun is in the rack. To satisfy your customer is the next thing—to be sure he has a cheap gun, but still he expects it to be reasonably safe to discharge, and to this extent he must be satisfied. What is to be done is the question—it is a foreign-made gun and no duplicate parts can be had. Return the man his money and the gun to the jobber? That won't work, for the jobber expects you to keep it, you expect the purchaser to keep it, and to do this you must sacrifice your profit, and more perhaps. Still the man you have sold is not satisfied. This is but one instance of the objection to handling articles of foreign manufacture, and the same could be said of other things as well. American made goods, on the contrary, are far more satisfactory to both dealer and purchaser and it matters not of what quality or grade. Duplicate parts, repairs and the like can always be had and it is comparatively an easy matter to adjust the grievances of a disappointed customer.

As the demand for cheap firearms is increasing, and it is our business to furnish the public with what is demanded of us in our line, we ought to prevail on our jobbers to furnish American made goods. Could this be done, I think the great inconvenience and dissatisfaction now existing in the sporting goods trade would be remedied.

In conclusion, I will say that the relation between sports, as applied to the modes of amusement and the trade, should be more fully developed and encouraged, as all the paraphernalia and supplies necessary to their maintenance come properly within the hardware man's line of sporting goods. That such supplies should be American made, I think all retail men will agree; and, also, that this relation, when once developed, is profitable as well as pleasant and enjoyable, no one will deny.

#### Card from Mr. Levinson.

Petoskey, July 18—Referring to an article in your issue of July 8, headed "The Other Side of the Controversy," I wish to make a brief reply thereto:

In the first place, H. D. Taber is the father of Mrs. Levinson. The charges made against me by him (H. D. Taber) are absolutely false.

In the second place, I have letters in my possession written by Mrs. Levinson (H. D. Taber's daughter) which prove conclusively that the charges are false charges. In respect to Mrs. Levinson, and to stop further scandal, I prefer to refrain from publishing those letters. D. C. LEVINSON.

A Chicago man has just devised a scheme for manufacturing onion skin cigarettes. They are said to be particularly odoriferous, imparting a smell something between the aroma from a rendering establishment and a fire in a rubber shoe factory. They are guaranteed to cure the cigarette habit in one week.

No merchant can do without sleep, but it is a fatal error to allow his business to sleep.

### NO Advanced Prices on Tinware from Leonard's.

The attention of the trade is called to the strong combination of all tinware manufacturers, and to the usual advance in price, which is, of course, the object of all such combinations. In this connection Messrs. H. Leonard & Sons of this city formally announce that, owing to their orders being placed several months ago in anticipation of such a probable combination, they are receiving large shipments of **Stamped and Pieced Tinware** at the lowest prices ever made on these staple goods.

In consequence of this they will not advance their prices at the present time, and they invite the attention of all dealers to their quotations in this line. Should their catalogue not be at hand they will send one on request to regular dealers only.

## 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.**

## The Automatic Orchard Step Ladder



PATENTED APRIL 30TH, 1895.

Can't tip over.  
Safe, Strong  
and Handsome.

3,000 Sold in this  
State last year.  
Use no other.

A 4-legged tripod. A winner from the start.

**The Only Ladder** which adjusts itself to any unevenness in the surface of the ground.

**The Only Ladder** which does not require careful adjustment before use.

**The Only Ladder** which does not fall if one leg sinks down unexpectedly.

These ladders were made by the Priestly Wagon and Sleigh Co., but as they have gone out of business, we have bought what stock they had, and are closing it out at a reduced price. We now have on hand as follows:

30	5 feet long.
50	6 feet long.
50	7 feet long.

And will sell them at **15c a foot.**  
Get in your orders at once if you want any.

**FOSTER, STEVENS & CO.,**  
GRAND RAPIDS, MICH.

\*Paper read at the annual meeting of the Michigan Hardware Association by Fred W. Zimmerman, of Marine City.



## CAN YOU CASH A CHECK TO-DAY?

Written for the TRADESMAN.

This is an enquiry frequently addressed to country dealers in small villages where there are no banking facilities. When uttered by a regular customer whose purchases have been liberal, one may be glad to respond, to the utmost limit of available resources. The shipment of dairy products from towns within easy reach of a city market have, of late years, given rise to conditions that make checks almost the only medium of exchange, thus lessening the merchant's receipts of ready money. Some dealers who have a large retail trade, and who also buy and ship farm produce, often create a local currency famine by accepting checks from consigners, instead of having remittances sent in currency by express. This makes them short of cash with which to accommodate customers, and, consequently, they lose more or less trade, it going to a rival in the same place, or in another town which has better facilities for exchange.

As a general thing, it is not the dealer having the largest trade who keeps in reserve the most means of supplying the wishes of check holders, or of farmers who require small change for special emergencies. Any dealer desirous of serving the public, from whom he expects custom, will, by acting as an amateur banker, find it profitable to make some special effort to please even those who are not regular purchasers, provided he use due precaution as to the character of currency or checks offered. One sometimes gains a good customer by such courtesy, or at least the reputation of being an accommodating tradesman. Custom has made this one of the demands of a purchasing public, a demand that cannot be wholly ignored.

But, once in a while, one needs the skill of a mind-reader to detect the arts of a flimflammer or of the holder of a bogus check. They come, usually, at inopportune moments—perhaps when one's wits are woolgathering over some intricate commercial problem of profit and loss, perhaps when one of the many annoying incidents of business has unsettled clearness of intellect and the sentinel Common Sense has temporarily deserted his post. The artful money changer is more likely to succeed than the check-holder, since he disarms suspicion by a de facto purchase, which conceals subsequent artifice. This latter, if a stranger, may be treated as a bold fraud, because he can only be judged by the dealer's intuition of what an honest business man would naturally do with a genuine check. As he never would think of offering commercial paper in a strange place to one who had never seen him before, the policy to pursue is plainly evident. Urgent solicitation after refusal only verifies the probability of fraud. Yet we often hear of shrewd city dealers being taken in, even during banking hours, on the flimsiest pretenses, when the signature of the drawer, if genuine, would receive favorable consideration at any bank where the holder could be identified.

The relative position of the dealer with the public involves more than the mere selling of goods and the collection of debts. There are many incidental courtesies that help in building up and maintaining the volume of trade. Among these the willingness to accommodate customers in the matter of cashing checks and making change forms as important a part as the commercial

reciprocity or interchange of products, so necessary to profitable business in most rural districts. One may, at long intervals, encounter imposition and impostors; but they will but strengthen one's judgment of human nature, if haply they do not sour the temper toward those seeking legitimate business accommodation.

The chronic borrower, however, may well be omitted from the list of those deserving favors of the merchant. Even though he be a regular customer and settles accounts with uniform promptness, the dealer's profit is scaled down considerably. Such customers are not desirable and tempt one to prevarication in order to avoid importunities that can have no reasonable excuse. I have known men who carry comfortable balances at the county bank to impose on a good-natured dealer, in the matter of free loans, to an amount several times greater than their entire purchases at his store. For this class free banking privileges may rightfully be curtailed.

PETER C. MEEK.

## Work of the State Dairy Inspector.

Bloomington, July 16—You asked me soon after my appointment to outline the work I intended to do. The reply I made you was much different from what I can make now.

Mr. Storrs has left the plan of work entirely to my discretion. I commenced June 20 and have not had a letter from him since, and have not seen him. I congratulate myself and the Michigan dairymen that he is so lenient. I have been at Flint and conferred with Mr. Wilson, also with other active members of our Association, and am working under their suggestions and the ideas that I get by experience in the field.

I have met with a very cordial reception at every factory I have visited. My plan is to be at a factory early in the morning, inspect the milk as it comes in, take samples and test them by the Babcock tester. I find the patrons very sociable and much pleased to think that the State takes sufficient interest in their welfare to send a missionary among them. I am confident that good will result from it. I stay at the factory until the day's work is finished and give the manager such information and assistance as I am able to do. When in a town or city which has no Milk Inspector, I look after the local dealers. If any factory in the State wishes to have work done, either in inspection or instruction, by writing to the State Food Commissioner the wants will be attended to.

E. A. HAVEN,  
State Dairy Inspector.

## Objects to the Use of the Term.

"I have long wished that some one would start a campaign against the use of the word 'jobber,' as applied to the wholesaler," remarked an officer of a well-known St. Louis wholesale house. "Of course, the word is used in a perfectly legitimate sense, but it has other meanings, and the word wholesaler is certainly more dignified and euphonious. One of the definitions of jobber, given by Webster, is 'one who turns official relations to private advantage, hence one who performs low or dirty work in office, politics or intrigue.' The English language is flexible enough to obviate the necessity of using one word for such radically different purposes, and I should like to see the use of the word 'wholesaler' supplant the less desirable term."

## By Far Too Quiet.

"What made that young man stay so late?" asked the father.  
"We got to talking about the coinage question," said the fair daughter, "and did not notice the flight of time."  
"I don't think that story will do," said the old man. "People who discuss the coinage question make a lot more noise than you two did."

## 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 to 65-10
Plow.....	40&10

## BUCKETS

Well, plain.....	\$ 3 25
------------------	---------

## BUTTS, CAST

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

## BLOCKS

Ordinary Tackle.....	70
----------------------	----

## CROW BARS

Cast Steel.....	per lb 4
-----------------	----------

## CAPS

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

## CARTRIDGES

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

## CHISELS

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

## DRILLS

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

## ELBOWS

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

## EXPANSIVE BITS

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

## FILES—New List

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

## GALVANIZED IRON

Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75.....	

## GAUGES

Stanley Rule and Level Co.'s.....	60&16
-----------------------------------	-------

## KNOBS—New List

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

## MATTOCKS

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

## MILLS

Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, 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.....	75
Case 8.....	90
Case 6.....	75
Finish 8.....	90
Finish 6.....	10
Clinch 10.....	70
Clinch 8.....	80
Clinch 6.....	90
Barrel %.....	1 75

## PLANES

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

## PANS

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

## RIVETS

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

## PATENT PLANISHED IRON

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

## HAMMERS

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

## HOUSE FURNISHING GOODS

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

## HOLLOW WARE

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

## HINGES

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

## WIRE GOODS

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

## LEVELS

Stanley Rule and Level Co.'s.....	dis 70
-----------------------------------	--------

## ROPES

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

## SQUARES

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

## SHEET IRON

	com. smooth.	com.
Nos. 10 to 14.....	\$3 30	\$2 40
Nos. 15 to 17.....	3 30	2 40
Nos. 18 to 21.....	3 45	2 60
Nos. 22 to 24.....	3 55	2 70
Nos. 25 to 26.....	3 70	2 80
No. 27.....	3 80	2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.		

## SAND PAPER

List acct. 19, '86.....	dis 50
-------------------------	--------

## SASH WEIGHTS

Solid Eyes.....	per ton 20 00
-----------------	---------------

## TRAPS

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

## WIRE

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

## HORSE NAILS

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

## WRENCHES

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

## MISCELLANEOUS

Bird Cages.....	50
Pumps, Cistern.....	80
Screws, New List.....	85
Casters, Bed and Plate.....	50&10&10
Dampers, American.....	40&10

## METALS—Zinc

600 pound casks.....	6 1/2
Per pound.....	6 1/2

## SOLDER

1/2@3/4.....	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 15
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 50
14x20 IX, Charcoal, Allaway Grade.....	9 00
20x28 IX, Charcoal, Allaway Grade.....	11 00

## BOILER SIZE TIN PLATE

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

**Office Stationery**  
LETTER, NOTE AND BILL HEADS,  
STATEMENTS, TRADESMAN  
ENVELOPES, COMPANY,  
COUNTER BILLS. GRAND RAPIDS.

OTTO C. J. BERNTHAL

JOHN T. F. HORNBERG

## New York Electro Plating &amp; 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.





Devoted to the Best Interests of Business Men

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

ONE DOLLAR A YEAR, Payable in Advance.

ADVERTISING RATES ON APPLICATION.

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

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

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

E. A. STOWE, EDITOR.

WEDNESDAY, - - - JULY 22, 1896.

### RUSSIA IN THE FAR EAST.

The report that Russia has notified Japan to withdraw from Formosa is not worthy of the slightest credence, but, at the same time, it serves to call attention to the very aggressive policy being followed by the Czar's government in the Orient. By a recent agreement, Russia and Japan will jointly protect Corea, and both powers will maintain a small force in that country, each being obligated not to increase the force of occupation without the consent of the other.

Although Russia has consented to share with Japan the possession of Corea, she has tricked the island empire out of most of the fruits of the victory over China. With the assistance of France and Germany, Japan was compelled by Russia to retire from Manchuria, and from the fine strategical position on the Liao Tung peninsula. Russia has not hesitated to seize and hold for herself what she would not permit Japan to possess. China has been coerced into granting the right of way for the Russian Trans-Siberian Railroad to run southward through Manchuria and to reach the sea at Port Arthur. The use of this splendid harbor, which is open the year around, has also been secured by Russia, while China has been compelled to make other concessions, as, for instance, the fore-shore at Cheefoo.

While the course of Russia in the Far East is ostensibly injurious to Japan, its real menace is to the supremacy of Great Britain in the China seas. It is true that the British maintain at the present time a very formidable fleet in Chinese waters, being capable of competing with the French and Russian fleets in those waters combined. Notwithstanding this fact, however, Great Britain has made no move in opposition to the aggressions of Russia.

Japan, on the other hand, has stubbornly protested against Russia's course and, by stoutly contesting each foot of ground, has succeeded in forcing concessions from Russia and has materially restrained Russian greed. In the meantime, Japan is rapidly improving her navy and is buying many large ships in England. Within a few years the Japanese navy will be quite as formidable as any fleet Russia can maintain in Chinese waters. The time will then be ripe for the Japanese to make a combination with some Western

power, such as Great Britain, for instance.

It is impossible to suppose that Russia will be permitted to continue her encroachments upon China without ultimately drawing a warning protest from Great Britain. The English have done so much land-grabbing themselves that they can protest against such a course on the part of others with but a poor grace; but, once it is apparent that British interests are being threatened by Russia's ambitious movements in the Far East, there will be prompt protests, followed up by a demonstration on the part of the powerful British squadron now in Chinese waters.

### THE INCORRIGIBLE TURK.

Notwithstanding the narrow escape Turkey experienced a year ago of being driven out of Europe, her rulers apparently have learned no wisdom from the occurrence. There is not the least doubt that, had it not been for the jealousies existing between the great powers, Turkey would have been severely disciplined, if not dismembered. Fortunately for the Porte, but unfortunately for humanity, the powers distrusted each other so thoroughly that they were all unwilling to risk the chance of one or the other's reaping an important advantage from the discomfiture of Turkey. As a result, Turkey suffered no punishment for her crimes against humanity committed in Armenia.

The scenes which were enacted in Armenia are now being repeated in Crete, with this difference, that the Cretans are much less long-suffering than the Armenians, and are in active revolt against Turkish rule, and are making matters decidedly unpleasant for the Turkish troops. Unable to restrain their fanatical hatred of Christians, the Turks have seized upon every opportunity of plundering helpless communities, and the most atrocious murders have been perpetrated.

How long the powers of Europe will stand idly by and permit the Turks to commit such atrocious deeds it is impossible to say; but the outrages of the Ottoman power are none the less atrocious and the supineness of the powers is a blot on the civilization of the Nineteenth Century. A Government so corrupt and a rule so barbarous should not be tolerated in Europe, and the sooner it is blotted out the better. Such action would, of course, involve the dismemberment of the Turkish Empire, and the division of the spoils is the stumbling block. Russia would, of course, demand Armenia and Constantinople, and England would absorb Egypt, all the Turkish islands, and would no doubt also lay claim to Constantinople. France, Italy, Austria and Germany would, of course, have to be cared for in the division. The impossibility of making a partition which would satisfy everybody is the obstacle.

In the meantime the powers are seeking to protect the Cretans from some of the evil results of the present outbreak. If left to themselves, the Turks will crush out the revolt by wholesale reprisals and cruelties, in which neither women nor children will be spared. This must be prevented, and, if the Cretans decide to submit, the powers should see that they are humanely treated. As the provocation which led to the revolt was great, the insurgents are entitled to leniency. There must be no repetition of the bloody scenes enacted a year ago in Armenia.

### WEAKNESS OF OUR SYSTEM.

When the message of President Cleveland, in December last, on the Venezuelan question brought the country face to face with a possible foreign war, it was promptly made manifest that, even admitting that we had sufficient fighting material, there was absolutely no means at hand for arming and equipping the force that could be mobilized within short notice. It was found that the Government had no reserve stock of arms and equipments, and that the State military forces were armed, for the most part, with antiquated rifles.

This discovery of our total lack of preparation led to the prompt introduction of bills providing for the manufacture of a large supply of improved arms and for the providing of other necessary equipment. Unfortunately, all these measures have been permitted to pass out of notice since matters have resumed their former pacific aspect. It might be supposed, however, that the military authorities would profit by the lesson taught last winter, and would make every possible effort to render as efficient as possible such supply of weapons and equipments as they might be able to accumulate under existing laws. The very opposite course has been pursued, however.

When it became expedient for the army and navy to adopt new small arms of modern pattern, ordinary prudence and foresight should have dictated the adoption of the same arm for both services, so that the supply could be more readily manufactured and would be interchangeable. The ammunition problem would also have been greatly simplified, and there would be no danger that the supply intended for the navy should be issued to the army and prove worthless. Why the army and navy should have adopted rifles of different make, and especially of different caliber, passes comprehension, and yet that is what has been done.

To further complicate matters, the War Department has practically decided not to arm the National Guard with the improved magazine rifle, but to continue in use the old Springfield weapon, a thoroughly serviceable and reliable gun, but not to be compared with the modern high-power magazine rifles. In the event of trouble, the same difficulty already referred to in the case of the army and navy would be met with in the case of the National Guard, namely the difference in the character of the ammunition. Cartridges would not be interchangeable between the regular troops and the State militia, and disastrous results might very readily follow from that defect.

To add to the confusion caused by this difference in the character of the arms employed in the military service is the action of the State of New York, which has adopted for the use of its troops a magazine rifle entirely different from the weapons used by the army and navy. No doubt this example will be followed by other states, under the mistaken idea that such action will stimulate competition among the manufacturers of army rifles. In place of the adoption of a common type of rifles for all branches of the military service, with interchangeable ammunition, the military authorities have permitted a dangerous multiplication of types of weapons, which, in the event of war, would be productive of no end of trouble and possibly lead to disaster.

This dangerous multiplication of types of military weapons in use in this

country shows very plainly the necessity for some system of general supervision and control of all the military forces of the country. Until this is brought about there can be no uniform system of discipline or equipment established, and, without those requisites, the National Guard would be of little practical value as a portion of the regular fighting force in the event of war.

### TRADE CONDITIONS.

The foreboding of last week as to the effects of the financial attitude of politics seems to be fully realized. The uncertainty as to the new adjustment of party lines, involving questions of financial policy, coming at the time when trade was at an almost unprecedentedly low ebb, considering that there were no panic conditions, has intensified the depression until transactions in many lines have become nearly nominal. The policy of hand-to-mouth purchase on the part of dealers has continued with even still more conservatism. In many lines the records of prices for the past thirty-six years have been broken.

Relatively, the grain market shows the most favorable conditions, owing to the large reduction just announced in the grain freight rates west of Chicago. This has given a considerable impetus to grain shipments, especially to corn. The reduction is such that, while prices have still tended to decline, producers are in a condition to realize 3 cents more per bushel. This has decidedly increased the movement and, while the tendency in wheat is still bearish, the decline in all grains is much less than the conditions would seem to have warranted.

The course of prices in the iron trade is still in the wrong direction. While there have been but little changes in quotations, rates have been cut, and it is a question of only a short time when prices will have to be reduced. The average now is less than at any time for a year past.

Textiles repeat the same unsatisfactory story of lower prices and yet dull demand. Cotton has declined ½ cent. The heroic action of the mills in closing down to arrest output will, probably, prevent a much greater decline in prices, but operations are nearly nominal.

In financial and stock markets the general condition has been inactivity. The effect of the financial agitation is less in the London markets than would naturally be expected and during the week the most favorable trade indications have been received from that quarter. There has been quite an increase in the rate of gold exported, \$3,275,000 having gone out during the week.

Bank clearings have declined 3 per cent. more during the week, being \$955,000,000, and business failures have shown quite an increase—255, against 219 for last week.

A large hardware establishment purchased twenty-five extra copies of last week's paper containing Sidney F. Stevens' excellent paper on "Clerks," for distribution among its employees. No more comprehensive treatment of the subject has appeared in any trade journal for several years.

The man who never makes a mistake is usually the one who never makes a success.

The ambition to be famous is all right if you aspire to the right kind of fame.



## THE SIMPLE PAST.

A sound philosophy of life must always allow that there was some wisdom in Diogenes' systematic attempt to secure his independence by reducing the number of his wants rather than by increasing his ways and means of comfort and luxury. It is very generally admitted that the simplest fare is the most wholesome and it is evident enough that dress and shelter serve their proper purpose as well without ornament as with it. Indeed, it is even now daily demonstrated by men of great wealth that a small income is quite sufficient, so far as the maintenance of physical and intellectual strength and activity is concerned; but it is not always the philosophy of Diogenes that accounts for the seeming moderation of his imitators. That old Greek meant to live his life in the present and not to relegate his enjoyment of existence to an uncertain old age; and he was, no doubt, wiser than those who imagine that they can carry into age the capacity of youth for youthful enjoyment.

The wisdom of Socrates, however, can hardly be commended without reserve or qualification. Simplicity is an element of beauty and of strength; but there is a vast difference between the simplicity of the highest culture and the simplicity of ignorance and crudity. "Plain living and high thinking" is a beautiful maxim, a noble rule, but the highest thinking is incompatible with any way of living absolutely on first principles. It is the prerogative of man to work up the raw material all about him into forms of beauty and use; it belongs to his nature to conquer all the rest of nature by his arts. Very few men can afford to devote themselves entirely to metaphysical speculations and the pleasures of observation. Even Diogenes demanded that tub-making and weaving should go on, with all that those handicrafts implied. Taine describes the Greeks of the classical age as "men who live half naked, in the gymnasia, or in the public squares, under a glowing sky, face to face with the most beautiful and the most noble landscapes, bent on making their bodies lithe and strong, or conversing, discussing, voting, carrying on piracies, nevertheless lazy and temperate, with three urns for their furniture, two anchovies in a jar of oil for their food, waited on by slaves, so as to give them leisure to cultivate their understanding and exercise their limbs, with no desire beyond that of having the most beautiful town, the most beautiful processions, the most beautiful ideas, the most beautiful men." Life was certainly simpler in its external aspects then; but philosophy and the arts cannot thrive on those terms nowadays. The development of civilization involves a constantly increasing complexity of organization and apparatus. The modern world could not, if it would, abandon the manifold appliances and intricate processes of its science and its industry to the plainer, simpler, less hurried existence of an earlier era. Something, indeed, might be gained but a vast deal would have to be given up. Luxuries may not be desirable from some points of view; but the sudden rejection of all luxuries would deprive many thousands of the absolute necessities of life. While the present apparently shakes off the past, the years gone by still lay their constraining and restraining hands upon it. Better roads and shorter roads are in many instances left unbuilt because

the old roads are here, and, upon the whole, it is cheaper to travel on them than to make new ones. Therefore, whenever any improvement is proposed, it is to be considered, along with other items of expense, that it will cost something to give it up. And this consideration is a conservative influence. On the other hand, it is equally true that one improvement involves another. The mighty locomotives that speed over iron highways across the continents to-day are very different affairs from the first steam engine. But the germinal idea was in the mind of the original inventor, and all these useful additions have really grown out of it as a plant unfolds from its seed.

These changes, additions, improvements, provide work for men, pay for food, and secure its distribution. There are those who sigh for the large leisure and the homely comforts of the old stage-coach days. The news was old before one got it then; but what did that matter? People had not learned to expect it sooner, and they got along very well while they waited for it with calm, unconscious philosophy. Chemistry has made great advances since those days; but then there was less adulteration of food. The manufacturing arts have undergone a wonderful development; but then there was no such thing as shoddy goods. Engineering accomplishes feats every day now that would have been considered magical fifty years ago; but then walls were built to stand and furniture was made that would serve for generations. Upon the whole, it is possible to say a good deal for the simple past; but simplicity is one luxury, at least, that the modern world cannot afford.

New York City has developed numerous unusual industries. On the East Side, in the neighborhood of Grand and Norfolk streets, are several small stores which are known to the irreverent youth of that neighborhood as "boot and shoe misfitteries." The stock in trade is announced, and is supposed to consist of boots and shoes made to order which have been returned by some customer whom they did not exactly suit. The misfitters are marvelously skillful in their work, and will deceive anybody but an expert. A favorite trick is to restore a shoe and then put two or three blots of ink on the lining. The suave dealer offers you the lining and says: "Just as good as new, only some careless clerk dropped the ink on it, and it was ruined for that first-class store." Shoes made for Patti, Langtry, Princess Eulalie and other feminine celebrities are always kept in stock. The customers of these places are of a very good class, and consist usually of young women who desire to get fashionable boots worth \$10 or \$15 for \$4 or \$5, and who do not mind the fact that these are shop-worn, misfit or some second-hand so long as they can make their associates believe what the misfit dealer told them about the ink blots.

The statistics of the geological survey for 1895, just published, place the value of the silver output of the United States for that year at \$60,766,300, while the gold production was valued at \$47,000,000. The estimated value of the pig iron production of the United States for 1895, amounting to 9,456,308 tons, was \$105,198,550, or nearly as much as the combined estimated value of both the gold and silver products. When it is taken into consideration that the value of the silver produced was estimated at \$1.29 an ounce, or nearly twice its actual value, it will be seen that the pig iron made in this country last year was worth fully \$25,000,000 more than was all the gold and silver mined during the same period.

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.

**CHOCOLATES AND BON BONS**

In large or small package—quarters, halves, pounds or five pound boxes. Just the thing for Summer Resorts and fine trade generally. An endless variety of the toothsome dainties to be found at the manufacturers'.

**A. E. BROOKS & CO.,** 5 AND 7 SOUTH IONIA STREET,  
GRAND RAPIDS.

**EXCELSIOR BOLTS WANTED**

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

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

**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.

Parisian Flour

**Parisian Flour****Lemon & Wheeler Company,**

SOLE AGENTS.

**Parisian Flour**

Parisian Flour

Will you allow us to give you

**A POINTER**

S.C.W.

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.

**USE ATLAS****SOAP**

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



## Getting the People

### One Man's Meat Another Man's Poison.

John C. Graham in Printers' Ink.

One of the big mistakes in advertising is to suppose that it can be run in the same way for every line of business, or, rather, that any line of business can be boomed by the same advertising methods. As a matter of fact, the contrary is the truth. A style of advertising that would conduce to one man's success might lead to another man's failure. It depends altogether on the goods, the localities and the character of the buyers. You can't sell agricultural implements very well in big cities, neither can you find purchasers for city-needed goods in country places. You can't boom a five-cent article successfully among the same class of people that buy costly goods, nor the high-priced articles among the poorer folks. You can't hope or expect to follow successfully in the same territory, and with the same article, a man who has made a reputation with that article unless you can prove yours to be superior to his, or cheaper, and even then you will have to spend much more money than he did in order to secure a hearing and counteract the effect of his previous advertising. What might have been cheap for him to do, you would find costly. The very fact of his success might assure your failure.

Because one man has found the magazines more profitable than the newspapers, it does not follow that you would have a similar experience, and because your friend makes an excellent thing out of newspaper advertising, it might be a good reason for you to let it alone. The medium that pays one man well might fail to yield any returns to another, and vice versa. Every individual effort in advertising requires a particular study. No two articles can be boomed alike with equal success, and hence we see how dangerous advertising is to the unwary and inexperienced, how complicated and apparently contrary it appears to those who do not understand it. Even the most skillful and talented experts are learning new wrinkles and fresh experiences every day. How, then, shall the novice expect to become immediately proficient in the art? How shall the inexperienced hope to proceed by rules where there are no rules? How shall the amateur attempt to solve mysteries and problems that baffle the professional?

The great peculiarity of advertising is its diversity, its many-sided chances of success and failure, its wonderful uncertainty to those who test it without a guide or counselor. To the uninitiated trying it, its varying results prove it to be, as it were, "one man's meat and another man's poison."

### The Practical Business Organizer.

From the Northwestern Merchant.

In conversation with one of the keenest of business men and critics, the other day, the affairs of a certain widely-known and very extensive wholesale house of the Northwest were mentioned. "That concern," said the critic, "is a case of one-man power. The head of it is so thoroughly imbued with the idea that every transaction must come under his personal observation and be passed upon by himself, that he is not only working himself to death, but it actually interferes with the efficiency of everybody under him. There are two classes of men who have made conspicuous success—one is the believer in this one-man power business and the other is the practical organizer. The latter knows good men when he sees them; he thoroughly organizes every department of his business, and places a man over each who knows how to run it, and then he lets him run it, holding him accountable for results only. If the head of such a concern leaves business for a month he is not haunted with the idea that it will go to eternal smash before he returns. The other man believes in assuming all responsibility and, so far as he can, in doing all the work. I have

seen many of them doing work which they could hire a \$25-a-week man to do equally as well; and the business conducted by these men depends so largely upon their actual and continued personal supervision that the loss of it for only a brief time means disorganization and possible collapse. Bankers are beginning to realize that the man with a faculty for organization, and who builds up a business that can be conducted in his absence and not be disrupted at his death, is the safest man to loan money to. They are beginning to inquire more than ever whether the business on which they are expected to risk their capital is one that will stop when one man ceases to turn the crank."

### Advertising Both Houses.

From the Rochester Post Express.

It is a peculiar belief among the youngsters of many families that the new baby sister or brother is the gracious gift of the family physician, and this belief is generally based upon the solemn assurance of papa and mama, who have to tell some fairy story in order to tide over those events that occur occasionally in even the best regulated families. Now and then a boy takes the law into his own hands and makes a mess of it. An instance of this kind was related at the last meeting of the medical society. It seems that the young son of a well-known tailor and the young son of a well-known doctor were very chummy, and the former accompanied the latter one afternoon on an advertising expedition. The advertising was done by means of a paint brush being quickly traced over any smooth piece of wood or stone encountered, and called upon the male population to purchase their trousers from Brown. Well, in the evening the doctor's hopeful returned, and his paternal derivative asked him what he had been doing during the day.

"Advertising," quoth the boy.

"Advertising whom?" inquired the father.

"You and Mr. Brown."

"Me?"

"Yes."

"How did you advertise me?"

"Oh, we fixed up a sign that said,

'Buy your trousers from Brown and your babies from Dr. Jones,'"

said the boy calmly.

The doctor gasped for breath, thinking that the boy was having undue fun with him, but he soon found out that his hope and joy was telling the truth, and it cost him money the next day to go over the boy's route and rub out all the "advertisements."

### Failure of a Cash Grocer.

From the American Grocer.

A prominent cash grocer in the city of Pittsburgh failed last week, owing one firm \$20,000. Somehow those who adopt the cash plan make as many failures, in proportion to their number, as do those who sell on credit. To do a successful cash business one must practice what he preaches, and pay cash for what he buys. If the cash dealer has limited means and purchases in small quantities and on credit, he is not in so good a position to win patronage as the dispenser of credit who buys for cash. As a rule, the dealers on credit sell on as close margins as those who enforce the cash rule. The great department stores of this city are close buyers and close sellers, but even among them there is a notable difference, some buying only for cash and selling only for cash on delivery. Theoretically, the cash plan is the ideal system, but its success depends upon the man quite as much as, if not more than, the method. If he is a resourceful man, a tireless worker, original, possessed of ample means, he can win trade against formidable opponents working on the credit plan.

### Easy to Sell.

"When I goes shopping," said an old lady, "I allers asks for what I wants, and if they have it, and it is suitable, and I feels inclined to buy it, and it is cheap, and can't be got for less, I most allers take it without clapping all day about it as some people do."

## 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.

## 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.



### How Trade Papers Can Be Utilized as Supplementary Catalogues.

Written for the TRADESMAN. Copyright ed. 1895.

The representative trade paper is of composite contents. It contains every form and style of matter, from the technical article to the story, and from news to humorous items.

The trade paper is at once a newspaper, a lesson book, a magazine of entertainment, and a catalogue of business.

The advertising pages of the good trade paper are virtually mirrors of success, reflecting ways and means of doing business and of increasing business.

They not only suggest commercial needs, but they are guides to the reaching of those necessities.

Every reader of a trade paper reads the advertisements, for in them is the concentrated essence of business information, and the fact that they are written in the interest of the advertiser does not remove one particle of their value to the reader.

The trade paper advertisement, if good for anything, is of mutual benefit quality, as valuable to the one who reads it as to the one who writes it.

The custom of using several trade paper pages for the reproduction of catalogue and circular matter, either printed from original plates or set by the paper, is rapidly receiving recognition, and is considered to furnish an unique and economical way of increasing the circulation and value of the catalogue.

The expense is not great, and the impression this method creates is sometimes worth more than the cost.

The fact that some manufacturers can afford to use a half a dozen or a dozen pages, or more pages, in any one issue of a trade paper, indicates that they have confidence in their goods, and that business is good, or will be good, with them.

It is positive evidence of prosperity, and everybody prefers to buy of the successful house, for the successful house can better attend to the wants of the customer.

It has been considered that the partial, or entire, reproduction of the catalogue in the trade paper pays in four distinct ways:

First, it is direct advertising.

Second, it is progressive advertising.

Third, it is impressive advertising.

Fourth, it is economic advertising.

It is impossible for this class of advertising to remain unseen, and even if it is not read it does its work, for the very impressiveness of it may be worth more than its cost.

The trade paper is a natural harmonizer and vender of business cordiality.

It reaches the inside of the trade, and is recognized by everyone interested in its line of business.

The wrapper may never be torn from the catalogue, and the circular may not be unfolded, but the trade paper is opened, read and filed, simply because it contains matter of profit.

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

### Concise Credit Clippings for Credit Men's Craniums.

No man is entitled to credit who neglects his own business.

To sell is one thing, to get our pay is of infinitely greater importance.

In doubtful cases, consider your goods as cash, and decide accordingly.

It is not safe to trust any man year in and year out without "looking him up" at stated intervals.

The chief object of credit men should

be to become competent judges of whom it is safe to trust.

Our ability as judges when to sell and when not comes first in importance, and that of salesmen comes second.

Over-buying, over-trading, and not the least over-trusting, are the greatest evils we have to contend with.

Commerce and credit are inseparable. They are not only inseparable but a judicious exercise of credit-giving is the more important of the two.

To look sharply after our collections is one of the most essential things in business, and our success depends on it more than on any other single factor.

Liabilities have the faculty of growing day and night without our aid, while the assets of a debtor who is hard up and behind acquire just the reverse attribute.

Yesterday's profits on transactions have been determined, and no amount of time that can be bestowed on past affairs will ever make the profits of by-gone days any larger.

It is surprising with what rare persistence men hold on long after their condition is past hope. Micawber-like, they are always waiting for something to turn up to help them out of their difficulty.

With energy and ability as salesmen, it is of the utmost importance that traveling men should combine with this another qualification, viz., judgment in making credits.

It might seem that the losses incurred would be greater from opening new accounts than from those already on our books, but this is not so, with the conservative houses at least.

The timid creditor gains nothing by his timidity. Let your customer understand that when his account is due it must be paid, and he will pay it unless your judgment of him is wrong to start with.

It is a positive fact that the prompt collectors are the most respected by the trade and stand highest in the community, and another incontrovertible fact is that they lose no trade by it that is worth having.

It is a question very largely of the kind of impressions we make on those who are our debtors as to the respect they entertain for our methods and the degree of effort they feel themselves called upon to make for us.

Credit is two-faced, and may be employed to our benefit or injury according as its potent aid is invoked. With a good foundation for our business to stand on, backed by brains and energy, it may be used advantageously within proper limits. The danger lies in too great reliance on its good offices. It is often looked upon as an inexhaustible quarry, ever ready to yield to our wants, but apt to fail us when most needed.

### Appreciate the Wholesome Advice.

Marine City, July 16.—We note that you publish in this week's issue of the Michigan Tradesman the excellent paper read by Mr. Sidney F. Stevens last week at the annual convention of the Michigan Hardware Association. Please send us a dozen copies by first mail, as it is our desire that every one of our employees shall file away a copy for future reference, and we wish to have one framed and hung up in a conspicuous place in our store.

ZIMMERMAN BROS.

### 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.

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.

Blessed are you when men revile and abuse you, and say all manner of evil things against you, for verily you stand a good show of being elected.

# SILVER LEAF FLOUR

Manufactured by MUSKEGON MILLING CO., Muskegon, Mich.

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.

## O. E. BROWN MILL CO.

SHIPPERS OF

**FLOUR, GRAIN,  
BALED HAY**

In Carlots.

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

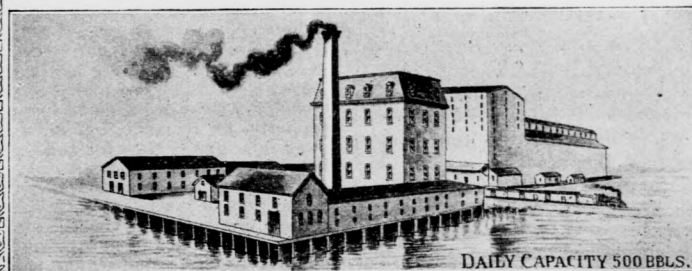
Office 9 Canal street,

Grand Rapids.

We can furnish you with strictly high grade Minnesota Hard Spring Wheat Flour that will give your trade perfect satisfaction in every way. Write us for delivered prices.

### BRANDS

"EBELING'S BEST," "CRESCENT,"  
"CREAM OF WHEAT," "VIENNA."



Correspondence Solicited.

**JOHN H. EBELING,**  
GREEN BAY, WIS.



### Going Away for the Summer.

This is the season in which the residents of the towns and cities, and the people from the country places as well, are deserting their homes, temporarily, and are hurrying off somewhere or other.

In this connection the Boston Journal says: "While native Bostonians are leaving the city for the mountains and the seashore, a steady stream of summer visitors is pouring in from the South and West. These newcomers find Boston, even in July, a pretty comfortable kind of abode, and its east breezes a welcome and a bracing change from their own muggy home environment."

Something like this can be said of every city on the continent. There is a general shifting of population. Every person who can must go somewhere. People from the country go and mow themselves up in hot cities. People from cities lodge themselves and families in country farmhouses. Many hie away to mineral springs in the mountains or to bathing places on the seashore, and in many cases they either find quarters and accommodations vastly inferior to those they left behind at home, or they are only able to get what they need by paying exorbitant prices for them.

The reason for this periodical shifting of population is not, as has often been satirically charged, that the requirements of social standing demand that people shall go somewhere every summer or lose caste. This is too absurd to be seriously considered. The real reason is that the nervous strain which grows out of the excitements and exactions of modern life is such that people must have a change of conditions, of surrounding circumstances. To get into a different climate, to eat food different from that to which one is accustomed, to drink water whose mineral constituents are unlike those at home, often works a profound change in one's health.

The chemistry of the human body is full of mysteries; the electricity and magnetism of the globe on which we live bear a direct relation to the physical condition of the people themselves. There is a potentiality in waters from the interior of the earth, or from swift-flowing rivers, or in the restless waves of the sea, that is known only in the results of drinking some of them and from bathing in the others.

The people of one part of the country subsist upon the animal and vegetable products grown upon a soil composed of the decay, through ages, of primeval forests and their animal inhabitants. In other regions, whose soil is composed of granite and other rocks that have been broken down and dissolved by earthquakes, frosts and rains, the people are under widely different conditions. The beef, the fowls and the vegetables they eat are in many ways different from those of the alluvial valleys. There are many other natural differences of conditions, which need not be mentioned here, but which must have their effect upon the people who live among them.

It is the benefit of these changed conditions that the people get in their annual summer flights to somewhere else. It is true that sometimes these changes of habitation are injurious to the health, by reason of encountering local causes of disease at some places, but, as a general rule, the change is beneficial to everybody.

There is an ancient fable about a giant in the mythological ages who,

whenever he was knocked down in a combat, always arose from his contact with the earth with renewed strength and vigor. A large portion of the physical organization of man is derived from the earth, if he was not actually originally made out of clay, and it often benefits him to get some sort of earthly matter different from that of which he was originally made and incorporate it into his system. This is about all that is to be got from health resorts and summer watering places; but it is enough.

FRANK STOWELL.

### Paid for His Lesson.

"Sir," said the new customer, as he looked over the change the storekeeper had just given him, "if you have no better knowledge of arithmetic than this I am afraid you won't do a very profitable business and may have to shut up shop."

"Shut up your own self and don't stand there to sass me! I can take care of my business."

"But, my dear sir, pardon the familiarity, but your method of doing business—"

"That is all right. I know your little game. There's a quarter short, or something? You don't bamboozle me out of a cent."

"All right! I was only going to say—"

"You've said too much already. Now, you get out of here before I get mad. I gave you change for \$2 as straight as a string! Isn't that right—hey?"

"No, sir, I gave you—"

"Get right out!" shouted the storekeeper, and as he reached under the counter with a threatening air, the customer stood not on the order of his going, but he went at once.

Fifteen minutes later an excited man was dancing around his store uttering war whoops of distress. It was the storekeeper and he was having a soliloquy with himself.

"Holy smoke! There isn't a two-dollar bill in the drawer. He gave me one dollar and I took it for a two! And I wouldn't let him give back the change. Say, it's dead easy to be a fool and not know it!"

### The Wife and the Grocery Bill.

From the Mercantile Journal.

There is a growing movement throughout the country looking toward the passage of laws making the wife equally liable for debts incurred by the husband, especially in the case of those for food supplies. So vast a degree of glaring fraud has been perpetrated under present laws, which makes the wife a sort of treasure chest, so to speak, in which the debt-ridden husband may conceal his treasures with no risk of the law's interference, that "in his wife's name" is a phrase now proverbial. It expresses an old and widely-used scheme to defraud righteous creditors.

There is no reason in the world why a wife should not be compelled to shoulder her share of the family debts. Especially is this so where those debts have been incurred for food supplies. No wife should be compelled to pay her husband's tailor bills out of her private property, for instance, but when a man owes his grocer \$100 for goods she has helped to consume, there is no justice in rendering immune after the manner of the present laws. Already bills correcting this evil have been introduced in several states, and it is to be hoped that every state in the Union will soon have such a law upon its statute books.

A number of retail grocers' associations have taken the matter up and are preparing to bring pressure to bear upon the lawmakers to have the evil corrected. The Pittsburg and all Allegheny associations have given the matter some attention and will do their part with the others.

The boy who thinks he is very smart should have every opportunity to demonstrate that he is.

Ure Unkle is at Bushman's.

# F. C. LARSEN.



WHOLESALE  
GROCERIES  
and  
PROVISIONS

61 Filer Street,  
MANISTEE, MICH.  
Telephone No. 91.

## YOU CAN SELL

More Flour if you will give  
your customers a taste of

# LAUREL

They will like it.

## WORDEN GROCER CO.,

Exclusive Agents,

GRAND RAPIDS.

## 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.



## A Country Cutting Contest.

Stroller in the Grocery World.

I've seen nearly all sorts of cutting, and I've witnessed some of its unfortunate effects, but never in all my experience in the business have I seen so pitiful a condition brought about by cutting as I ran across in a little town way up in New York State last week.

It was simply a village; there were only two grocers in it—the last place in the world where you'd expect to find cutting. A little town like that ought to live in peace and quietness, and it usually does, but this one was a notable exception.

The first sight I got of one of the grocery stores of the place, I knew something was wrong. The front was hidden completely with placards. They were homemade and gave some of the lowest prices I ever saw. For instance, eggs were advertised at 6 cents a dozen, the finest creamery butter at 10 cents and Royal baking powder at 2 cents a small can.

"Great United States!" I soliloquized as I ran my eye over the signs, "what have I struck?"

I went on down the street, and pretty soon I came upon the other grocery store. Lo and behold! its front was similarly treated. The proprietor here had gone the first man one better. His price on eggs was 5 cents.

Overcome by curiosity, I went in.

The store was full, and everybody appeared to be buying. The proprietor was waiting on customers, and he looked decidedly worried. I waited until he got a little leisure, and then I offered him a cigar. He wasn't very communicative at first, viewing me with evident suspicion.

"What in the world are you trying to do here?" I asked. "There are only two grocers in the place, aren't there?" He nodded.

"Well, it would certainly seem as if you ought not to need such cutting as this," I said. "Why, what do those eggs cost you?"

"Twelve cents."

"What induced you to start the thing, anyhow?" I asked.

"Who are you, anyway?" he asked, doubtfully.

I told him.

"You'll excuse me," he said, apologetically; "the other grocer up the street sends his tarnation spies to my place all the time, and I have to be careful."

"The thing started about two weeks ago," he went on. "I sort of thought I'd try to stir up trade a little, so I put a lot of hams down way below cost, just as a flyer, you know. Well, it brought trade, and the other fellow got jealous. I was a gettin' along in good shape. People would buy ham and other things with it. I thought I'd struck a bonanza."

"The third day of the cut some fellow bluffed me. He had been sent by the other grocer, but I didn't know it. He came in the store when there was a crowd here and got me mad by saying that the other fellow said my cut was only a little bluff, an' that I was afraid to sell any quantity of hams at that price. I riz right up an' said I'd sell every ham in the store at the cut price. He says, 'I'll take 'em,' and planked down the cash on me. I was too spunky to back down before the crowd, so I give him every ham I had in the place. There was twenty-eight and it cleaned me out. Just as I was a gettin' them out on the sidewalk, what should drive up but the other grocer's wagon. He'd bought the hams through the other man, an' I was stuck. He'd got 'em three cents a pound less than he could get 'em for at wholesale. The crowd caught on, and geyed me, an' maybe I wasn't mad! I sat up that night fixin' up a scheme to get even, an' the next morning I cut creamery butter. He cut it one cent under, and I did, too. Just now I'm gettin' eight cents less for it than I'm a payin'."

Since then we've been a cuttin' an' a slashin' on goodness knows what all. I ain't made a cent for two weeks. Last week I figgered it up. I'd sold \$60 worth of goods, an' they cost me \$72. But

the other fellow's in just as bad!" he said, with a melancholy chuckle.

"What good does that do you?" I asked, in disgust. "Why don't you stop the thing and act like men? You can't stand this sort of thing much longer."

"I can stand it just as long as he can!" said the grocer, belligerently.

"Well, my advice to you is to stop the whole business. He'll do it, too, quick enough."

"No, sir; I'll be jiggered if I give in first!" he said.

"Oh, well, don't then!" I ejaculated, and I went out, thoroughly disgusted. They were fools, both of them. If I'd had an hour or two in that town, I'd have made it my business to try and smooth that cutting racket over. It would have been a Christian act, and might have atoned for some of my sins.

## Terrors of City Streets.

From the Buffalo Express.

"So you were a pioneer in the early days of the West?"

"I was," answered the graybeard.

"And you lived out among the hostile Indians?"

"Yes."

"Lived with a rifle in your hands and in hourly expectation of being the mark for a hidden enemy's bullet?"

"It was something like that."

"Do you know, I often think that a life like that must be terrible. I should think the mere strain on the nerves would kill a man in a short time—holding your life in your hand all the time, always conscious that a moment's relaxation of vigilance may mean death."

"Oh, I don't know," replied the graybeard. "When I came back from the West I was 60 years old and did not have a gray hair. I got off the railroad train and started to walk across the street. Halfway over I heard the dingiest clanging and yelling right at my heels I ever heard, and somebody gave me a push that sent me clear to the curb. Then when I looked around I saw I'd come within an ace of being run over by a trolley. Never had so narrow an escape from Indians."

"I went into a saloon close by to get a drink and settle my nerves. While I was standing at the bar a couple of fellows got into a scrap and one of them threw a heavy beer mug. Didn't hit the other fellow, but it came within a sixteenth of an inch of my right temple."

"I started to walk up town and the first crossing I came to a policeman grabbed me by the shoulder and jerked me across so quick it made my head swim. I looked to see what was the matter, for there were no car tracks on that street, and I saw that I had just escaped being run down by a hackman, who was hurrying to catch a train."

"Up-street, a little further, somebody yelled, 'Look out!' at me, and when I jumped a big icicle fell off a roof and struck just where I had been standing."

"I got to my hotel and was heading for the door when somebody grabbed me and asked me if I wanted to be killed. They were hoisting a safe into a second-story window over where I'd been trying to go and I hadn't more than got out of the way before a rope broke and it dropped."

"I went to bed and about midnight I was called up by a bell ringing over my head and found the place was on fire and I had to slide down a rope to escape. Being a sound sleeper, they'd had hard work to wake me, and I had barely touched the ground when the floor fell in."

"When I looked in the glass next day I saw the first streaks of gray that had ever showed themselves in my hair. Oh, there's dangers in civilized life as well as out on the plains."

## 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.

Before you call your boy lazy and shiftless, find out for sure just what his father was at that age.

## 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.



## Shoes and Leather

Review of the Trade in Rubber Footwear.

The India Rubber World.

Little activity has been displayed so far this season in the rubber shoe industry. To begin with, the factories of the Boston Rubber Co. are idle, reducing considerably the productive capacity of the shoe interest as compared with last year. At least one large concern, after having run on reduced capacity from the beginning of the season, is giving its employees a vacation already, and, so far as can be learned, most of the other factories are not being run on full capacity. This lack of activity, taken in connection with the fact that the mills generally did not begin operations promptly on April 1, as usual, is evidence that the demand from the trade is later than usual in development.

There are two reasons why dealers should be ordering sparingly as compared with last year—the existence in some hands of stocks of left-over goods, and the withdrawal of the extra five per cent. discount which formerly offered an inducement for early buying. As for the size of stocks, opinions differ. A recent incident in the New York City trade would serve to show that, however "open" the winter was for the most part, the inclement weather toward the end of the season pretty generally wiped out stocks of rubbers in this vicinity. The incident referred to was a week of cool, rainy weather in June, which led to considerable sales of rubbers, not only by retailers, but by jobbers as well. One jobber reports the sale during this period of about \$6,000 worth of rubbers to the city trade alone, indicating that retailers were short of light goods at least. As for the country at large, doubtless the size of stocks in different centers differs, giving rise to a variety of opinions as to the extent to which the rubbers ordered last season were sold out. It seems certain that the demand for boots and lumbermen's goods was generally light during the winter as compared with average years, and that stocks of these goods were carried over by many dealers.

One other probable element which has led dealers to hesitate in placing their orders has a bearing upon styles. The proper width of toes remains an uncertain quantity both in leather and in rubber shoes. A prominent leather shoe house has already sent out, during this season, three different sets of samples. The first did not seem to meet the prevalent demand for narrower toes, and shoes more pointed were designed. Even these proved too conservative in style for the craze then at its zenith in the trade, and a third set of samples was distributed. But now the firm think that the limit has been reached, and that signs are discoverable of a return to wider toes. When the leather shoe men are at sea about the proper width of toes, there can be no more certainty on the part of the rubber men, who have no voice in the making of styles, but must content themselves with the production of rubbers that will "fit any shoe."

As the rubber-shoe industry is now systematized, the manufacture of goods being confined mainly to detailed orders, the factories would not be found stocked up with unsalable goods in the case of a sudden or unexpected change of fashion; they would only be inconvenienced by the necessity of suddenly changing their patterns, dies, and lasts, and put to extra expense in purchasing new outfits. The loss in the way of having left-over stocks would fall upon dealers and jobbers, and naturally these classes exercise unusual caution at a time when changes in style are feared, in detailing orders.

With regard to styles in rubbers in general, the season cannot be said to have brought out anything new. The selling agents for each of several factories say that, aside from the tendency toward narrower toes, last year's samples would have served equally well for this year's trade. But while practically

nothing new has been offered—again excepting more pointed toes—several omissions have been made from the catalogues. Formerly, when all the manufacturers were working independently, and each striving in every way to attract trade, a great number of so-called different styles came into existence, although the difference in many cases was so insignificant that the present management of the United States Rubber Co. consider it not worth while to continue the expense of maintaining an equipment for producing all of them. The tendency, therefore, is toward consolidation of the lists of styles, confining the manufacture to a comparatively few standard lines. It is believed that a shoe cut only a quarter of an inch higher or lower, or wider or narrower, than another, is not apt to strike the average wearer as constituting a different style, and is not worthy of being so considered.

### The Changing Modes.

From the Dry Goods Reporter.

No marked innovations in dressmaking modes are yet apparent, but the air is full of talk concerning the changes in both skirts and sleeves. The coming year will doubtless witness a combat between the world's designers, which will result in some individual's evolving an idea which shall hold the germ of development toward a new set of modes that will become popular with the masses.

Fashion has evidently reached the transition period. Skirts last fall attained the limit in width, likewise sleeves in size, and for the coming season there must be something radically new for both. Not only must volume be decreased, but a style, to become a marked success, must be in the order of a departure, something radically new. Perhaps to a less marked degree at first than later, but there must be in the new styles some point to be attained, as it were, some new line of ideas along which a fashion may be developed.

When the godet skirt was introduced by Paquin it was an innovation, a skirt cut on an entirely original plan, laughed at by rival designers and at first tabooed by fashion leaders. But the spark of genius was there. It was something new, hence its unqualified success, developing from the slight godet of the first conception to one of multitudinous ripples and flares, until it became the unwieldy thing of last winter. Having reached a point of exaggeration that made it ridiculous, good sense called a halt.

The time is now ripe for the introduction of a skirt which shall be as novel as the godet, yet of a new order, along an entirely different line. Before the successful design is evolved there will doubtless be many futile attempts. Meanwhile dressmakers can do little else than curtail the size and number of godets and lessen the stiffening. Already this is being done, and the decrease in width is made more apparent by drawing the fullness to the back. Strenuous efforts have been made to overcome the general prejudice in favor of the plain skirt which has prevailed for so long, but the promise of a return of trimmed skirts to a full measure of popular favor has not been fulfilled. Flounced skirts are one of the possibilities of the future, some of the Grand Prix dresses having been made in this way, but as yet such a style is only one of many launched by elegantes, but which must be put to the final test of general favor before any can be declared the fashion.

A reputation equal to that attained by Paquin awaits the designer who shall give to the fashion world a new sleeve and skirt; and, until a flash of genius shall reveal the much-longed-for model, let no man declare himself a prophet, lest his own words rise up to smite him.

Use the golden bridle of temperance and you cannot run away from discretion.

Knuckle down to business if you would win.

## Rindge, Kalmbach & Co.,

12, 14, 16 Pearl Street,

Grand Rapids, Mich.

**Our Factory Lines are the Best Wearing Shoes on Earth.**

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

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

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

OUR SAMPLES FOR FALL of

**Boots, Shoes,  
Wales=Goodyear Rubbers,**

Grand Rapids Felt Boots, Lumbermen's Socks,

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

**HEROLD-BERTSCH SHOE CO.,**

5 and 7 PEARL STREET.

## GOODYEAR GLOVE RUBBERS

We carry a complete stock of all their specialties in Century, Razor, Round and Regular Toes, in S, N, M and F widths, also their Lumberman's Rubbers and Boots.

Either Gold or Silver will suit us—what we want is your fall order for Rubbers.

**HIRTH, KRAUSE & CO.,**

GRAND RAPIDS, MICH.

**GEO. H. REEDER & CO.**

successors to

REEDER BROS. SHOE CO.

Michigan Agents for

**Lycoming and Keystone  
Rubbers**

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

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

*Jingree & Smith  
Detroit*

**The Bradstreet  
Mercantile Agency**

THE BRADSTREET COMPANY  
Proprietors.

EXECUTIVE OFFICES—  
279, 281, 283 Broadway, N.Y.

Offices in the principal cities of the United States, Canada and the European continent, Australia, and in London, England.

CHARLES F. CLARK, Pres.

GRAND RAPIDS OFFICE—  
Room 4, Widdicomb Bldg.  
HENRY ROYCE, Supt.



## The Trend of the Times.

Written for the TRADESMAN.

"Speaking of Tom, Dick and Harry as representatives of the three great classes into which credit customers are divided," said the leading merchant of the village as he came back into his cosy little office after giving some orders to his senior clerk, "the trouble with me is I don't get enough of the Tom class to counterbalance the losses occasioned by the Harrys. Now, I have been in business in this village a good many years and have watched things pretty closely; and I would say to you that the present condition of things has not always existed here. The Tom class of this village and surrounding country used to do nearly all their trading here at home. Now, they are seeking credits and spending their money in the larger trade center over at the county seat. Every year I perceive a falling off of this class of trade. Now, I don't blame the people, I assure you. If I were out of trade to-day, I would, no doubt, be drawn into line with the majority and do just as they are doing. They do not pass my door and drive on to the county seat because goods are cheaper over there than they are here, or because they place more confidence in, or have greater respect for, the dealers over there. There is a propulsive centralizing tendency pervading all classes at the present time. There is a growing tendency, observable everywhere, to centralize all available energy—whether it be in the manufacture, transportation and distribution of commodities, or the dissemination of morals among the people. The very people who cry out against this tendency, professing to see danger in it, ultimately come under its influence themselves and, in their own way, are furthering its development. Suppose some lady in the village wants to buy a bolt of 5 cent cotton. She could step in here and make her purchase in five minutes and the goods would be delivered to her. There was a time when she would do this and feel satisfied; but she no longer finds satisfaction in such purchase. The spirit of the times has taken possession of her and she feels constrained by this all-pervading influence to contribute her mite in aiding the general movement. The county seat is the center of gravity for her class; and so she incurs a needless transportation expense, besides the loss of a half-day's time, just for the sake of gratifying the newborn desire to buy in the largest market within her reach. Now, strange to say, the merchants over at the county seat are complaining of this very thing of which I complain.

"Why, look here," continued the village merchant, as he reached over for a bit of paper; "I can give you this whole business in a nutshell: Now, we will say this dot represents our village here. Over here is the county seat; here is Hamilton; here, Toronto; away down here is Montreal, and away across there is the city of London, the metropolis of the world. Now, as I stated, the county seat dealers complain precisely as I do. They say their old-time best customers are attracted by the larger center here at Hamilton and they are losing their trade. The Hamilton merchants have the same grievance. They say Toronto is attracting their best customers. And the Toronto merchants find fault because so much good cold Toronto cash finds its way into the tills of Montreal merchants. I was talking with a Montreal merchant a short

time ago, and I tell you he complained far more bitterly of his loss of gilt-edged customers than I do. Steamship transportation from Montreal to Liverpool and other European ports has become so rapid, and has been so much reduced in cost, that it has become the regular thing for the moneyed class of Montreal to visit London and Paris at least once during each year, and thousands upon thousands of dollars that used to be spent at home are now exchanged in those cities for merchandise.

"We have now reached the earth's commercial center of gravity—the great trade center of our terrestrial globe; and, consequently, we find that the merchants of old London are the only ones in the Anglo-Saxon world who have no complaint to make in this matter, and until a larger trade center is discovered in some other planet, and a way invented to reach it, the moneyed consumers of London will have to be content with spending their money at home. This accounts for the marvelously rapid growth of London—it draws from the whole civilized world, and there are no other worlds to draw from it. It is the grand culminating point of this centralizing tendency which is revolutionizing trade conditions everywhere."

Just at this juncture the junior clerk came in to inform the merchant that he was wanted at the door. It was a farmer. He had driven up to the door and called for the proprietor. He did not even condescend to climb out of his wagon and step inside. He sat still and called for him. His wife and grown-up daughter were with him. The box of the democrat wagon was filled with butter, eggs, etc., and they were on their way to the county seat. The merchant went out and stood in the hot sun bare-headed. He was met with pleasant smiles and cordial hand-greetings. Mrs. Farmer said she heard that Mrs. Merchant had a headache, and she was real anxious to learn how she was this morning. Miss Farmer was ever so much obliged for the lovely piece of music that Miss Merchant had so kindly sent her. Mr. Farmer had been so busy with his harvest that he had not been able to attend the last quarterly church business meeting, and he was desirous of learning from Brother Merchant what particular action had been taken in the matter of "the Elder's" resignation. For ten minutes that trio in the wagon bombarded the merchant with questions and kept him standing in the broiling sun, and then, after bidding him an effusive farewell, rode on and out of the village.

When the merchant returned to the store he seemed older and more careworn. It may have been the effects of the sun—then again it may not.

"Those people used to do all their trading with me," said the wearied store-keeper in a listless sort of way, "but now they are drawn to a larger center."

"But," he continued, with a show of returning strength, "for every one like him that the county seat fellows gain, they lose one of far greater value to them. He'll slip through their fingers, too, if he ever scoops up wealth enough to enable him to reach a larger trade center. But I don't blame the people—they are actuated by the spirit that prevails. It's the general trend of the times."

E. A. OWEN.

Vittoria, Ont.

Bushman has the cigars.

## WOONSOCKETS AND RHODE ISLANDS RUBBER FOOTWEAR

New and improved **PERFECTIONS** and **HURONS**,  
With extra heavy soles. Will wear like Iron.

**C. L. WEAVER & CO.,**  
DETROIT, MICH.,

State Agents.

Send for new catalogue and list of jobs.

**W. A. MCGRAW & CO.,**  
DETROIT, MICH.

**RUBBERS**

A Complete Line of Lumbermans, Snag Proof and Light goods, in every style and width made, by the

**BOSTON RUBBER SHOE CO.**

The largest and most complete stock in the country.  
Nothing but Rubbers.

## 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.



## Clerks' Corner

### Desirability of Attracting Personal Trade.

From the Grocery World.

One of the most potent secrets of a young man's success in any business is the personal following he builds up—the people who will throw their trade in his way because they like him. A personal following of this sort is often as valuable as a cash capital, and no salesman who lacks it can secure a position worth the having.

Every business man, whether clerk, traveling salesman or proprietor, is directly successful and valuable in proportion to the personal trade he has, or his store has. The man who is polite, who gets out of his way to please and to make a good impression, will win and retain trade where the indifferent man will lose it. The latter may even have better goods, but so potent is the influence of politeness and courtesy that even that important requirement cannot overbalance it.

It is the easiest thing in the world for a clerk to do this if he sets himself to do it in the right way. It is not hard to make ourselves either liked or disliked in this world. If a clerk systematically endeavors to please and attract customers, with the direct purpose of attracting to himself their business, the time will very soon come when he will become a power in his employer's business, and no merchant ever employing him will ever wish to do without him. A great many branches of trade, such as the produce commission business, pay a clerk wages entirely upon the basis of his personal trade, by which is meant the number of customers he has who will come to him no matter in whose employ he may be, provided always that the goods sold are worthy.

There are two kinds of clerks. One is in the business simply to get what little money he can. He takes no particular interest in it, never thinks of planning in his employer's interest, waits on customers as they come in, attends to his duties fairly well, but more like an automaton than a clerk presumably with ambition. Such a clerk will never be worth more than the minimum salary, because third-rate clerks, such as he is, are a drug on the market. The other species of clerk may be no more active in his attendance upon customers, but he lays plans to become more useful. If he sees where an improvement can be made, he makes it. In all his dealings with customers, he endeavors to make a good impression upon them, so that they will prefer to be waited upon by him. He endeavors to give them just a little better service than the general run of clerks. This is the first step. When customers walk by several other clerks and seek out one particular one, that one has started on the highroad to success.

There are several reasons why such personal following is valuable. In the first place, it does a man good to have all the friends he can, ignoring the business end of it. The business end, however, is the principal thing to be aimed for. The clerk who, by his good reputation, courteous service, friendly relations, is the means of holding a customer, or attracting one, will be in an independent position, for such men are scarce and are eagerly sought after. In searching for work, the value of a personal following is inestimable.

The writer hopes that nobody will misunderstand the sentiments here expressed. We make no recommendation that a clerk should attract to himself the trade his employer has already secured, in order to make his own position stronger. This is dishonest and dishonorable. No decent clerk would think of such a thing. The idea is to attract new trade, so that the clerk's value to his employer will be enhanced.

Chipelets from a Book of Odds and Ends.

Written for the TRADESMAN.

The experience of most dealers is that some customers are neutral on the

finance issues of the day. They favor neither gold nor silver, but are true disciples of Micawber.

The prune is a skeleton variety of fruit used in cheap boarding houses to educate an economical appetite.

Said the Boston girl as she inspected the product of her rural friend's sty: "What a lovely pig! How nice and clean he looks; and what a beautiful pair of Hamlets he will furnish for your larder."

Maria—"What did the doctor say ailed you?" Jane—"He said I was all run down." Maria—"He must have taken you for a clock." Jane—"Perhaps. At any rate, I'm not going to let him wind me up."

Vinegar which has never known the tender promptings of motherhood is not allowed to be sold, according to the pure food laws.

There have been all sorts of companies with all sorts of names. One of them was the Smith Purifier Co; but it was compelled to go into bankruptcy because it was actually impossible to fulfill its contract.

"What has become of Jim Brown, your old partner?" "He is out West coining money." "That is too bad. I knew he was once rather a tough case, but I never thought he would go so far as counterfeiting."

The conscientiousness of some men consists mainly in a series of convictions concerning the duty of others to think as they do.

Since Prof. Garner discovered that monkeys have a language, it will be in order for the interviewing reporter to extract from the leader their views on evolution as far as they have evolved.

Old Baldface, the down-town druggist, always instructed his clerks never to trust any one for poison, for they were likely to go where collections were impossible.

A man in Kansas claims to have invented a liquid which will change a negro to a white man. This, if true, will settle the race problem.

In considering credits, there are two classes of customers it is well to refuse—those you don't know at all and those you know too well. Between them will be found the happy medium.

Anxious mother to druggist—"My Johnny has swallowed a half gill of kerosene. Do you think it will kill him?" Druggist, calmly and suavely—"Oh, no, madam. You need have no fears, providing the oil was the legal test. I am quite sure that it was, for you bought it here and we keep no other."

S. P. WHITMARSH.

The audience of a baseball game yells with delight for the player who "gets there" by making a run. To do this he must not dally at the bases, but get over the plate and score, for if he is a half-hearted runner he is likely to be thrown out at first or else caught between bases. It's the same way in selling goods on the road as in baseball, and the knight of the grip should make his runs "home runs" if he desires to make a success of his calling.

Compressed food, which has proved a failure in our army, was found useful to the British expedition to Ashantee. The desiccated soup was not damaged by the climate.

Men who give away the private affairs of their employers give away the secret of their own littleness.

Have confidence in your powers, but remember, do not mistake conceit for confidence.

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

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

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

Send for sample order.

## CORL, KNOTT & CO.

Importers and Jobbers of Millinery

20-22 N. Division St.,

Grand Rapids.

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

## P. STEKETEE & SONS,

GRAND RAPIDS.

## HAMMOCKS

\$7.00 to \$42.00 per dozen.

## Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods

Grand Rapids, Mich.

## IF INTERESTED IN CAPS

... write to ...

## Detroit Cap Mfg. Co.,

Originator of Novelties,

210 Jefferson Ave.,

DETROIT, MICH.

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

## 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.

Confidence in human nature is a beautiful thing, but, like most things beautiful, comes high.

The cheerful liar on the road may be loved by some, but the trade is not susceptible to his charms.

Frank Jewell, Vice-President of the I. M. Clark Grocery Co., is out on the warpath with his salesman, his hobby being Jewell Chop tea.

A bird in the hand is worth mighty little, if it is a crow. That's just the way a traveling man feels about having an order countermanded.

E. L. Drury, formerly connected with the Detroit office of the Standard Oil Co., succeeds E. H. Poole as traveling representative for the Grand Rapids office.

E. A. Williams, of Muskegon, formerly with Starrett & McVittie, is now traveling through Western Michigan for the Alden Vinegar Co., of St. Louis, Mo.

The house sends you out to secure desirable trade and is looking for good results in that direction from you. If you get there, the house will be with you every time.

Complaining of poor trade does not mend things. The traveling man who thinks while his competitor is complaining is the man who will see business improve.

Hitting the bull's-eye is good shooting. The same rule applies to business, and if you desire to make a success of it you must hit the bull's-eye on the business target.

Frank S. Dunbar, who has represented the lubricating department of the Standard Oil Co., has been transferred to the Upper Peninsula, with headquarters at Marquette.

C. W. Hurd, one of the Hazeltine & Perkins Drug Co.'s salesmen in Eastern Michigan, is taking a fortnight's vacation, which he is spending with friends at North East Penn, Pa.

John Garvey, Jr., for ten years past on the road for the Grand Rapids Packing & Provision Co., is now covering a portion of Western Michigan for W. J. Quan & Co., of Chicago.

Henry Snitseler (Voigt, Herpolsheimer & Co.), who has been confined to his house for the past three months by reason of a run of typhoid fever, has resumed his regular work on the road.

Carl Voigt is a member of the Reception Committee of the Retail Grocers' Association, created for the purpose of receiving outside grocers on the occasion of the annual picnic on Aug. 6.

There are times in the life of every commercial traveler when a friendly grasp and a kind word from the buyer are worth more than all else to him. Let the grasp and the word be ever ready.

Up to July 20 1,400 members of the Michigan Knights of the Grip had remitted for Death Assessment No. 2,

against 1,204 members at the same time last year—a net gain of 196. This is an excellent showing, considering the financial condition.

The exigencies of modern business methods have produced nothing newer or brighter than the man who carries samples. He is smart, because dullness on the road does not "go," and energetic, because only the hustler in his avocation stands any show.

Commercial travelers have ideas of their own, and one of these is to endeavor to sustain prices in preference to cutting them. They know on which side their bread is buttered and that to sustain themselves they must maintain the interests of their employers.

The average employer of traveling salesmen does not always realize how difficult it is for his men to secure trade and that it is still harder for them to hold onto it. If firms realized this they would undoubtedly be more careful in the manner they write to the trade and thus save their traveling representatives a great deal of annoyance and themselves loss of business.

The traveling men of Jackson will hold their annual excursion and picnic at Bawbeese lake, on Saturday, July 25. Boos' band will accompany them. Two local Sunday schools have expressed a desire to take part in the trip. An effort is also being made to have traveling men from Lansing, Hillsdale, Coldwater, Adrian and other cities unite with them and make the event a red letter day with the traveling salesmen of Southern Michigan.

A firm will sometimes set up a roar if a traveling salesman in its employ suddenly resigns his position and leaves without giving due notice. Yet, this same firm will not hesitate, in the heat of passion, to notify a traveler to come in with his samples because his services are needed no longer. If it is fair for a traveling man to be discharged without due notice, it is no more than just if that same traveling man resigns when a better position offers itself.

Cornelius Crawford (Hazeltine & Perkins Drug Co.) has lately achieved considerable distinction as an expert performer at legerdemain, his "wonderful knitting needle act," as he modestly refers to it, invariably "bringing down the house," as an ardent admirer of his puts it. Mr. Crawford is now open for engagements at benefit entertainments and charity concerts, but any of his customers who desire to secure his services should put in their application several weeks in advance, owing to the pressing character of his engagements.

A traveling man files a complaint with the Tradesman relative to the treatment recently accorded him by the landlord of the Dunham House, at Manistee. Although there were few guests at the hotel, he was assigned an inside room, which was so hot that it approached the temperature of an oven. On registering a complaint at the office, he was told by the landlord that he was altogether too particular, inferring that if the assignment was not satisfactory he could move on to the next town, as the Dunham is the only hotel in Manistee. This was the argument invariably resorted to by former landlords of the Dunham, and the Tradesman regrets to learn that the present management has adopted the same tactics, as such a policy invariably results in competition, thus dividing between two hotels the patronage which would enable one to serve the public well and make money for the landlord.

## ON THE STAGE.

Entertainment Given by Traveling Men at Gobleville.

The Tradesman recently received a handbill from one of its patrons at Gobleville, of which the following is a fac simile representation:

All the World is a Stage:  
And the Traveling Men are the Players!

**Barnum & Bailey's Show**

IS NOT

**COMING!**

(BUT THE)

**ALL TRAVELING MEN**

**SHOW!**

(OF)

**Bailey & Bush and S. Frank,**

Will surely be at the opera house in

**GOBLEVILLE!**

ON FRIDAY EVENING,

**JULY 17TH, 1896!**

All for the Benefit of the G. A. R.

Gobleville is the hub of the Earth.

The Drummers will fill you with Joy and Mirth.

Boys, bring your best girl to this show.

To see and hear what the traveling men know.

Are you on? If so, "Nuff Said." If not, read on.

It is a recognized fact that there is among the many Commercial Men, an ardent talent for a first class "high grade" entertainment. And at our selection they have kindly consented to give us an entertainment for the ladies named BENEFIT.

We give the public the same guarantee as always. Satisfaction guaranteed or money refunded.

Among Those Who Will Participate, are:

L. M. MILLS, of Grand Rapids.	Master of Ceremonies
E. C. ADAMS, of South Bend.	"Slip of Hand, Now You Set It, and Now You Do It." A show of itself.
H. N. REEDON, of Battle Creek.	Funniest Man on Earth.
H. RICE, of Kalamazoo.	Vocal Solo
WALDO, of Kalamazoo.	Mandolin, Quartet and Musical Serenade.
JOHNSON, of St. Louis, Mo.	
HACKETT, of Detroit.	
DEWEY, of South Haven.	Prize Solo and Musical Specialties.
E. DESENBERG, of Kalamazoo.	Wonderful Knitting Needle Act.
C. CRAWFORD, Grand Rapids.	"Joke"
HARRY HILL, of Kalamazoo.	Vocal Solo
C. D. CROSBY, Kalamazoo.	Vocal Solo
MR. FENCKNEY, Kalamazoo.	Vocal Solo
D. BOSTWICK, of Battle Creek.	Colored Comedian
E. ROSENBAUM, of Kalamazoo.	And many others with specialties too numerous to mention.

Admission 15 Cts. Reserved Seats 20 Cts.

Doors Open at Usual Hour.

It appears that the Gobleville management met the boys at the train with a brass band and marched them through the streets arrayed in white plug hats and other evidences of professional minstrelsy. The entertainment was unusually satisfactory to the people who attended and yielded a handsome profit to the organization which was its beneficiary.

**The Rare Discernment of Mr. Crawford.**

Pine Lake, July 20—I presume Grand Rapids people are not aware of the fact that they are harboring a prophet, but such is a fact nevertheless. Landlord Scott here happens to have an apple tree which has not borne fruit for several years. The apples are thick enough in the early part of the season, but drop off before they are ready to harvest. He was telling Crawford about this peculiarity of the tree on the occasion of his visit here one day last spring, when the latter asserted that the tree would mature its fruit this season. Scott scouted the idea and offered to sell Crawford all the apples on the tree for a quarter. Crawford took him up, but the Yankee shrewdness of the man caused him to inveigle Scott into a bet involving the use of Crawford's loaded

cent, which, of course, gave him the apples for nothing. Strange as it may seem, the apples still hang to the tree and, from present appearances, Crawford will be in the market this fall with about twenty bushels of greenings. What we would like to find out is, how did Crawford know that the tree would deviate from its usual course this year?

FRIEND OF THE VICTIM.

Big Pay.

One dollar each for every agent you appoint for us. Brown & Co., Muskegon, Mich.

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

## THE WIERENGO

E. T. PENNOVER, Manager,  
MUSKEGON, MICHIGAN.

Steam Heat, Electric light and bath rooms.  
Rates, \$1.50 and \$2.00 per day.

## 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.

## 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.

**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.



## 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, Armada.  
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.

### The Drug Market.

Acetanilid—Inactive, barely steady.  
Acids—Prices remain about same as last week, under limited inquiry from regular consuming trade. No new features.

Arsenic—Situation abroad favorable as to a firm market here for powdered white.

Balsams—Tone of the market is strong for all varieties of copaiba. Peru is rather dull. There is a firmer feeling in regard to Canada fir, although values remain same. New crop is coming forward from primary sources. Tolu is firmer, on account of sympathy with consuming markets abroad.

Barium, Nitrate—Demand is fair but, as market is better supplied, holders have modified their views somewhat.

Beans—Prices are tending upward for all varieties of vanilla, particularly for Mexican, as drouth still continues in producing sections and the estimate of the yield of the growing crop is less favorable. Another discouraging condition is the local revolution among the native Mexican Indians, whose main subsistence is the cultivation of the vanilla bean. In consequence of this revolt there will, naturally, be considerable destruction of the vines, which, taken with the drouth, will further enhance values. Some shippers have already advanced their prices fully \$1 a pound.

Cacao Butter—Nothing new to report. Market steady.

Caffeine—Values featureless, remaining nominally steady.

Cascara Sagrada—Fair seasonable enquiry from consuming channels. Values about the same.

Cassia Buds—Prices remain firm, with continued activity. Spot stock is reported as closely concentrated.

Cocaine, Muriate—Wants of the consuming trade are characterized as light and the volume of business is small in consequence. General quotations are unchanged.

Codeine—Demand fairly active in consuming sections, and higher prices for opium influence a firmer feeling.

Cod Liver Oil—Rather improved feeling and some consuming demand, leading grades being firmly held.

Cream Tartar—Market still continues unsettled under the same influence as noted last week.

Cubeb Berries—Quotations remain somewhat nominal, as demand is slow.

Cuttle Fish Bone—Good request. Market steady.

Essential Oils—Anise is weaker, there being a further decline in prices. Bulk peppermint is reduced in values. Demand is stronger for artificial sassafras. The crop of rose will be abundant, according to reports from Bul-

garia, but, as about half of it is of doubtful quality, values of prime will probably be higher than last year.

Flowers—As to arnica, market is quiet and without special new features. Quotations for new German chamomile are very firm. American saffron, fluctuating.

Gums—Asafoetida, as mentioned last week, is in quite fair demand. Camphor, the indications are for a better market for crude abroad. Japanese refined has met with free sales and the stock here is, resultingly, about exhausted. Kino, still strong.

Herbs—As the stock of sage is very light and none is offered from abroad, primary markets are practically cleared up. Crop for 1896 is not harvested until next month, and will not, therefore, be ready for shipment before September. This signifies October-November arrival, too late for current use.

Leaves—Short buchu, continued fair seasonable demand reported. Values for the various grades of senna are without quotable change, general market presenting no distinctive features.

Lycopodium—Demand active but, owing to large available stock, prices show no improvement.

Morphine—Orders have been mainly of the contract variety and have moved but slowly, but, in sympathy with opium, the tone is firmer and it is expected that manufacturers will advance prices in the near future.

Opium—Although the demand for legitimate wants of consumers has been light, opium has attracted considerable attention during the past week. The movement is, however, regarded as mainly the result of speculative manipulation, due to higher cables from primary sources, in connection with unfavorable reports in regard to crops. Whatever may be the cause, the market certainly has every appearance of strengthening and spot quotations have advanced another notch.

Quicksilver—Market quiet, no particular change in quotations.

Quinine—More of a jobbing demand, with market stronger in tone. Prices seem steady and manufacturers report a freer movement of small lots for consumption.

Roots—Prices for ipecac exhibit improvement. There is an active demand for jalap, first hands doing heavy business. Jamaica ginger is quieter. Tendency in prices for Mexican sarsaparilla is upward and buyers show more interest. Serpentaria, golden seal and senega are reported at a standstill. Good request for German dandelion and prices are likely to advance soon.

Seeds—Better demand for Italian anise, which declined last week. Although sellers name low prices for canary, it seems to go a begging. Scarcity of Dutch caraway has resulted in a firmer market. Jobbing request for Russian hemp is but limited. Trade is disappointingly quiet for the different grades of mustard, as there should be a good seasonable demand for pickling purposes. Holders of German rape have advanced quotations, owing to great scarcity. The unusually large yield of the current crop, coupled with lack of demand from consumers, has resulted in demoralized values for coriander. Celery is in small request for this season of the year, as mentioned last week, and prices are nominally steady.

Sponges—Primary markets report nothing new in developments and the spot market is dull.

Strontia, Nitrate—Market is lower, demand being weaker and offerings freer.

### The Drummer and the Druggist.

From the Pharmaceutical Era.

The drummer can be of untold service to the druggist if he is treated right, and right in this instance means only ordinary politeness.

The average druggist may take a few lessons to good advantage from the persistence of the commercial man. The latter is out to sell goods, and he usually sells them; if he doesn't, he isn't discouraged, at least he never lets anybody know it if he is.

He knows what he is talking about when he talks about his goods. He may ramble a little from the straight path when he talks about the city he hails from, but that is excusable. We all know his house is the best and most honorable on earth, and we don't question any statement he makes regarding it.

You don't have to buy any of his goods unless you need them, but if he wants to show them and you have time, you would better see them. You may see something new and get some good prices, and very likely he will give you some good advertising hints in the meantime—tell you how the druggist up the road at Browntown has his window fixed up, and what fine lime-ade he got at Jonesville, and how the druggist prepared it.

In fact, if you will let him, he will tell you of lots of things that you never heard of before, but don't forget one thing: the majority of traveling men are gentlemen, and deserve the treatment accorded one gentleman by another. The traveling man will not tell you questionable stories unless you show by your manner that you enjoy them. It is part of his business to size up his possible customers and talk accordingly, and you can very easily judge what his estimate of you is by his conversation. Better think it over seriously after he goes away. His opinion of you may be the same as that of a good many of your townspeople. If it isn't what it ought to be, you would better tack about and sail the other way, for it is hard enough to do business successfully when you have the respect of the community, and without that it will be impossible.

The opinion a traveling man gets of you must go a long way towards fixing the idea of his house concerning any business transactions they may have with you.

Remember all the good qualities of the drummer and profit by them; overlook his shortcomings and forgive them as you yourself expect to be forgiven.

Careful experiments conducted in England prove that the life of a locomotive is 500,000, "train miles." In other words, it can run 500,000 miles before it becomes absolutely useless for hauling purposes.

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

## PECK'S HEADACHE..... POWDERS

Pay the Best Profit. Order from your jobber

### The Etiquette of Gum Chewing.

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

## Batavia Crushed Fruits and Fruit Juices

the best in the world, guaranteed

### ABSOLUTELY PURE.

Write for price list to

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

Sole Agents for the United States.



THE ELECTRIC PILE CURE  
Cures  
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.

## Druggists' Profits!

### CONGDON'S

### Cider Saver and Fruit Preservative

Guarantees to save Fruits and Cider sweet and pure flavored. Largest Cider Mills in the world endorse it. Leading Jobbers have it.

Send for circulars to manufacturers,  
J. L. CONGDON & CO., Pentwater, Mich.

### SMOKE THE

## HAZEL

50 CIGAR

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

WM. TEGGE, DETROIT, MICH.



## WHOLESALE PRICE CURRENT.

Advanced—Opium.		Declined—Turpentine.	
<b>Acidum</b>		<b>Tinctures</b>	
Aceticum, German	80¢ 10	Aconitum Napellis R	50
Benzoinum, German	75¢ 80	Aconitum Napellis F	50
Boricum	15	Aloes and Myrrh.	50
Carbolicum	20¢ 40	Arnica	50
Citricum	40¢ 40	Assafoetida	50
Hydrochlor.	30¢ 10	Atrape Belladonna	50
Nitrosum	80¢ 10	Aurant Cortex	50
Oxalicum	10¢ 12	Benzoine	50
Phosphoricum, dil.	15	Benzoine Co.	50
Salicylicum	50¢ 55	Barosma	50
Sulphuricum	13¢ 5	Cantharides	50
Tannicum	1 40¢ 1 60	Capsicum	50
Tartaricum	30¢ 30	Cardamon	50
<b>Ammonia</b>		Cardamon Co.	50
Aqua, 16 deg.	4¢ 6	Castor	50
Aqua, 20 deg.	6¢ 8	Catechu	50
Carbonas	12¢ 14	Cinchona	50
Chloridum	12¢ 14	Cinchona Co.	50
<b>Aniline</b>		Columba	50
Black	2 00¢ 2 25	Cubeba	50
Brown	80¢ 1 00	Cassia Acutifol	50
Red	45¢ 50	Cassia Acutifol Co	50
Yellow	2 50¢ 3 00	Digitalis	50
<b>Bacca.</b>		Errot	50
Cubee. . . . . po. 18	13¢ 15	Ferri Chloridum	35
Juniperus	6¢ 8	Gentian	50
Xanthoxylum	25¢ 30	Gentian Co.	50
<b>Balsamum</b>		Gulaca	50
Copaiba	45¢ 50	Gulaca ammon	50
Peru	2 60	Hyoscyamus	50
Terabin, Canada	40¢ 45	Iodine	75
Tolutan	75¢ 80	Iodine, colorless	75
<b>Cortex</b>		Kino	50
Abies, Canadian	18	Lobelia	50
Cassia	12	Myrrh	50
Cinchona Flava	18	Nux Vomica	50
Euonymus atropurp	30	Opil	50
Myrica Cerifera, po	20	Opil, camphorated	50
Prunus Virginiana	12	Opil, deodorized	50
Quillaja, gr'd.	10	Quassia	50
Sassafras	12	Rhatany	50
Ulmus, po. 15, gr'd	15	Rhei	50
<b>Extractum</b>		Sanguinaria	50
Glycyrrhiza Glabra	24¢ 25	Serpentaria	50
Glycyrrhiza, po.	28¢ 30	Stromonium	60
Hamatox, 15 lb box	11¢ 12	Tolutan	60
Hamatox, 1s	13¢ 14	Valerian	50
Hamatox, 1/2s	14¢ 15	Veratrum Veride	50
Hamatox, 1/4s	16¢ 17	Zingiber	20
<b>Ferru</b>		<b>Miscellaneous</b>	
Carbonate Precip.	15	Ether, Spts. Nit. 3 F	30¢ 35
Citrate and Quinia	2 25	Ether, Spts. Nit. 4 F	34¢ 38
Citrate Soluble	80	Alumen	24¢ 3
Ferrocyanidum Sol.	50	Alumen, gro'd. po. 7	30¢ 4
Solut. Chloride	5	Annatto	40¢ 50
Sulphate, com'l.	12	Antimoni, po.	40¢ 5
Sulphate, com'l, by	35	Antimoni et PotassT	55¢ 60
bbi, per cwt.	7	Antipyrin	1 40
Sulphate, pure	7	Antifebrin	1 15
<b>Flora</b>		Argent Nitras, oz.	55
Arnica	12¢ 14	Arsenicum	10¢ 12
Anthemis	18¢ 25	Balm Gilead Bud	38¢ 40
Matricaria	18¢ 25	Bismuth S. N.	1 00¢ 1 10
<b>Folia</b>		Calcium Chlor., 1s	9
Barosma	15¢ 20	Calcium Chlor., 1/2s	9
Cassia Acutifol, Tin-	18¢ 25	Calcium Chlor., 1/4s	12
nevely	25¢ 30	Cantharides, Rus. po	75
Cassia Acutifol, Alx.	25¢ 30	Capsici Fructus, af.	1
Salvia officinalis, 1/2s	12¢ 20	Capsici Fructus, po.	15
and 1/4s	8¢ 10	Capsici Fructus, B. po	15
Ura Ursi	8¢ 10	Caryophyllus, po. 15	10¢ 12
<b>Gummi</b>		Carmine, No. 40	3 75
Acacia, 1st picked	65	Cera Alba, S. & F.	50¢ 55
Acacia, 2d picked	45	Cera Flava	40¢ 42
Acacia, 3d picked	28	Coccus	40
Acacia, sifted sorts	60¢ 80	Cassia Fructus	25
Acacia, po.	14¢ 18	Centraria	10
Aloe, Barb. po. 20¢ 28	12	Cetaceum	45
Aloe, Cape po. 15	30	Chloroform	60¢ 63
Aloe, Socotri. po. 40	55¢ 60	Chloroform, squibbs	1 35
Ammoniac	22¢ 25	Chloral Hyd Crst.	1 15¢ 1 30
Assafoetida po. 20	50¢ 55	Chondrus	20¢ 25
Benzoinum	50¢ 55	Cinchonidine, P. & W	15¢ 20
Catechu, 1s	13	Cinchonidine, Germ	7 14
Catechu, 1/2s	14	Cocaine	5 30¢ 5 50
Catechu, 1/4s	16	Corks, list, dis. pr. ct.	65
Camphora	47¢ 50	Creosotum	35
Euphorbium po. 35	10	Creta	2
Galbanum	65¢ 70	Creta, prep.	11
Gamboge	35	Creta, precip.	11
Gualiacum po. 35	30	Creta, Rubra	8
Kino po. 3.00	65	Crocus	50¢ 55
Mastic	40	Cudbear	24
Myrrh po. 45	40	Cupri Sulph.	50¢ 62
Opil po. 3.20¢ 3.40	2 50¢ 2 60	Dextrine	10¢ 12
Shellac	40¢ 60	Ether Sulph.	75¢ 90
Shellac, bleached	40¢ 45	Emery, all numbers	6
Tragacanth	50¢ 80	Emery, po.	30¢ 35
<b>Herba</b>		Ergota po. 40	12¢ 15
Absinthium, oz. pkg	25	Galla	23
Eupatorium, oz. pkg	20	Gambier	8¢ 9
Lobelia, oz. pkg	25	Gelatine, Cooper	60
Majorum, oz. pkg	28	Gelatine, French	30¢ 50
Mentha Pip. oz. pkg	23	Glassware, flint, box	60, 10¢ 10
Mentha Vir. oz. pkg	25	Less than box	60
Rue, oz. pkg	39	Glue, brown	9¢ 12
Tanacetum Voz. pkg	22	Glue, white	15¢ 25
Thymus, V. oz. pkg	35	Grana Paradisi	15¢ 15
<b>Magnesia.</b>		Humulus	25¢ 55
Calcined, Pat.	55¢ 60	Hydraag Chlor Mite	75
Carbonate, Pat.	20¢ 22	Hydraag Chlor Co	65
Carbonate, K. & M.	20¢ 25	Hydraag Ox Rub'm	85
Carbonate, Jennings	35¢ 36	Hydraag Ammoniat	95
<b>Oilum</b>		Hydraag Unguentum	45¢ 55
Absinthium	3 25¢ 3 50	Hydrargyrum	60
Amygdale, Dulc.	30¢ 50	Ichthyobolla, Am.	1 25¢ 1 50
Amygdale, Amare	8 00¢ 8 25	Indigo	75¢ 1 00
Anisi	2 60¢ 2 70	Iodine, Resubl.	3 80¢ 3 90
Aurant Cortex	2 30¢ 2 40	Iodoform	4 70
Bergamii	3 00¢ 3 20	Lupulin	2 25
Caliputi	70¢ 75	Lycopodium	60¢ 65
Caryophylli	53¢ 58	Macis	65¢ 75
Cedar	35¢ 65	Liquor Arsen et Hy-	27
Chenopadii	2 50	drag Iod.	10¢ 12
Cinnamoni	2 25¢ 2 30	Magnesia, Sulph.	2¢ 3
Citronella	55¢ 60	Magnesia, Sulph, bbl	1 1/2
		Mannia, S. F.	60¢ 63
		Menthol	5 50

Paint your buildings with

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

# HAZELTINE & PERKINS DRUG CO.

Importers and Jobbers of

## DRUGS

Chemicals and Patent Medicines

Dealers in

## Paints, Oils and Varnishes

Full line of staple druggists' sundries.  
We are sole proprietors of Weatherly's Michigan Catarrh Remedy.  
We have in stock and offer a full line of **Whiskies, Brandies, Gins, Wines, and Rums.**  
We sell Liquors for medicinal purposes only.  
We give our personal attention to mail orders and guarantee satisfaction.  
All orders shipped and invoiced the same day we receive them. Send a trial order.

### HAZELTINE & PERKINS DRUG CO.

GRAND RAPIDS.



# GROCERY PRICE CURRENT.

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

<b>AXLE GREASE.</b> 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	<b>COCO A SHELLS.</b> 20 lb bags.....2 1/4 Less quantity.....3 Pound packages.....4 <b>CREAM TARTAR.</b> Strictly Pure, wooden boxes. 35 Strictly Pure, tin boxes.....37 Tartarine.....25 <b>COFFEE.</b> <b>Green.</b> <b>Rio.</b> Fair.....18 Good.....19 Prime.....21 Golden.....21 Peaberry.....23 <b>Santos.</b> Fair.....19 Good.....20 Prime.....20 Peaberry.....23 <b>Mexican and Guatamala.</b> Fair.....21 Good.....22 Fancy.....24 <b>Maracaibo.</b> Prime.....23 Milled.....24 <b>Java.</b> Interior.....25 Private Growth.....27 Mandehling.....28 <b>Mocha.</b> Imitation.....25 Arabian.....28 <b>Roasted.</b> Quaker Mocha and Java.....32 Toko Mocha and Java.....28 State House Blend.....25 <b>Package.</b> Arbuckle.....21 30 Jersey.....21 30 McLaughlin's XXXX.....21 30	<b>COUPON BOOKS.</b>   <b>"Tradesman."</b> \$ 1 books, per 100.....2 00 \$ 2 books, per 100.....2 50 \$ 3 books, per 100.....3 00 \$ 5 books, per 100.....4 00 \$10 books, per 100.....5 00 <b>"Superior."</b> \$ 1 books, per 100.....2 50 \$ 2 books, per 100.....3 00 \$ 3 books, per 100.....3 50 \$ 5 books, per 100.....4 00 \$10 books, per 100.....5 00 <b>"Universal."</b> \$ 1 books, per 100.....3 00 \$ 2 books, per 100.....3 50 \$ 3 books, per 100.....4 00 \$ 5 books, per 100.....5 00 \$10 books, per 100.....6 00 Above prices on coupon books are subject to the following quantity discounts: 200 books or over.....5 per cent 500 books or over.....10 per cent 1000 books or over.....20 per cent	<b>FARINACEOUS GOODS.</b> <b>Biscuitine.</b> 3 doz. in case, per doz.....1 00 <b>Farina.</b> Bulk.....3 <b>Grits.</b> Walsh-DeRoo Co.'s.....2 00 <b>Hominy.</b> Barrels.....3 25 Flake, 50 lb. drums.....1 50 <b>Lima Beans.</b> Dried.....4 <b>Maccaroni and Vermicelli.</b> Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 <b>Pearl Barley.</b> Empire.....2 1/2 Chester.....1 1/2 @ 2 <b>Peas.</b> Green, bu.....90 Split, per lb.....2 1/2 <b>Rolled Oats.</b> Rolled Avena, bbl.....2 80 Rolled Avena, 1/2 bbl.....1 55 Monarch, bbl.....2 55 Monarch, 1/2 bbl.....1 40 Private brands, bbl.....2 40 Private brands, 1/2 bbl.....3 20 Quaker, cases.....3 25 Oven Baked.....2 25 Lakeside.....2 25 <b>Sago.</b> German.....4 East India.....3 1/2 <b>Wheat.</b> Cracked, bulk.....3 24 2 lb packages.....2 40	<b>Souders'.</b> Oval bottle, with corkscrew. Best in the world for the money.  <b>Regular Grade Lemon.</b> doz.....75 2 oz.....1 50 <b>Regular Vanilla.</b> doz.....20 2 oz.....2 40 <b>XX Grade Lemon.</b> 2 oz.....1 50 4 oz.....3 00 <b>XX Grade Vanilla.</b> 2 oz.....1 75 4 oz.....3 50 <b>FLY PAPER.</b> <b>Tanglefoot.</b> "Regular" Size. Less than one case, per box.....32 One to five cases, per case.....2 75 Five to ten cases, per case.....2 65 Ten cases, per case.....2 55 "Little" Tanglefoot. Less than one case, per box.....13 One to ten cases, per case.....1 45 Ten cases, per case.....1 40 <b>FURNITURE.</b> <b>Cleaner and Polish.</b> <b>Henderson's "Diamond."</b> Half Pint.....1 75 Pint.....3 50 Quart.....5 40 Half Gallon.....7 75 Gallon.....14 40 <b>GELATINE.</b> Knox's sparkling.....1 10 Knox's acidulated.....1 20 <b>GUNPOWDER.</b> <b>Rifle-Dupont's.</b> Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....30 1/2 lb cans.....18 <b>Choke Bore-Dupont's.</b> Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....34 <b>Eagle Duck-Dupont's.</b> Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb cans.....45 <b>HERBS.</b> Sage.....15 Hops.....15 <b>INDIGO.</b> Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 <b>JELLY.</b> 15 lb pails.....35 17 lb pails.....44 30 lb pails.....65 <b>LYE.</b> Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 <b>LICORICE.</b> Pure.....30 Calabria.....25 Sicily.....14 Root.....10 <b>MINCE MEAT.</b>  Pure.....30 Calabria.....25 Sicily.....14 Root.....10	<b>New Orleans.</b> Fair.....18 Good.....22 Extra good.....24 Choice.....27 Fancy.....30 Half-barrels 3c extra. <b>PICKLES.</b> <b>Medium.</b> Barrels, 1,200 count.....3 60 Half bbls, 600 count.....2 30 <b>Small.</b> Barrels, 2,400 count.....4 75 Half bbls, 1,200 count.....2 88 <b>PIPES.</b> Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....1 <b>POTASH.</b> 48 cans in case.....4 00 Babbitt's.....3 00 Penna Salt Co.'s.....3 00 <b>RICE.</b> <b>Domestic.</b> Carolina head.....6 1/4 Carolina No. 1.....5 Carolina No. 2.....4 1/4 Broken.....2 1/2 <b>Imported.</b> Japan, No. 1.....5 Japan, No. 2.....4 1/4 Java, No. 1.....4 1/4 Java, No. 2.....4 1/4 Patna.....4 <b>SALERATUS.</b> Packed 60 lbs. in box. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 <b>SAL SODA.</b> Granulated, bbls.....1 10 Granulated, 100 lb cases.....1 50 Lump, bbls.....1 Lump, 145 lb kegs.....1 10 <b>SEEDS.</b> Anise.....13 Canary, Smyrna.....6 Caraway.....10 Cardamon, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/4 Mustard, white.....6 1/4 Poppy.....8 Rape.....4 Cuttle Bone.....20 <b>SNUFF.</b> Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 <b>SYRUPS.</b> <b>Corn.</b> Barrels.....14 Half bbls.....16 <b>Pure Cane.</b> Fair.....16 Good.....20 Choice.....25 <b>SPICES.</b> <b>Whole Sifted.</b> Allspice.....9 1/4 Cassia, China in mats.....10 Cassia, Batavia in bund.....15 Cassia, Saigon in rolls.....32 Cloves, Amboyna.....15 Cloves, Zanzibar.....10 Mace, Batavia.....70 Nutmegs, fancy.....65 Nutmegs, No. 1.....60 Nutmegs, No. 2.....55 Pepper, Singapore, black.....10 Pepper, Singapore, white.....20 Pepper, shot.....16 <b>Pure Ground in Bulk.</b> Allspice.....10 @ 15 Cassia, Batavia.....17 Cassia, Saigon.....35 Cloves, Amboyna.....15 Cloves, Zanzibar.....10 Ginger, African.....15 Ginger, Cochinchina.....20 Ginger, Jamaica.....22 Mace, Batavia.....60 @ 65 Mustard, Eng. and Trieste.....20 Mustard, Trieste.....25 Nutmegs.....40 @ 60 Pepper, Singapore, black @ 12 Pepper, Singapore, white @ 18 Pepper, Cayenne.....17 @ 20 Sage.....18 <b>"Absolute" in 1/2 lb. Packages.</b> Allspice.....65 Cinnamon.....75 Cloves.....70 Ginger, Cochinchina.....75 Mace.....2 10 Mustard.....75 Nutmegs.....2 10 Pepper, cayenne.....75 Pepper, white.....75 Pepper, black shot.....60 Salmon.....1 50 Wiener and Frankfurter.....16 Pork Sausage.....16 Bologna and Smoked S'ge.....16 Liver S'ge and H'd Cheese.....16
<b>BAKING POWDER.</b> <b>Absolute.</b> 1/4 lb cans doz.....45 1/2 lb cans doz.....85 1 lb cans doz.....1 50 <b>Acme.</b> 1/4 lb cans 3 doz.....45 1/2 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk.....10 <b>Dwight's.</b> 1 lb cans per doz.....1 50 <b>JaXon.</b> 1/4 lb cans 4 doz case.....45 1/2 lb cans 4 doz case.....85 1 lb cans 2 doz case.....1 60 <b>Home.</b> 1/4 lb cans 4 doz case.....35 1/2 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 <b>Our Leader.</b> 1/4 lb cans.....45 1/2 lb cans.....75 1 lb cans.....1 50	<b>COCOA SHELLS.</b> 20 lb bags.....2 1/4 Less quantity.....3 Pound packages.....4 <b>CREAM TARTAR.</b> Strictly Pure, wooden boxes. 35 Strictly Pure, tin boxes.....37 Tartarine.....25 <b>COFFEE.</b> <b>Green.</b> <b>Rio.</b> Fair.....18 Good.....19 Prime.....21 Golden.....21 Peaberry.....23 <b>Santos.</b> Fair.....19 Good.....20 Prime.....20 Peaberry.....23 <b>Mexican and Guatamala.</b> Fair.....21 Good.....22 Fancy.....24 <b>Maracaibo.</b> Prime.....23 Milled.....24 <b>Java.</b> Interior.....25 Private Growth.....27 Mandehling.....28 <b>Mocha.</b> Imitation.....25 Arabian.....28 <b>Roasted.</b> Quaker Mocha and Java.....32 Toko Mocha and Java.....28 State House Blend.....25 <b>Package.</b> Arbuckle.....21 30 Jersey.....21 30 McLaughlin's XXXX.....21 30	<b>COUPON BOOKS.</b>   <b>"Tradesman."</b> \$ 1 books, per 100.....2 00 \$ 2 books, per 100.....2 50 \$ 3 books, per 100.....3 00 \$ 5 books, per 100.....4 00 \$10 books, per 100.....5 00 <b>"Superior."</b> \$ 1 books, per 100.....2 50 \$ 2 books, per 100.....3 00 \$ 3 books, per 100.....3 50 \$ 5 books, per 100.....4 00 \$10 books, per 100.....5 00 <b>"Universal."</b> \$ 1 books, per 100.....3 00 \$ 2 books, per 100.....3 50 \$ 3 books, per 100.....4 00 \$ 5 books, per 100.....5 00 \$10 books, per 100.....6 00 Above prices on coupon books are subject to the following quantity discounts: 200 books or over.....5 per cent 500 books or over.....10 per cent 1000 books or over.....20 per cent	<b>FARINACEOUS GOODS.</b> <b>Biscuitine.</b> 3 doz. in case, per doz.....1 00 <b>Farina.</b> Bulk.....3 <b>Grits.</b> Walsh-DeRoo Co.'s.....2 00 <b>Hominy.</b> Barrels.....3 25 Flake, 50 lb. drums.....1 50 <b>Lima Beans.</b> Dried.....4 <b>Maccaroni and Vermicelli.</b> Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 <b>Pearl Barley.</b> Empire.....2 1/2 Chester.....1 1/2 @ 2 <b>Peas.</b> Green, bu.....90 Split, per lb.....2 1/2 <b>Rolled Oats.</b> Rolled Avena, bbl.....2 80 Rolled Avena, 1/2 bbl.....1 55 Monarch, bbl.....2 55 Monarch, 1/2 bbl.....1 40 Private brands, bbl.....2 40 Private brands, 1/2 bbl.....3 20 Quaker, cases.....3 25 Oven Baked.....2 25 Lakeside.....2 25 <b>Sago.</b> German.....4 East India.....3 1/2 <b>Wheat.</b> Cracked, bulk.....3 24 2 lb packages.....2 40	<b>Souders'.</b> Oval bottle, with corkscrew. Best in the world for the money.  <b>Regular Grade Lemon.</b> doz.....75 2 oz.....1 50 <b>Regular Vanilla.</b> doz.....20 2 oz.....2 40 <b>XX Grade Lemon.</b> 2 oz.....1 50 4 oz.....3 00 <b>XX Grade Vanilla.</b> 2 oz.....1 75 4 oz.....3 50 <b>FLY PAPER.</b> <b>Tanglefoot.</b> "Regular" Size. Less than one case, per box.....32 One to five cases, per case.....2 75 Five to ten cases, per case.....2 65 Ten cases, per case.....2 55 "Little" Tanglefoot. Less than one case, per box.....13 One to ten cases, per case.....1 45 Ten cases, per case.....1 40 <b>FURNITURE.</b> <b>Cleaner and Polish.</b> <b>Henderson's "Diamond."</b> Half Pint.....1 75 Pint.....3 50 Quart.....5 40 Half Gallon.....7 75 Gallon.....14 40 <b>GELATINE.</b> Knox's sparkling.....1 10 Knox's acidulated.....1 20 <b>GUNPOWDER.</b> <b>Rifle-Dupont's.</b> Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....30 1/2 lb cans.....18 <b>Choke Bore-Dupont's.</b> Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....34 <b>Eagle Duck-Dupont's.</b> Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb cans.....45 <b>HERBS.</b> Sage.....15 Hops.....15 <b>INDIGO.</b> Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 <b>JELLY.</b> 15 lb pails.....35 17 lb pails.....44 30 lb pails.....65 <b>LYE.</b> Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 <b>LICORICE.</b> Pure.....30 Calabria.....25 Sicily.....14 Root.....10 <b>MINCE MEAT.</b>  Pure.....30 Calabria.....25 Sicily.....14 Root.....10	<b>New Orleans.</b> Fair.....18 Good.....22 Extra good.....24 Choice.....27 Fancy.....30 Half-barrels 3c extra. <b>PICKLES.</b> <b>Medium.</b> Barrels, 1,200 count.....3 60 Half bbls, 600 count.....2 30 <b>Small.</b> Barrels, 2,400 count.....4 75 Half bbls, 1,200 count.....2 88 <b>PIPES.</b> Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....1 <b>POTASH.</b> 48 cans in case.....4 00 Babbitt's.....3 00 Penna Salt Co.'s.....3 00 <b>RICE.</b> <b>Domestic.</b> Carolina head.....6 1/4 Carolina No. 1.....5 Carolina No. 2.....4 1/4 Broken.....2 1/2 <b>Imported.</b> Japan, No. 1.....5 Japan, No. 2.....4 1/4 Java, No. 1.....4 1/4 Java, No. 2.....4 1/4 Patna.....4 <b>SALERATUS.</b> Packed 60 lbs. in box. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 <b>SAL SODA.</b> Granulated, bbls.....1 10 Granulated, 100 lb cases.....1 50 Lump, bbls.....1 Lump, 145 lb kegs.....1 10 <b>SEEDS.</b> Anise.....13 Canary, Smyrna.....6 Caraway.....10 Cardamon, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/4 Mustard, white.....6 1/4 Poppy.....8 Rape.....4 Cuttle Bone.....20 <b>SNUFF.</b> Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 <b>SYRUPS.</b> <b>Corn.</b> Barrels.....14 Half bbls.....16 <b>Pure Cane.</b> Fair.....16 Good.....20 Choice.....25 <b>SPICES.</b> <b>Whole Sifted.</b> Allspice.....9 1/4 Cassia, China in mats.....10 Cassia, Batavia in bund.....15 Cassia, Saigon in rolls.....32 Cloves, Amboyna.....15 Cloves, Zanzibar.....10 Mace, Batavia.....70 Nutmegs, fancy.....65 Nutmegs, No. 1.....60 Nutmegs, No. 2.....55 Pepper, Singapore, black.....10 Pepper, Singapore, white.....20 Pepper, shot.....16 <b>Pure Ground in Bulk.</b> Allspice.....10 @ 15 Cassia, Batavia.....17 Cassia, Saigon.....35 Cloves, Amboyna.....15 Cloves, Zanzibar.....10 Ginger, African.....15 Ginger, Cochinchina.....20 Ginger, Jamaica.....22 Mace, Batavia.....60 @ 65 Mustard, Eng. and Trieste.....20 Mustard, Trieste.....25 Nutmegs.....40 @ 60 Pepper, Singapore, black @ 12 Pepper, Singapore, white @ 18 Pepper, Cayenne.....17 @ 20 Sage.....18 <b>"Absolute" in 1/2 lb. Packages.</b> Allspice.....65 Cinnamon.....75 Cloves.....70 Ginger, Cochinchina.....75 Mace.....2 10 Mustard.....75 Nutmegs.....2 10 Pepper, cayenne.....75 Pepper, white.....75 Pepper, black shot.....60 Salmon.....1 50 Wiener and Frankfurter.....16 Pork Sausage.....16 Bologna and Smoked S'ge.....16 Liver S'ge and H'd Cheese.....16
<b>BAKING POWDER.</b> <b>Absolute.</b> 1/4 lb cans doz.....45 1/2 lb cans doz.....85 1 lb cans doz.....1 50 <b>Acme.</b> 1/4 lb cans 3 doz.....45 1/2 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk.....10 <b>Dwight's.</b> 1 lb cans per doz.....1 50 <b>JaXon.</b> 1/4 lb cans 4 doz case.....45 1/2 lb cans 4 doz case.....85 1 lb cans 2 doz case.....1 60 <b>Home.</b> 1/4 lb cans 4 doz case.....35 1/2 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 <b>Our Leader.</b> 1/4 lb cans.....45 1/2 lb cans.....75 1 lb cans.....1 50	<b>COFFEE.</b> <b>Green.</b> <b>Rio.</b> Fair.....18 Good.....19 Prime.....21 Golden.....21 Peaberry.....23 <b>Santos.</b> Fair.....19 Good.....20 Prime.....20 Peaberry.....23 <b>Mexican and Guatamala.</b> Fair.....21 Good.....22 Fancy.....24 <b>Maracaibo.</b> Prime.....23 Milled.....24 <b>Java.</b> Interior.....25 Private Growth.....27 Mandehling.....28 <b>Mocha.</b> Imitation.....25 Arabian.....28 <b>Roasted.</b> Quaker Mocha and Java.....32 Toko Mocha and Java.....28 State House Blend.....25 <b>Package.</b> Arbuckle.....21 30 Jersey.....21 30 McLaughlin's XXXX.....21 30	<b>COUPON BOOKS.</b>   <b>"Tradesman."</b> \$ 1 books, per 100.....2 00 \$ 2 books, per 100.....2 50 \$ 3 books, per 100.....3 00 \$ 5 books, per 100.....4 00 \$10 books, per 100.....5 00 <b>"Superior."</b> \$ 1 books, per 100.....2 50 \$ 2 books, per 100.....3 00 \$ 3 books, per 100.....3 50 \$ 5 books, per 100.....4 00 \$10 books, per 100.....5 00 <b>"Universal."</b> \$ 1 books, per 100.....3 00 \$ 2 books, per 100.....3 50 \$ 3 books, per 100.....4 00 \$ 5 books, per 100.....5 00 \$10 books, per 100.....6 00 Above prices on coupon books are subject to the following quantity discounts: 200 books or over.....5 per cent 500 books or over.....10 per cent 1000 books or over.....20 per cent	<b>FARINACEOUS GOODS.</b> <b>Biscuitine.</b> 3 doz. in case, per doz.....1 00 <b>Farina.</b> Bulk.....3 <b>Grits.</b> Walsh-DeRoo Co.'s.....2 00 <b>Hominy.</b> Barrels.....3 25 Flake, 50 lb. drums.....1 50 <b>Lima Beans.</b> Dried.....4 <b>Maccaroni and Vermicelli.</b> Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 <b>Pearl Barley.</b> Empire.....2 1/2 Chester.....1 1/2 @ 2 <b>Peas.</b> Green, bu.....90 Split, per lb.....2 1/2 <b>Rolled Oats.</b> Rolled Avena, bbl.....2 80 Rolled Avena, 1/2 bbl.....1 55 Monarch, bbl.....2 55 Monarch, 1/2 bbl.....1 40 Private brands, bbl.....2 40 Private brands, 1/2 bbl.....3 20 Quaker, cases.....3 25 Oven Baked.....2 25 Lakeside.....2 25 <b>Sago.</b> German.....4 East India.....3 1/2 <b>Wheat.</b> Cracked, bulk.....3 24 2 lb packages.....2 40	<b>Souders'.</b> Oval bottle, with corkscrew. Best in the world for the money.  <b>Regular Grade Lemon.</b> doz.....75 2 oz.....1 50 <b>Regular Vanilla.</b> doz.....20 2 oz.....2 40 <b>XX Grade Lemon.</b> 2 oz.....1 50 4 oz.....3 00 <b>XX Grade Vanilla.</b> 2 oz.....1 75 4 oz.....3 50 <b>FLY PAPER.</b> <b>Tanglefoot.</b> "Regular" Size. Less than one case, per box.....32 One to five cases, per case.....2 75 Five to ten cases, per case.....2 65 Ten cases, per case.....2 55 "Little" Tanglefoot. Less than one case, per box.....13 One to ten cases, per case.....1 45 Ten cases, per case.....1 40 <b>FURNITURE.</b> <b>Cleaner and Polish.</b> <b>Henderson's "Diamond."</b> Half Pint.....1 75 Pint.....3 50 Quart.....5 40 Half Gallon.....7 75 Gallon.....14 40 <b>GELATINE.</b> Knox's sparkling.....1 10 Knox's acidulated.....1 20 <b>GUNPOWDER.</b> <b>Rifle-Dupont's.</b> Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....30 1/2 lb cans.....18 <b>Choke Bore-Dupont's.</b> Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....34 <b>Eagle Duck-Dupont's.</b> Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb cans.....45 <b>HERBS.</b> Sage.....15 Hops.....15 <b>INDIGO.</b> Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 <b>JELLY.</b> 15 lb pails.....35 17 lb pails.....44 30 lb pails.....65 <b>LYE.</b> Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 <b>LICORICE.</b> Pure.....30 Calabria.....25 Sicily.....14 Root.....10 <b>MINCE MEAT.</b>  Pure.....30 Calabria.....25 Sicily.....14 Root.....10	<b>New Orleans.</b> Fair.....18 Good.....22 Extra good.....24 Choice.....27 Fancy.....30 Half-barrels 3c extra. <b>PICKLES.</b> <b>Medium.</b> Barrels, 1,200 count.....3 60 Half bbls, 600 count.....2 30 <b>Small.</b> Barrels, 2,400 count.....4 75 Half bbls, 1,200 count.....2 88 <b>PIPES.</b> Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....1 <b>POTASH.</b> 48 cans in case.....4 00 Babbitt's.....3 00 Penna Salt Co.'s.....3 00 <b>RICE.</b> <b>Domestic.</b> Carolina head.....6 1/4 Carolina No. 1.....5 Carolina No. 2.....4 1/4 Broken.....2 1/2 <b>Imported.</b> Japan, No. 1.....5 Japan, No. 2.....4 1/4 Java, No. 1.....4 1/4 Java, No. 2.....4 1/4 Patna.....4 <b>SALERATUS.</b> Packed 60 lbs. in box. Church's.....3 30 Deland's.....3 15 Dwight's.....3 30 Taylor's.....3 00 <b>SAL SODA.</b> Granulated, bbls.....1 10 Granulated, 100 lb cases.....1 50 Lump, bbls.....1 Lump, 145 lb kegs.....1 10 <b>SEEDS.</b> Anise.....13 Canary, Smyrna.....6 Caraway.....10 Cardamon, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/4 Mustard, white.....6 1/4 Poppy.....8 Rape.....4 Cuttle Bone.....20 <b>SNUFF.</b> Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 <b>SYRUPS.</b> <b>Corn.</b> Barrels.....14 Half bbls.....16 <b>Pure Cane.</b> Fair.....16 Good.....20 Choice.....25 <b>SPICES.</b> <b>Whole Sifted.</b> Allspice.....9 1/4 Cassia, China in mats.....10 Cassia, Batavia in bund.....15 Cassia, Saigon in rolls.....32 Cloves, Amboyna.....15 Cloves, Zanzibar.....10 Mace, Batavia.....70 Nutmegs, fancy.....65 Nutmegs, No. 1.....60 Nutmegs, No. 2.....55 Pepper, Singapore, black.....10 Pepper, Singapore, white.....20 Pepper, shot.....16 <b>Pure Ground in Bulk.</b> Allspice.....10 @ 15 Cassia, Batavia.....17 Cassia, Saigon.....35 Cloves, Amboyna.....15 Cloves, Zanzibar.....10 Ginger, African.....15 Ginger, Cochinchina.....20 Ginger, Jamaica.....22 Mace, Batavia.....60 @ 65 Mustard, Eng. and Trieste.....20 Mustard, Trieste.....25 Nutmegs.....40 @ 60 Pepper, Singapore, black @ 12 Pepper, Singapore, white @ 18 Pepper, Cayenne.....17 @ 20 Sage.....18 <b>"Absolute" in 1/2 lb. Packages.</b> Allspice.....65 Cinnamon.....75 Cloves.....70 Ginger, Cochinchina.....75 Mace.....2 10 Mustard.....75 Nut



## SALT.

## Diamond Crystal.

Cases, 24 3-lb boxes	1 60
Barrels, 100 3-lb bags	2 75
Barrels, 40 7-lb bags	2 50
Butter, 56 lb bags	3 00
Butter, 28 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	3 25
56 lb. linen sacks	3 00
Bulk in barrels	2 50

## Warsaw.

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

## Ashton.

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

## Higgins.

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

## Solar Rock.

56-lb sacks	22
-------------	----

## Common Fine.

Saginaw	68
Manistee	68

## SODA.

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

## STARCH.

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

## Kingsford's Corn.

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

## Kingsford's Silver Gloss.

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

## Common Corn.

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

## Common Gloss.

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

## SUMMER BEVERAGES.



## Wild Cherry Phosphate.

"Little Giant" case, 28-15c 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, 82 25, per doz 75

Acid Phosphate, 8 oz., per doz 2 00

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

## TOBACCO.

## Cigars.

G. J. Johnson's brand



S. C. W. 35 00

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.

## Laundry.

Gowans & Sons' Brands.

Crow 3 10

German Family 2 15

American Grocer 100s 3 30

American Grocer 60s 3 25

Mystic White 3 80

Lotus 3 90

Oak Leaf 3 00

Old Style 3 20

Happy Day 3 10

Henry Passolt's brand.



Single box 3 00

5 box lots, delivered 2 85

10 box lots, delivered 2 85

25 box lots, delivered 2 75

## JAXON

Single box	3 00
5 box lots, delivered	2 95
10 box lots, delivered	2 85

Lautz Bros. & Co.'s brands.

Acme	3 25
Cotton Oil	5 75
Marseilles	4 00
Master	3 70

Jas. S. Kirk & Co.'s brands.

American Family, wrp'd	3 33
American Family, plain	3 27

Thompson & Chute's Brand.



Single box	3 00
5 box lots, delivered	2 95
10 box lots, delivered	2 85
25 box lots, delivered	2 75

Allen B. Wrisley's brands.

For special quotations on Old Country ask traveling man.	
Doll, 100 bars	2 50
Good Cheer 60 1-lb.	3 90

## WOLVERINE

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

## Scouring.

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

## TABLE SAUCES.

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

## VINEGAR.

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

## SUGAR.

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

Cut Leaf	5 25
Domino	5 12
Cubes	4 87
Powdered	4 87
XXXX Powdered	5 00
Mould A	4 87
Granulated in bbls	4 62
Granulated in bags	4 62
Fine Granulated	4 62
Extra Fine Granulated	4 75
Diamond Confection	4 62
Confection Standard A	4 37
No. 1	4 37
No. 2	4 31
No. 3	4 25
No. 4	4 18
No. 5	4 12
No. 6	4 06
No. 7	4 00
No. 8	3 94
No. 9	3 87
No. 10	3 81
No. 11	3 75
No. 12	3 69
No. 13	3 63
No. 14	3 56
No. 15	3 50

## 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	@ 7 1/2
Shoulders	@ 5 1/2
Leaf Lard	@ 5 1/2

## Mutton.

Carcass	5 @ 6
Easter Lambs	7 @ 8

## Veal.

Carcass	5 1/2 @ 6 1/2
---------	---------------

## 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. cases

Second Cream @ 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	@ 6
Cut Leaf	@ 6
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	@ 5
Moss Drops	@ 8 1/2
Sour Drops	@ 8 1/2
Imperial	@ 9

## Fancy - In 5 lb. Boxes.

Lemon Drops	@ 50
Sour Drops	@ 50
Peppermint Drops	@ 55
Chocolate Drops	@ 55
H. M. Choc. Drops	@ 55
Gum Drops	@ 55
Licorice Drops	@ 55
A. B. Licorice Drops	@ 55
Lozenges, plain	@ 55
Lozenges, printed	@ 55
Imperial	@ 55
Mottees	@ 55
Cream Bar	@ 50
Molasses Bar	@ 50
Hand Made Creams	80 @ 50
Plain Creams	60 @ 50
Decorated Creams	@ 60
String Rock	@ 60
Burnt Almonds	1 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	@ 7
Black Bass	@ 10
Halibut	12 1/2 @ 4
Ciscoes or Herring	@ 4
Bluefish	@ 10
Live Lobster	@ 15
Boiled Lobster	@ 17
Cod	@ 10
Haddock	@ 8
No. 1 Pickerel	@ 6
Smoked White	@ 7
Red Snapper	@ 7
Col River Salmon	@
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	10 1/2
Long Island Wafers	11
L. I. Wafers, 1 lb. carton	12

## Oyster.

Square Oyster, XXX	5 1/2
Sq. Oys. XXX, 1 lb. carton	6 1/2
Farina Oyster, XXX	5 1/2

## SWEET GOODS - Boxes.

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

## Grains and Feedstuffs

## Wheat.

Old Wheat	54
New Wheat	52

## Winter Wheat Flour.

Local Brands.

Patents	3 90
Second Patent	3 40
Straight	3 20
Clear	2 80
Graham	3 00
Buckwheat	3 00
Rye	2 50
Subject to usual cash discount.	

Flour in bbls., 25c per bbl. additional.

Worden Grocer Co.'s Brand.

Quaker, 1/2s. 3 30

Quaker, 1/4s. 3 30

Quaker, 1/8s. 3 30

Spring Wheat Flour.

Olney & Judson's Brand.

Ceresota, 1/2s. 3 85

Ceresota, 1/4s. 3 75

Ceresota, 1/8s. 3 70

Ball-Barnhart-Putman's Brand.

Grand Republic, 1/2s. 3 85

Grand Republic, 1/4s. 3 75

Grand Republic, 1/8s. 3 70

Worden Grocer Co.'s Brand.

Laurel, 1/2s. 3 75

Laurel, 1/4s. 3 65

Laurel, 1/8s. 3 55

Lemon & Wheeler Co.'s Brand.

Parisian, 1/2s. 3 75

Parisian, 1/4s. 3 65

Parisian, 1/8s. 3 55

## Meal.

Bolted	1 70
Granulated	1 95

## Feed and Millstuffs.

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



## Fruits and Produce.

### One Shipper's Ideas of the Commission Merchant.

The commission merchant is an essential factor in the management of trade. He is essential in the maintenance of an organized market, and an unorganized market is the most deplorable thing in the whole round of trade. A great many people abuse all commission merchants because they have been duped by some dishonest one. The reliable merchant is in the majority and he is a very useful mediation between the innocent, credulous producer and the shaky, sharky retailer. I would as soon be in a hotel full of cockroaches as to be dealing directly with the retailer. He is the most indefinable fellow on the board. He cares no more for a stable market than a horse jockey does. One word expresses the whole philosophy of the retailer's methods, and that word is "Jew." I would give a dozen retailers for one good commission merchant. I have not known a shipper who, having abandoned his commission house and having attempted to deal directly with the retailer, was not glad to get back to his commission house. The commission merchant may scalp a quarter of a cent on a pound of butter or a bushel of grain and be well satisfied; but the retailer does not handle the quantity of stuff, and he would have to scalp two or three cents per pound or per bushel as the case might be, that he might enjoy as satisfactory a rake-off as the commission merchant, and the most of them are not slow in doing it. There is no use abusing the worthy commission merchant, for he is an absolute necessity in commercial exchange. Sometimes shippers expect too much out of poor consignments, and then begin to quibble, quarrel, and finally fall out with their commission house. One of the most disturbing features of the commission business is the disposition on the part of a merchant to quote false prices, divide his commission, or render inflated account sales for the purpose of gaining patronage. A faithful commission merchant respectfully patronized through the ups and downs of trade will net more profits on consignments in the long course of business than any other medium or method of sales. D. A. KENT.

### Cheese as a Staple.

The last issue of the Utica Herald notes the following complaint:

Wholesale buyers continue to make steady complaints against the retail trade. They say that, notwithstanding the excessively low prices of cheese at primary points, retail dealers keep up their prices and thereby hinder the consumption which ought to take place. For more than a month cheese has sold on the boards of trade at 6¼@6¾c. This makes it cost the retailer, at the outside, 7¼@7½c, yet he persists in asking 14c per pound! All last season cheese retailed in England at 5d., or 10c a pound. This season it is retailed at 4d., or 8c. If our own retailers would come down to anything like these prices, the sale of cheese would have a veritable boom. It would pay some good cheese factories to establish agencies in some of our cities and retail their cheese at 10c a pound. The advertisement of such a price would bring a heavy trade for the goods and pay the factories a fair percentage above the wholesale market for their trouble.

This is the old complaint of the cheese manufacturer and jobber—that, while the manufacturer does business

on a margin of a cent a pound and the jobber is content with a profit of one-half to one cent a pound, the retailer insists on making all the way from 25 to 100 per cent. profit, thus keeping cheese out of the list of staples and maintaining it as a luxury. There is some justice in the criticism, because it has been demonstrated in Europe that, when cheese is sold on the same basis as bread and meat, it becomes a staple article of food, taking the place of both meat and butter to a certain extent. This subject was thoroughly discussed some years ago by Hon. E. N. Bates, of Moline, at the Muskegon convention of the Michigan Business Men's Association, and the Tradesman suggests that the matter be taken up during the present era of low prices and small margins, with a view to investigating the subject in all its bearings and reaching a conclusion as to whether it would not pay the merchants of Michigan to use their influence to bring about a reform in the present method of handling and consuming cheese, resulting in the product's being made a staple instead of a subordinate article of food.

### Fruits and Produce.

Apples—Never so cheap as they are this year. Red Astrachan, yellow Harvest, Leather Skin and Sweet Bough varieties are in large supply and small demand at 10c, while choice Duchess—by all means the best variety on the market—is in ample supply and only fair demand at 20c. The outlook for the future is no more encouraging than the present condition, as the immense crop all over the country leads growers to believe that if they get 50c per barrel for their winter fruit, exclusive of package, they will fare pretty well.

Beets—No longer sold by the dozen, all transactions now being by measure, on the basis of 25@30c per bu. for large stock.

Blackberries—Cultivated command 4@5c per qt. Wild bring 50c per 16 qt. crate.

Cabbage—About the only article in the produce line which holds up well as to price. Wholesale dealers pay \$4 per 100 heads on the market, shipping out on the basis of \$4.50@5 per 100.

Carrots—5c per doz. bunches.

Cauliflower—\$1@1.25 per dozen heads.

Celery—12½c per bunch. The offerings are becoming quite numerous.

Cucumbers—25c per doz.

Corn, Green—10c per doz.

Currants—Small red are still coming in, although offerings are small and seldom choice, finding fair demand at 50c per 16 qt. crate. Cherry stock is a thing of the past for this season.

Eggs—Country shipments command 7@8c, according to quality and condition, but fancy candled stock easily brings 9c.

Muskmelons—Little Gem, 60c per doz. Nutmeg, 75c. Osage, \$1.

Onions—Green Silver Skins are in large supply, commanding 8@10c per doz. bunches. Dry stock has declined, being easily procurable at 50@60c per bu.

Peaches—Alexanders are pretty well marketed, those still coming in finding fairly active demand at 60c@\$1 per bu., depending on size and quality. Early Rivers are now at their best, but their appearance is against them and they find slow sale at 75c@\$1. Hale's Early (red) will begin to come in this week and Early Michigans (red) will be in their glory next week. This will be the first really desirable variety in market and will, probably, meet with an active demand and fairly good prices. High prices for peaches are not predicted by any class on the market this season, as the era of low prices is evidently destined to apply to peaches as well as other staples.

Peas—Champion Marrowfat are now in market, commanding 50c per bu.

Potatoes—Home grown are a drug in the market, commanding 25@30c per bu.

Raspberries—Black are out of market but red are still coming in freely on the basis of 5@6c. The quality is far from choice and the stock will not stand shipping any distance, as it is soft.

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

Summer Squash—2c per lb.

Tomatoes—Illinois stock commands 60c per 4 basket crate. Home grown is not coming in so freely as was expected would be the case a week ago.

Watermelons—Missouri stock are in ample supply at 15@18c, according to size and quality.

Whortleberries—\$2 per bu. for choice dry stock.

A customer is sometimes tied to the store by the way in which the parcels are tied.

Aim to be something. It is better to be a monkey on a hand organ than nothing.

Wait for Bushman, of Kalamazoo.

# Order

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

..... OF .....

## F. J. Dettenthaler,

117 and 119 Monroe street,  
Grand Rapids

For Highest Cash Prices correspond with

## Muskegon Hay Baling Co.,

46 and 48 Mason Ave. and 88 and 90 Delaware St.,  
Muskegon, Mich.,

Dealers in FLOUR, FEED, SHINGLES and Salt.

## 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.

## NOW AT ITS BEST WHITE PLUME CELERY

Finest Flavor. Just coming.

## OSCAR ALLYN,

Sole Agent for Grand Rapids,

106 CANAL STREET.

## PEACHES

Missouri Watermelons, Osage Melons, New  
Cabbage, Cucumbers, Fancy Tomatoes.

All fruits and vegetables at the very lowest market prices. Mail and wire orders receive personal and prompt attention. Please give us a trial order.

**ALLERTON & HAGGSTROM,**  
GRAND RAPIDS, MICH.

## PEACHES

WATERMELONS, NEW POTATOES, BANANAS

Lowest market price guaranteed. Produce consignments solicited.

## STILES & PHILLIPS,

Wholesale Fruits and Produce, GRAND RAPIDS.

Telephone 19.

**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.**



## GOTHAM GOSSIP.

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

Special Correspondence.

New York, July 18.—The grocery trade here offers few points of real interest during this midsummer season of 1896. The volume of business is, perhaps, about normal, but prices are still wonderfully depressed and the situation is not at all one that can be called promising. Of course, there is hope that matters may improve. And what a blessed thing is hope. It has saved many a man, and cured many a heart-ache. "Wait a little longer, boys," and then we shall see the sunshine of better days. Certainly, it seems as though there ought to be no hungry people in the world if the remainder of the country can be judged from the markets here. Never has there been so great an abundance of everything to eat, and prices are "tempered to the shorn lamb."

Coffee, which has been for several years a comparative luxury, has been taking a tumble for a long time and is from 3@5c per pound lower than it was a year ago. Immense crops will have this result every time, whether the crop be coffee, wheat or silver. It is an immutable law. Rio No. 7 is quoted at 12½c, but this is felt to be the very top and some transactions indicate that a lower notch will soon be marked. Mild coffees move slowly, but for the better sorts there is steady inquiry and prices are fairly satisfactory. The amount of really fine coffee, however, is not large and, of course, good rates will prevail as long as such conditions continue.

Reports from Europe are such as to cause a firmer feeling in the raw sugar market here and importers were unwilling sellers at the quotations prevailing. Refined has been in fairly steady request and the tone of the market is somewhat better. Orders are almost all accompanied by a request for prompt shipment, but this is not always practicable, as the supply is not sufficiently large to permit it. Prices remain pretty much unchanged, with granulated closing at 4¼c.

Take a tea that is all tea—one that is first-class—and there is no difficulty in finding buyers at remunerative prices; but most of the tea sold in the auction room is hardly worth singing praises over, while a good share of that offered on the street is hardly fit to make a beverage for the gods—might do for some gods, but not a real American god. Prices are made to fit the case. All can be suited, and if the buyer wants to give a pure gold set of spoons with every pound of tea at 40c, he can do it. One sample which wholesales at \$1 is "called Queen's tea"—probably because no queen would care for it.

The demand for rice may be called quite active. While the assortment of domestic sorts is not large, nearly all can be suited with foreign grades, and for that matter Japan can almost always be depended upon. Choice to fancy domestic is worth from 5@5½c and Japan, 4@4½c. During the latter part of the week several transactions in Java have taken place.

The spice market shows no special change. Matters move in about the usual manner, with demand seemingly only for everyday wants. Holders seem to have no anxiety about the future and no change has taken place in quotations.

Molasses is unchanged, although there is considerable firmness for the best sorts. The demand is limited to actual wants. Reports from primary markets show no change and dealers are waiting for fall trade.

Syrups are quiet. The market shows no change from last week, although there is a little better feeling.

Very little interest is displayed in anything in the canned goods line and the whole market moves along in a sluggish manner. There was a spurt of activity in salmon and tomatoes, but they soon settled back into the usual channel and there they remain. Future tomatoes are worth 72½@75c.

Dried fruits are in light demand and the low prices noted for so long still

prevail. Prunes are, perhaps, an exception, and for these there has existed during the week quite a bit of activity. Orders have been numerous and prices firmly adhered to.

Lemons took a turn upward last week and a good deal of activity has prevailed since, with increasing demand from every part of the country. Prices have advanced, but are still very reasonable and it is a good time to make purchases. A good deal of the stock needs close inspection and the eternal quarrel between importers and buyers as to the samples being better than the rest of the stock has been going on all the week. Oranges are in light demand and bananas are steady.

Butter is in fairly active movement, but there is enough to meet the demand and the price has not changed materially, best creamery bringing 15c. The cheese market is steady and there is a better feeling than prevailed a week ago. The supply is not over abundant and holders seem to be taking heart.

Michigan eggs are worth 12½@13c and for near-by stock, 15@16c is about right.

Beans and peas are steady, with a fair demand.

One of the largest retail dry goods houses in this city is considering the advisability of starting a school of its own for its cash girls, somewhat after the system that is in operation in several of the large Chicago stores. The up-to-date department stores in this town are equipped to furnish almost everything to their customers and employes except education, and if the school idea is put in practice its results may be interesting. In Chicago it was found that the cash girls employed in the big stores were glad of an opportunity to get an education and earn a living at the same time. Most of them are helping support a family, and they could not afford to give up their small salary and go to school. Business doesn't begin in earnest in these department stores much before 10 o'clock, and before that hour comparatively few cash girls are needed on the floor. It is proposed to arrange the hours of study so that they will not interfere with the work of the girls, and it is believed that this may be easily done. In the Chicago stores where the cash girls are taught, some of the girls attend the school from half past 8 until 10 in the morning, and a second division receive instruction early in the afternoon. These schools have been found to be a benefit to the firm as well as to the girls themselves. They make the cash girls more diligent in their work and give them ambition to improve themselves. The firm that intends to introduce a school in its building here proposes to have a light, airy schoolroom at the top of the building, fitted up in the regulation style, and if the scheme is a success, in addition to the ordinary branches of a common school they will teach music. To give the girls an incentive to do good work regular commencements will be held, and the girls will be promoted from one class to another as their work merits.

#### Popular Markets for Eggs and Poultry.

From the Homestead.

Boston is considered the best egg market in the United States, yet fully one-half if not two-thirds of the eggs sold there come from nearly all states in the Union. Yet, owing to the fact that her commission men and poultrymen worked upon the whim of the buyers, in producing and offering for sale the richest brown eggs that could be had, fancy prices at once ruled and still rule. New York City excels as a duck and dressed fowl market. There are, probably, more ducklings marketed annually from New York City than from all the other markets combined. Long Island alone furnishes eighty thousand carcasses annually to this market. From New York the ducklings and roasting fowls are shipped to many other cities.

Philadelphia carries false honors. She has the reputation of furnishing the best broilers and capons of any market in the United States, yet the bulk of

the credit belongs to New Jersey. Originally, all the broilers raised in New Jersey were shipped to Philadelphia, and from there they were sent to other markets. Being very plump and attractive carcasses, they soon won the title of "Philadelphia broilers," and great demand was created and an honor bestowed which properly belonged to New Jersey. She still carries that honor, although nearly every broiler to-day raised in New Jersey is shipped to New York.

While the West is shipping thousands of carloads of eggs and dressed poultry to these markets annually, the latter enjoy the distinction of leaders in their line. But in the near future the West may rob them of one of their empty honors.

It is not only a hopeful sign, but also one full of suggestion, that our exports of cotton goods have increased more than \$2,000,000 in the last year, chiefly owing to the development of our markets in Africa. Further proof in favor of a reciprocity policy are found in the increase of \$10,000,000 in our exports of manufactured articles during the year. With that increase tripled or quadrupled the times would be changed.

Cutting prices is something that two can play at. Hence its absurdity.

## MICHAEL KOLB & SON,

Wholesale Clothing Manufacturers,

ROCHESTER, N. Y.

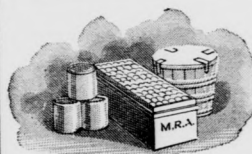
Mail orders promptly attended to or write our representative, WILLIAM CONNOR, of Marshall, Mich., to call upon you and you will see a replete line for all sizes and ages or meet him at Sweet's Hotel, Grand Rapids. He will be there from Thursday, July 30th, to Thursday, Aug. 6th. Customers' expenses allowed.

## No Use for Long Credits.

To prompt paying merchants who appreciate a guaranteed saving of Four Dollars on a single package of tea, we offer the finest brand of black tea procurable for the money—not a common mixture, but the judicious blending of an expert. If investigated, you will find considerable meaning in above. It means to you a decided increase of trade and profit; to us a regular customer. To attain this result without loss of time we will prepay freight on trial order and send goods on approval, permitting you to return same at our expense, if not satisfactory to you. We will also send absolutely free (with first order only), one very handsome counter canister, 100 pound size, beveled edge, mirror front, worth \$6. If you are interested in the growth of your tea trade, let us hear from you with request for samples, or send trial order to be shipped on approval.

GEO. J. JOHNSON,

Importer of Teas and Wholesale Dealer in High-Grade Coffees.  
263 Jefferson Avenue and 51 and 53 Brush St.,  
DETROIT, MICH.



## PEACHES WATERMELONS MUSKMELONS CABBAGE

We are Headquarters.

## BUNTING & CO.,

20 and 22 Ottawa St.,

GRAND RAPIDS, MICH.

Use Tradesman Coupon Books and Avoid Loss

F. J. ROHRIG, Jr.,  
Wholesale and Retail Dealer in

COAL and WOOD---FLOUR and FEED  
HAY and STRAW.

Re-cleaned Oats a Specialty.

Mack Ave. and Belt Line,

DETROIT.

### 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  
½ Gal., Porcelain-lined Cap. 1 doz. in box... 8 50  
Quarts, Porcelain-lined Cap. 8 doz. in box... 6 00  
½ 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)... 2 50  
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.

Tin Tops.



Ass't bbls. containing 12 doz. ½ pt., 19c... \$2 28  
Ass't bbls. containing 6 doz. ½ pt., 21c... 1 36  
Barrel... 35  
½ pint, in barrels 20 doz., per doz... \$3 89  
½ pint, in barrels 18 doz., per doz... 19  
Barrels, 35 cents.  
½ pint, in boxes 6 doz., per box... \$1 55  
½ 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.

## M. R. ALDEN

COMMISSION BUTTER and EGGS EXCLUSIVELY

98 S. DIVISION ST., GRAND RAPIDS.



**Half Fare to the Grocers' Convention.**

Owing to the fact that the Republican State Convention will be held here on Aug. 5, the railroads of the State have promulgated an announcement to the effect that half fare tickets will be sold from every point in Michigan to Grand Rapids, good going Aug. 4 or 5 and good returning Aug. 5, 6 and 7. This will enable all the grocers who wish to attend the annual convention of the Northern Michigan Retail Grocers' Association to get here at a reduced rate of fare. While it has been impossible to obtain reduced rates at the hotels, owing to the fact that they will be pretty well filled during the time of the Convention, this is not a material consideration compared to the advantage of securing reduced rates to the meeting, especially as the hotel facilities of Grand Rapids are ample to meet any requirements which may be made upon them.

Instead of visiting the Morning Market on Aug. 6, it has been thought best to make the visit on Aug. 5, as many of the growers will not come in at all Thursday morning, owing to the fact that there will be no retail buyers on the market on that day, as all the stores will be closed. In case a sufficient number of grocers can make it convenient to come into the city on the evening of Aug. 4, a committee of retail grocers and commission merchants will meet them at their respective hotels at 4 o'clock Wednesday morning for the purpose of escorting them to the largest fruit and vegetable market in the United States.

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.

The proper method of handling fruit—Wm. K. Munson, Grand Rapids.

Should the sale of butterine be prohibited?—J. V. Crandall, Sand Lake.

Should the retail grocer favor the enactment of a law creating inspectors of weights and measures—F. A. Sweeney, Mount Pleasant.

What effect has the sale of butterine on the price of dairy butter?—J. Mason, Clare.

Thirty years a merchant—O. F. Conklin, Grand Rapids.

Salt—Chas. F. Moore, St. Clair.

Relation of wholesale and retail grocers—Wm. Judson, Grand Rapids.

An entertainment feature will be provided for the evening of Aug. 5. Just what it will be and where it will be given have not yet been decided upon.

In order that there may be no misunderstanding among the trade as to who is entitled to attend the Convention, the Tradesman is authorized to state that all grocers are invited and will be made welcome whether actually on the membership roll of the organization or not. While the Association was organized two years ago at Clare, and has held conventions since that time at Mt. Pleasant, Reed City and Big Rapids, it is yet in a formative condition and is quite likely to enlarge its scope and broaden its title at the coming meeting.

**Grand Rapids Retail Grocers' Association.**

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' hall, Tuesday evening, July 21, President Winchester presided.

It was reported that the New York Biscuit Co. had very generously offered to print 25,000 handbills, announcing the fact that the picnic would be an all-day affair and that the stores would be closed from Wednesday night until Friday morning, for distribution among the customers of the grocers. On motion of J. Geo. Lehman, the proposition was accepted and the thanks of the Association were tendered Manager Sears for his generosity.

B. S. Harris moved that the picnic be referred to as a "basket picnic" on all the printed matter pertaining to the event, which was adopted.

J. Geo. Lehman moved that the Committee on Sports be authorized to prepare a list of games and contests for both the forenoon and afternoon of the day of the picnic, offering cash prizes aggregating not to exceed \$75. Adopted.

Several letters from manufacturers were read, offering boxes and cases of goods of their manufacture to be offered as prizes. The offers were accepted and referred to the Committee on Sports.

Homer Klap offered the following resolution, which was adopted on motion of B. S. Harris:

Whereas, the Northern Michigan Retail Grocers' Association is to hold its annual convention in this city on Aug. 5 and 6, therefore,

Resolved, That the members of the above named organization be invited to use the room of our Association as headquarters and for committee work, with free access to our stationery and such other courtesies as are at our command. We also pledge ourselves to make the visit of our fraters as welcome as possible, and to that end invite them to accompany us to our Morning Market Wednesday, Aug. 5, and also renew our invitation of several weeks ago for them to join in the celebration of our tenth annual anniversary picnic, at Reed's Lake, Thursday, Aug. 6, expressly stipulating that they be permitted to participate in any of the events of a sporting nature, the same as though they were actually engaged in the grocery business in Grand Rapids.

On motion of A. Rasch, the special Soliciting Committee were instructed to collect the amount pledged by Reed's Lake caterers.

Julius J. Wagner, chairman of the Committee on Sports, asked that a special meeting of the Association be held next Tuesday evening for the purpose of adopting the report of his Committee. The motion was adopted and the meeting adjourned.

Jose A. Gonzalez has written a book on "Cuba's Struggle for Freedom," the entire proceeds of which will be devoted to the cause of the Cuban patriots. Copies can be obtained at the book-stores and cigar stands, or at the Tradesman office, for 25 cents apiece.

**Advantages and Disadvantages of Open Orders.**

From the Dry Goods Reporter.

One of the most pleasing things to a rightly constructed jobber is the receipt of numerous open orders. It is one of the evidences that his efforts to please his customers are meeting with some degree of success, and the jobber naturally feels flattered at the confidence displayed. The house that realizes to the full the importance of giving this class of orders more than ordinary attention sows the seed that will yield a rich harvest. The dealer whose small special orders are cared for in a satisfactory manner will not fail to remember that house when he has more profitable favors to bestow.

While the principal burden lies on the jobber, there are some points the dealer must not forget. One of the most important is the necessity of making your wants clearly known. Do not leave your jobber anything to guess at. If the original numbers are not readily accessible, give a full and complete description of the articles wanted, not forgetting colors, sizes and, above all, the grade. It is always well to give an idea of the priced goods wanted.

Ordering an article "as before" is a very uncertain proceeding. This kind of an order means that some young man must spend anywhere from fifteen minutes to two hours looking up what you had before, and there is always a chance that he may stumble onto the wrong thing.

A man orders "a piece of brown crash." Suppose a consumer comes into a store and says, "I want a piece of crash." The dealer must ascertain whether the man wants cotton or linen, bleached or unbleached, and about what he wants to pay for it, and then they can trade on an intelligent basis. Doesn't it look as if there is just as great a necessity for a clear understanding between the jobber and the retailer?

There are hundreds of articles where it is imperative for the jobber to know the grade. White lawns, for example, are made to retail all the way from 5 to 40 or 50 cents, or even more. When a man orders a piece of white lawn, and does not say what he wants to pay for it, or what he wants to sell it for, the jobber must, of necessity, guess at it.

Tell exactly what you want. Then if you don't get it, kick. But make your own position impregnable before you assail that of the other fellow.

**Third Annual Picnic of Manistee Butchers.**

Manistee, July 20—The local meat dealers assembled at 1 o'clock yesterday afternoon and proceeded on horseback through town to Piellusch's grove at Stronach. The Eastlake band of twelve pieces was in attendance to add to the enjoyment of the picnic, refreshments of all descriptions were served and nothing was omitted to insure a rousing good time. Messrs. Heffner, Gus. Eisted, Herman Tetzlaff and Emil Eisted contested for the prizes and Heffner and Emil Eisted won. Mr. Heffner received a prize of \$50 for killing a steer in 7 minutes and 50 seconds. Mr. Eisted received \$25 for killing a sheep in 6 minutes and 23 seconds.

Joseph S. Perkins will cover the trade of the Grand Rapids Packing & Provision Co. formerly visited by Chas. S. Robinson and John Garvey, Jr. Mr. Perkins formerly traveled for the Western Beef Co. and is well acquainted with the meat trade of this territory, his pious form and happy smile inspiring respect wherever he goes.

The dromedary parcel postal service in the German territories of Southwest Africa has given better results than were expected. The dromedaries are adapted to the climate, are not affected by the prevalent cattle diseases, are not made footsore in stony regions, and do not suffer extreme thirst when deprived of water for a week.

**Association Matters****Michigan Hardware Association**

President, HENRY C. WEBER, Detroit; Vice-President, CHAS. F. BOCK, Battle Creek; Secretary-Treasurer, HENRY C. MINNIE, Eaton Rapids.

**Northern Mich. Retail Grocers' Association**

President, J. F. TATMAN, Clare; Secretary, E. A. SPOWE, Grand Rapids; Treasurer, J. WISLER, Mancelona.  
Next Meeting—At Grand Rapids, Aug. 5 and 6, 1896.

**Traverse City Business Men's Association**

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

**Grand Rapids Retail Grocers' Association**

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

**Owosso Business Men's Association**

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

**Jackson Retail Grocers' Association**

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

**Alpena Business Men's Association**

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

**Lansing Retail Grocers' Association**

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

**WANTS COLUMN.****BUSINESS CHANCES.**

**FOR SALE—THE BEST PAYING SMALL** stock of dry goods (valuing about \$1,000) in Grand Rapids. All new goods, bought within six weeks. Fr. m. 3,000 to 4,000 people pass store daily. Address C. E. BRUSSELBAH, 33 West Bridge St., Grand Rapids. 69

**FOR SALE—NICE CLEAN STOCK OF** drugs and fixtures. Will invoice about \$1500. Will be sold extremely cheap. F. E. TURRELL, Bellaire, Mich. 64

**FOR SALE CHEAP—ON ACCOUNT OF THE** death of the owner, the W. D. Ballou drug stock, located at 545 Ottawa street, is offered for sale very cheap. The stock is well selected and the store has an established patronage. Rent reasonable. For further particulars enquire on the premises. 63

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

**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

**EXCEPTIONAL OFFER—THE BUSINESS** men of Dorr offer a two-story frame mill building and two acres of ground to an experienced miller who will erect an engine room and equip the plant with power and roller process machinery. Address J. C. Neuman, Dorr, Mich. 67

**FOR SALE—STAPLE AND FANCY GROCERY** stock, valuing 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.**

**TO EXCHANGE—A REAL ESTATE MORT-**gage of about \$900 and a chattel mortgage of about \$800 for a stock shoes or dry goods. Both mortgages are first class security. Address No. 70, care Michigan Tradesman. 70

**\$100 cash and 40-acre improved farm to ex-**change for stock of boots and shoes. Bentley & Co., Bentley Mich. 68

**TO EXCHANGE—FIRST-CLASS FARM OF** 135 acres, one mile from live city Central Michigan, for stock of merchandise or store building. Address G. D., care Michigan Tradesman. 66

**WANTED—LOCATION FOR HARDWARE** store in good town with good surrounding farming country. Address No. 65, care Michigan Tradesman. 65

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

**A COMPLETE DRUG STOCK AND FIX-**tures, to exchange for real estate. Will inventory about \$1,500. Duntun Rent & Collection Agency, Grand Rapids. 59

**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 Coughlin Brothers, 178 South Water Street, Chicago, for daily market reports. 26

**WANTED TO CORRESPOND WITH SHIP-**pers of butter and eggs and other seasonable produce. R. Hirt, 36 Market street, Detroit. 961

**WANTED—SEVERAL MICHIGAN CEN-**tral mileage books. Address, stating price, Vindex, care Michigan Tradesman. 869