

MICHIGAN TRADESMAN

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

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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.

Save Trouble
Save Losses
Save Dollars

Tradesman Coupons

Official Call for the Grocers' Convention.

Grand Rapids, July 25.—The third annual convention of the Northern Michigan Retail Grocers' Association will be held in Pythian Temple, Grand Rapids, Wednesday and Thursday, Aug. 5 and 6, convening at 9 o'clock on the day first named. Every grocer doing business in Michigan is invited to attend the meeting and participate in the proceedings of the convention, as matters of great importance to the trade will come up for discussion and action.

Owing to the convention's occurring at the same time as the Republican State Convention, those who desire to attend can obtain half fare tickets at any railway station in Michigan. Good going Tuesday and Wednesday and good returning Thursday and Friday.

It is earnestly requested that those who can do so arrange to reach the city Tuesday evening, so as to accept the invitation of the Grand Rapids grocers and commission merchants to visit the Morning Market at 4 o'clock Wednesday morning. The Market will not be a large one Thursday morning, as the Grand Rapids grocers close their stores that day for the purpose of celebrating their tenth anniversary picnic.

It is proposed to hold business sessions Wednesday forenoon and afternoon and Thursday forenoon, joining the Grand Rapids grocers in their festivities Thursday afternoon. An entertainment feature will be provided for the evening of Aug. 5. Just what it will be and where it will be given will be announced later.

Among the special topics already assigned for presentation at the convention 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.

Believing that our Association is destined to accomplish much good for the grocers of Michigan, and confident that

you will feel like doing your share to assist in the good work, we earnestly invite you to be present on the occasion of our third annual convention. Come one, come all!

E. A. STOWE,

(Grand Rapids), Sec'y.

J. F. TATMAN (Clare), Pres.

* * *

No more important subject will come up for action at the convention than the question of restricting the operations of country peddlers. The present peddling law is practically a dead letter, having never been enforced to any extent, so far as the Tradesman's information goes, the principal reason being that there is no one especially detailed to insist on the law's being observed, as is the case with city laws on the subject in the principal cities of the State. As a consequence of this laxness, peddlers have ceased to have any respect for the law and overrun the country in all directions, slashing prices on staple goods and raking in trade which legitimately belongs to established merchants. It is estimated that over sixty country peddlers make their headquarters in this city, starting out with their wagons every Monday morning. The only remedy for the abuse, in the opinion of the Tradesman, is the adoption of the township license system, which has been in vogue in the Upper Peninsula for several years with very satisfactory results. Such an act was passed by the last Legislature, but was found to be void after the Legislature adjourned, on account of a defect in the title. The subject is worthy of careful thought and will, undoubtedly, receive due attention at the hands of the convention.

* * *

Probably no more meaty paper will be presented at the convention than that prepared by Hon. E. N. Bates on the subject, "How the food laws should be enforced." Mr. Bates was one of the earliest advocates of food laws and led the agitation for such measures years before the present Food Commissioner knew the difference between pepper and cocoanut shells. Mr. Bates was President of the Michigan Dairymen's Association for many years and actual experience as a farmer, dairyman and merchant enables him to discuss the subject understandingly.

* * *

Probably no paper will be more thoroughly enjoyed than that of Hon. Chas. W. Garfield, on the subject of "Mutual relations of grocer and fruit grower." Mr. Garfield has an international reputation as a fruit grower, having devoted many years to fruit growing, both from study of practical and of theoretical standpoints, and the enthusiastic manner in which he reads his papers and delivers his speeches invariably carries his audience with him.

* * *

While the Association is somewhat restricted as to name, so far as scope and membership are concerned, it is probable that this restriction will be removed as early in the convention as it is possible to act on the subject, and that the Michigan Retail Grocers' Association will be the result. In the meantime no grocer need stay away

from the convention for fear he will not be warmly welcomed, for every grocer is invited to attend the meetings and will be made to feel at home. The Tradesman hopes to see a large attendance of representative dealers, and will be greatly surprised if those who attend do not feel well repaid for the time and expense involved.

Saved the Bank Several Thousand Dollars.

Several months ago an agent visited the Bank of Prairie du Chien, Wis., and persuaded President Kidd to buy a bottle containing some liquid. He refused to tell what the contents were, but assured Mr. Kidd that, if his safe were blown open while that bottle was inside, the thieves would not remain in the vicinity long enough to secure any booty. One whiff of the cork persuaded Mr. Kidd that there was merit in the scheme and he paid \$10 for the bottle. Subsequent events showed that it was money well spent. The bottle was hermetically sealed and placed just inside the safe door, and was there when the safe was blown open, a few nights ago.

The explosion, of course, shattered the bottle and scattered the contents. When the Bank was opened in the morning and the robbery discovered, at least four or five hours after it occurred, the room was so full of a choking, unbearable odor that it was almost impossible to remain in the room. That it was effective in driving the robbers away is shown by the fact that, while nearly \$1,400 was scattered about the vault by the explosion, the burglars got away with only about \$500, leaving the rest, including the steel box containing about \$4,000, untouched.

New Factor in the Meat Trade.

From the Grocery World.

There is a new factor in the retail grocery trade which is exercising an important effect upon the canned meats market, and which is partly to blame for the universal depression which attends the canned meats trade. It is the extent to which grocers have begun to handle cooked hams. It is only of late that these have amounted to their present importance. At present nearly all the large packing houses furnish these, and their sale has become an important feature of the grocery trade.

From the first consumers manifested a favor toward these goods, which entered into direct competition with canned meats, which always hitherto had a large summer trade. The cooked ham is cheaper in the sense that a small quantity of it may be purchased, while nothing short of a large can of the packed meats can be had. All dealers agree that these hams are affecting the sale of canned meats greatly.

It is hardly expected that the prices on canned meats will be much lower, as they are very near rock bottom, and the stocks are not large. Potted meats are lower than on any previous occasion.

Hides Are Weaker.

Hides are weaker, with good prospects of a decline of $\frac{1}{2}$ c before another week.

"Those who lie down with dogs get up with fleas," thereby rendering the dogs a kind service. But what a comment on the good taste of the fleas!

Shoes and Leather

News and Gossip of Interest to the Trade.
Observer in Shoe and Leather Facts.

Novelties in footwear are being sought after by the trade in an unprecedented manner. Every retailer, jobber and department store is seeking for something that will create more than ordinary interest, and the brains of enterprising shoe producers are being taxed nowadays in endeavoring to supply such a want. The talk that has been heard of late regarding manufacturers coming together by organization and deciding from season to season what styles shall prevail has been simply foolish. The trade is not what it used to be. Up to within about three years, our manufacturers presented practically the same styles in footwear from season to season; but since that time most radical changes have occurred, and to-day it is something that is original, tasty and attractive that retailers, jobbers and department houses desire. The other day, while in a factory, a manufacturer showed me a line of slippers that were being completed preparatory to being shown to the trade. They were a distinct novelty, and I do not believe that anything of the kind has been ever before shown to the trade in this country. The uppers were made of satin of various shades and the heels were covered with a different shade of satin from the uppers. There were pink uppers with blue satin covered heels; yellow uppers with blue heels; black with yellow, blue with yellow, yellow with black, etc. This is certainly a decided novelty, and I would not be a bit surprised if the manufacturer referred to was overwhelmed with orders on this line. The goods were neat, attractive and tasty, and will no doubt appeal to the feminine eye at first glance. While some people might think this was going to the extreme, it is my belief that it is such novelties that stimulate trade and make people buy shoes when they are not in need of the same.

* * *

I happened to enter a manufacturer's office recently when he was looking over the rating rendered him by a reporting bureau. The manufacturer handed the document to me and wanted to know if I would sell goods to a retailer having such a rating. After scanning the document my prompt response was "No." I asked the manufacturer how he estimated the value of the boot and shoe reports which he received from the mercantile agencies. He stated that he is willing at all times to pay for full information regarding the financial standing of people with whom he does business, and recognizes that it is very difficult for the agencies to get the kind of information which is most valuable. He also noted that many of the standings of firms and individuals ended with a question mark, which suggested a special report, and that such requests for information are a decided source of profit to the agencies. The manufacturer remarked that oftentimes, after calling for a report on the strength of the question mark, he had been more in doubt concerning the standing of the firm than before requesting the special information suggested by the query mark in the book. The standing of firms depends so much upon their own statements and upon the manner in which they view assets and liabilities that it is very difficult to secure a true and accurate report upon the condition of tradesmen throughout the country. No doubt, upon the whole, the mercantile agencies do good. They at least satisfy the feelings of a large number of individuals in trade, but the fearful shrinkages which show up after every large failure make manufacturers shudder. So long, however, as trade goes forward as at present, it is not known what better system of information concerning the financial standing of individuals in the trade can be devised. If people mean to be dishonest they can easily cheat, especially in business which is done at such long range as the boot and shoe industry.

I was talking with a shoe manufacturer regarding the method of selling goods, and he gave me the result of his experience in a most interesting manner. He said it was always his desire to sell shoes to the proprietor of a store rather than to an employee who was delegated as buyer. As time went on he had more emphatically seen the advantages of dealing with the proprietor. Then he was more assured that his goods were purchased upon merit. It was his experience that when he dealt with the buyer the financial conditions put forward by the latter seemed to be more important than the values which were in the goods. To speak plainly, the manufacturer told Observer that a genteel blackmailing system is in vogue among the buyers of many department stores and jobbing houses, and that the system of feeing and entertaining buyers for the favor of their looking over and purchasing goods has become such an evil that many manufacturers have refused to do business upon such a basis. Manufacturers who put their goods into jobbing houses or department stores, after being obliged to pay tribute to a buyer, must realize that they do not have a very secure position. Although the loss of business may seem large at the outset, still manufacturers will find it much more to their advantage to have a line introduced by reason of its worth rather than by the payment of fees to buyers. It is not the intention of the writer to have it understood that all department and jobbing-house buyers resort to the methods referred to in the purchasing of goods. It is only a small percentage of the buyers, so I am informed by experienced manufacturers who adopt the blackmailing tactics referred to.

* * *

"The public does not analyze closely," said a retailer, "but, if they did, they would readily ascertain that the most genuine values are to be secured from retailers who are not burdened by a heavy rent. The least value for the money in any large city is to be had in the store maintaining the greatest rent. Goods have to be marked in accordance with the expenses. Of course everybody knows that. I think the standard shoe men look out carefully for rents, for in most of the cities you will find their stores central, yet just at one side of large travel." In the large centers, did it never occur to the reader that there must be an enormous profit in neckwear and the like? It strikes Observer that some of the most expensive stands he ever saw in Boston, New York, Chicago, Washington and Philadelphia were devoted to the sale of gents' furnishings.

* * *

There are many salesmen who run against this snag: "We really would like to use your line, or give it a trial; but we are satisfied with what we are using, and therefore do not see how it would be desirable to change." That is a hard point to overcome, and salesmen are few who can scale it successfully. At least I think so. There are not many drummers who can formulate a sufficiently strong argument to make a manufacturer change from a line of kid or supplies which please him. There is no sense, sure enough, in continually experimenting when a manufacturer is pleased. There are times, however, when it will pay a manufacturer to consider new ideas. There is no doubt upon that point. There would be no progress were the contrary true. The long depression recently passed through has given so much time for the trial and consideration of new shoemaking appliances that many factories have been, in large part, revolutionized. The shoe machinery business has been good about all of the time during the dull spell.



OUR SAMPLES FOR FALL of

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

Grand Rapids Felt Boots, Lumbermen's Socks,

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

HEROLD-BERTSCH SHOE CO.,

5 and 7 PEARL STREET.

Rindge, Kalmbach & Co.,

12, 14, 16 Pearl Street,

Grand Rapids, Mich.

Our Factory Lines are the Best Wearing Shoes on Earth.

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

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

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

**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.

**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.

THE FUNERAL DIRECTOR'S LOSS.

Written for the TRADESMAN.

The business house of a funeral director must be a gruesome place for a burglar to ply his vocation, and hardly one to be selected by the average safe-breaker.

Undertakers, as a rule, seldom locate in towns or villages so small that they do not contain a banking house of some kind, and in which any moderately large sum of money is usually deposited daily; but the following incident, related by one of the "perfesh," occurred in a city of 20,000 inhabitants.

"I was of good and respectable parentage," began the burglar, "and was given a more than ordinary education. At my majority I was at work in one of the principal safe manufactories of the United States. I had always a natural taste for working in metals and was now in a position to gratify my ambition to become an expert in the business. At the age of 24, I was selected from the force of thirty hands to expend all my time and talent on one particular branch of the work, viz., the locks and doors. This was many years ago and the modern improvements had not been dreamed of. But several kinds of combination and permutation locks had been patented and one of the best of these I was placing upon our hardened steel doors. No ordinary burglar, however, would have thought of wasting his time and taking the risks with such a lock; consequently, our sale of safes was large and profitable.

"I was receiving a good salary for my special work and imagined, like many others in life, that I was a favorite of Fortune and that it would always last.

"From the position I occupied it was easy to fall into the companionship of the sons of the wealthy classes, and to drift with them into expensive—if not objectionable—habits. The alluring games of chance soon fascinated me with their golden favors. Intemperate habits in everything, together with loss of sleep, soon unfitted me for a fair day's work and I was discharged. Going from bad to worse, I soon found myself the welcome companion of thieves and gamblers, and often not knowing where my next meal was to come from.

"Wandering aimlessly about the city with a favorite companion one day, we were passing the shop of an undertaker. My chum called my attention to a safe which stood near a desk and fronted the open door of the office, and suggested that it might contain money, of which we were both in great need.

"That lock and door are both my own make," said I, as we halted a moment to glance at it, "and I can open it in five minutes."

"You don't say that you can open that safe door in five minutes without knowing the combination of the lock?" said my friend, with astonishment.

"I certainly can," I answered, "although the game might be too small for the risk. If we could get into the room, it's possible 'twould pay to look into it, on account of this smallpox epidemic. Notice that the back door is open," I continued. "That door opens into an alley. In passing here before when that door was closed, I've noticed a heavy lock on it and there's an iron bar across it on the inside."

"Let's wander around to the alley and look over the situation," said my companion, "and maybe we can get in to-night."

"The alley seemed deserted. Coffins

and their rough cases and rich burial caskets, finished and unfinished, stood at an incline against the wall, and on low tables the entire length of the room were long lines of those finished for immediate use, silently waiting their occupants.

"As my eye took in the situation, I conceived a bright idea. Taking the arm of my pard, I hurried him away and, when by ourselves, told him my plan and the ease with which that safe might be examined.

"I shall put on my rubber shoes," said I, "and shall sneak in that back door sometime before it is closed for the night. Then I'll crawl under one of those low wide tables, where nobody'll notice me. If I'm discovered, I'll play the dead-drunk dodge. At precisely midnight, I'll enter the front office and open the safe. At that hour exactly, I shall expect you to be on the watch in an alley or hallway on the other side of the street. You shall give me a certain signal that you are there, and we'll agree on another should any person pass the building, when I'll get out o' sight. Another whistle shall signify that the coast is clear. We may get only a little jag, and then again we may get a good big pull."

* * *

"I had quietly crawled under the table. Soon afterward, the rear door of the building was closed, barred and locked for the night. Customers and others were coming and going, and coffins were selected and removed within a few feet of me until after eleven o'clock. I began to think I was to be a prisoner for the night.

"Just as I could hear talk of closing up the establishment, an elderly man hastily entered and in low tones conversed with one I imagined to be the proprietor. I caught a few words. 'It was impossible for me to get here earlier,' he was saying, 'but here's the money I collected this afternoon;' and, from my hiding place, I looked toward the desk and saw a roll of bank notes pass to the hand of the funeral director, who quietly deposited it in the safe. The knob clicked as it fastened the bars in place and then all parties passed out of the building, leaving the one gas jet full blaze in the office.

"The instant all was quiet on the street, I crawled out from under my coffin table. Quickly turning off the gas, I waited for the low whistle of my pal, hearing which, I went to work.

"With my dark lantern in one hand, inside of my five minutes I had all the valuable contents of that safe in my pocket, had relocked it and was cautiously unbarring the rear door. That done and the key withdrawn, I dodged back to the office, listened an instant and heard the signal from my pal that the street was deserted. Then I quickly relighted the gas jet, glided through the rear room and stepped into the alley. I carefully closed the door after me, and plainly heard the iron bar fall into its place in the bracket as I did so—I had placed it in such a position that I knew it would when the door closed. Then I locked it and placed the key in my pocket.

"Everything was absolutely as when the proprietor left the building, save the fact that the key to the rear door was missing—also the small matter of the contents of the safe.

"That small roll of bank notes contained \$350, and I found \$45 more in another drawer—a fair night's work for two penniless thieves.

"But, ye gods and little fishes! what an inextricable rumpus it kicked up in that firm. There were three partners; and, as everything was found in such good condition the following morning, with the single exception that the

man who locked the alley door in the evening must have placed the key in his pocket and should account for its loss, it was supposed—and talked of openly—that, for some unknown reason, the firm had robbed itself, as no outside party could have entered, worked at the safe with the gas burning—the police on duty had testified that it was burning constantly that night—and left the building with the safe locked on the same combination and with every door locked or barred. Detectives employed laughed at the idea of any outside parties' being implicated and winked significantly at each other.

"The business has since changed hands and the newcomers are more careful with the premises.

"I never made such an easy haul before, nor have I since," concluded Mr. Burglar, laughing heartily. "I can afford to crack another bottle of Heidsieck at the remembrance of that timely luck when both of us were minus a single dollar."

FRANK. A. HOWIG.

GEO. H. REEDER & CO.

successors to

REEDER BROS. SHOE CO.

Michigan Agents for

Lycoming and Keystone
Rubbersand 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.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.

Emphatically Endorsed

by every sound merchant in Michigan is our motto, "Cash is King." The heavy failures that are taking place throughout the State at the present time show the folly of spreading out and trying to run business upon extended credits.

We have been taking in sail for the past two years, and have finally gotten our customers into line, and have the proud satisfaction of knowing that not a single customer of this company has gone under this year.

We continue to pay spot cash for all purchases and do not owe one dollar for merchandise in the United States. This is the reason we are in shape to undersell every firm in our line doing business upon extended credits and long time.

We are upon the verge of the greatest crisis that ever faced this country. Are you prepared to meet it?

We quote this week Extra Fancy Lemons, 300's, at \$3 per box; Fancy, 300's, \$2.50 per box; Michigan Full Cream Cheese at 6¼ cents; Butter Crackers, 3½ cents; Ginger Snaps in barrels, 3½ cents; Best Sodas in boxes, 3½ cents; Rolled Oats, Douglas & Stuart's, \$2.60 per barrel.

Cash with order in current exchange.

THE JAMES STEWART CO.,

(LIMITED)

SAGINAW, MICH.

Around the State

Movements of Merchants.

Bay City—P. F. Burn succeeds F. Burn & Co. in the drug business.

Traverse City—Cole & Vlack, meat dealers, have dissolved, Vlack succeeding.

Harbor Springs—Fitch & Carpenter, grocers, are closed under chattel mortgage.

Rogers—J. L. McSpadden & Co., boot and shoe dealers, have removed to Detroit.

Plainwell—Spencer & Andrews succeeded Geo. T. Andrews in the bakery business.

Battle Creek—W. P. Stringham succeeds Stringham & Lamb in the grocery business.

Traverse City—Mrs. Lawrence succeeds Lawrence & Shepard in the millinery business.

Leslie—F. E. Brown succeeds Shaw & Brown in the blacksmithing and painting business.

Detroit—Julia (Mrs. Jacob) Illian, engaged in the grocery business, has retired from trade.

Munising—Temporary quarters of the new bank have been established in the store of R. Peters & Co.

Metamora—Nichols & Son are succeeded by C. S. Nichols & Co. in the grocery and meat business.

Lenox—C. F. Rice is putting up a new brick building for a drug store at Oxford. The contract has been let.

Ironwood—G. L. Ziebur & Co., meat dealers, have dissolved. The business will be continued by Chas. W. Weck.

Lake City—D. D. Walton has sold his grocery, crockery, flour and feed business to Jas. Berry, formerly of Somerset.

Negaunee—Werner Nikander has purchased the drug, paint and oil business formerly conducted by Henry E. Elfbrandt.

Ludington—V. Roussin is opening, on South Ludington avenue, a two-story and basement general bazaar store, to be known as Roussin's Bargain Store.

Baraga—Fred Carrol, who has been with Hugh Nesbitt as tinner, has returned and taken his old position again. He spent two months looking for a business location.

Montague—Rosen Bros., the Muskegon clothiers, have opened a branch store here, including lines of clothing, furnishing goods, hats and caps and boots and shoes.

Cedar Springs—Ed Charles has retired from the firm of Milks & Charles, meat dealers. The business will be continued by the remaining partner under his own name.

Rockford—Miss C. Addis has sold her school book stock to J. M. Spore, who will continue the business. Miss Addis has shipped her wall paper and toy stock to Niles, where she will re-engage in business.

Detroit—Druggist Franklin P. Richards has sued the Detroit Railway Co. for \$10,000 damages. Mr. Richards was injured more or less severely through alleged ignorance on the part of the motorman.

Detroit—The Detroit Pharmaceutical Association, at its annual meeting on July 27, elected the following officers for the coming year: Geo. W. Stringer, President, and James W. Caldwell, Secretary and Treasurer.

Lansing—Reynolds Bros. will pull out of the dry goods firm of Reynolds, Jewett & Knapp August 1, after which time the business will be continued by

the remaining partners under the style of Jewett & Knapp.

Cadillac—Gustafson & Johnson have completed a 20x28 foot addition to the rear of the store building they recently purchased of M. H. Bond and have removed their plumbing and tinware stock to that location.

St. Johns—L. O. Da Foe, proprietor of the Art Bazaar, who commenced business here about the middle of September, 1895, made an assignment July 21 to H. E. Walbridge. The failure is attributed to dull times.

Boon—The H. W. Worden stock of general merchandise and charcoal plant was bid in by J. Cornwell & Son at chattel mortgage sale. The new owners will continue the business under the management of E. A. Losie.

Houghton—Ed. Emmons, Manager of the Houghton branch of the Carlton Hardware Co., is on a vacation, having gone to Pigeon River, on the North shore of Lake Superior, to investigate the graphite beds located there on land he owns.

Owosso—The C. H. Currey grocery stock was sold at chattel mortgage sale July 20 to Fred Carpenter, who bid \$1,150 for the stock and fixtures. The goods have been removed to the Amos store, where business will be continued under the management of the new owner.

Evans—M. N. Streeter, formerly engaged in the dry goods, grocery and meat business, has sold his dry goods and grocery business to M. B. Mills, who will continue the business at the same location. Mr. Streeter will continue the meat business in a building erected for that purpose.

Detroit—Stevens & Todd have been showing a \$750 solid silver bicycle in their window for a few days. Mr. Stevens says it attracts more attention than any windowful of patent medicines ever did. There is not a patent medicine in sight in the store, and the gentlemen of the firm believe that a good drug business can be carried on entirely without proprietary or patent goods.

Hastings—Fred L. Heath has brought suit against W. H. Goodyear to recover damages to the amount of \$5,000 alleged to have been caused by Mr. Goodyear's refusal to complete the contract which the two gentlemen signed, whereby Mr. Goodyear was to deliver to his competitor, on July 1, his stock of drugs and stationery at a stipulated figure and also lease Mr. Heath his building for a given term of years. At the time the contract was entered into, Mr. Heath was considering moving into the store adjoining Mr. Goodyear's, but upon the signing of the contract he threw up his option on the other building, which is now occupied by Julius Russell. The result will be awaited with interest.

Allegan—H. Stern & Co. were the successful bidders on the stock of A. Lipper & Co., which was sold at chattel mortgage sale July 21. There were three other bidders, one of whom was from Detroit and another from Stanton. The price paid was \$5,000, about one-half the estimated value of the goods. The purchasers took possession at once and the store will remain closed until Aug. 1, when it will be opened for business. Mr. Lipper has been appointed a deputy organizer of the K. O. T. M. for the State of Missouri, with headquarters at Kansas City, to which place he will move his family. He will enter upon his new work about Aug. 1. He has been a resident of Allegan many years and his departure is a matter of general regret.

Manufacturing Matters.

Hadley—S. D. Hemingway has purchased the flouring mill of C. A. Smith & Son.

Eaton Rapids—Q. A. Hughes has leased the Island City mills, taking possession of the property July 25.

Detroit—W. B. Stone has sold his interest in the lumber firm of W. B. Stone & Co. to Frank T. Nichols, of Lansing.

Pinckney—Klemm & Son have leased the flouring mill at this place for a term of years and will operate it to its fullest capacity.

Saginaw—Wall & Webber have decided to erect a small band sawmill on the site of the one destroyed by fire a few months ago.

Bay City—S. G. M. Gates, lumber manufacturer, has called a meeting of his creditors for July 29 for the purpose of asking for an extension.

Bay City—Bradley & Hurst are succeeded by M. B. Bradley & Sons as trustees in the sawmill and lumber business at this place and at Deer Park.

Muskegon—Case & Brown have rented a store in the Wierengo block and will manufacture mattresses there under the firm name of the Peninsular Mattress Co.

Jackson—Rufus H. Emerson, Sidney S. Haywood and Melville W. Thompson will start a new bicycle factory here. The capital stock of the company has been placed at \$40,000.

Reed City—The Reed City Novelty and Excelsior Works is building an addition to its factory 55x60 feet in dimensions, and is also putting in a boiler and engine. It will soon have four excelsior machines running.

Marquette—The Dead River Mill Co., one of Marquette's principal industries, will soon shut down. The cause assigned is the unsettled financial condition. It will be a bad blow to the city, as about 300 men will be thrown out of work.

Beaverton—The Eastman Lumber Co. has cut up all its stock on hand at the mill, about 4,000,000 feet, and has shut down for the season. The mill was operated all last winter and will be started again in the fall as soon as the cutting of logs begins.

Alpena—The Huron Handle and Lumber Co. has been organized for the purpose of manufacturing handles and hardwood lumber. The site for the plant was donated by Alpena people. The new enterprise will employ thirty hands and is expected to be in operation within thirty days.

Jackson—The Michigan Central Railroad Co. is preparing to build a side track to the purifier buildings, soon to be occupied by the Jackson Wheel Co. The wheel company has several carloads of machinery on the way here, but it is probable that the factory will not be ready for business before October 1.

Fennville—John F. Barron, who failed to mark the capacity of the fruit packages he manufactured, according to law, was found guilty in a Justice Court and fined \$25, but immediately appealed to the Circuit Court. The object of his arrest and prosecution is to test the law relating to the marking of packages, a strong attempt to enforce which is being made this season.

Detroit—The Commercial Supply Co., organized for the purpose of buying, selling and manufacturing electrical apparatus and machinery, also for dealing in bicycles, filed articles of association July 27. The capital stock is \$10,000, of which \$1,500 has been paid

in. The incorporators are Perry E. Phillips, Albert A. Robinson and Geo. L. Robinson, who hold each 50 shares of stock.

Corunna—The Common Council has decided to submit to the voters of the city on August 1 a proposition to give a bonus of \$6,000 to Fox & Mason, furniture manufacturers, whose factory was recently destroyed by fire. This bonus will consist of only \$1,000 above the \$5,000 which the city will receive from the insurance companies. The bonus is to be secured as to the number of men the firm will employ. The firm propose to rebuild of brick. Under the former bonus they agreed to employ forty men, but they actually employed, on an average, sixty.

Ishpeming—While the condition of the iron and steel trade in the United States is not of the best at present, the iron-ore trade, which is the primal factor in the great industry, is in much worse condition than are the other branches. The general depression in business, consequent upon the hard times of the past and the uncertainties of the future, has rendered the demand for Lake Superior ore smaller this season than had been anticipated by the majority of the mine-owners, and in addition to this the stubborn fight between the big steel interests and the Bessemer ore combine has helped to complete the demoralization of the trade. A slackening of ore shipments has already made itself plainly felt in marine circles and this movement must, apparently, be accentuated in the near future. With receiving docks piled mountain high with ore and no place to store further cargoes, and with the purchasing continuing in hand-to-mouth lots, ore shipments in the large volume noted at the opening of the season are physically impossible from lack of room in which to dump the ore, as well as a decidedly poor policy on the part of producers. There is a fair business done in non-bessemer which are not in the pool, and are therefore out of the fight, but deducting this business, there is but little left doing in the market, and apparently both the mining companies producing the ore and the steel companies consuming it feel confidence in their ultimate victory.

Cash Is King at the Soo.

Sault Ste. Marie, July 27—July 4 I opened up my new Spot Cash Grocery, with the feeling that, by my refusing credit to old friends and customers, my trade would be very light. Greatly to my surprise, I find myself unable to wait on my customers as fast as they come; and, while others are complaining of dull trade, I find that mine is steadily increasing. The coupon books are of great benefit to me in many ways, being especially handy for children. I sell the books at a liberal discount for spot cash. I found them equally as handy to use with the credit system, but under no circumstances will I ever open up any book accounts again.

N. C. MORGAN.

Ice in Car Lots.

See Consumers Ice Co., Grand Rapids, Mich.

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.

Gillies' New York Teas, all kinds, grades and prices. Phone 1589. Visner.

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

Grand Rapids Gossip

Evert Boersma has sold his peddling route to Meyer & Veenstra.

Leslie L. Grabill has opened a new meat market at 1167 Wealthy avenue.

John Worden has opened a grocery store at Boon. The Worden Grocer Co. furnished the stock.

Schwader & Denise have opened a grocery store at Alto. The Ball-Barnhart-Putman Co. furnished the stock.

Geo. H. Remington has sold his grocery stock at 603 Cherry street to Chas. W. Payne and Floyd H. Payne, who will continue the business under the style of Payne Bros. Both partners are experienced grocers and will, undoubtedly, achieve a full measure of success in their new undertaking.

The Grand Rapids Packing & Provision Co. will vacate its present quarters Aug. 1 and remove its office to 33 Ottawa street, shipping all orders from its warehouse near the South Yards. Nelson Morris & Co. will retain their refrigerator room where it is, moving their office to the east side of the building, so as to be directly in front of the refrigerator.

The Grocery Market.

Sugar (Shipping List)—The demand ruled only fair up to Thursday, when some improvement was shown and the market appeared steadier in tone. The weakness in raws has rather engendered a feeling in the trade that values would decline still further. It is believed that the stocks in jobbing hands are light and that purchases should continue to be steadily made for some time to come, and, should raws develop any firmness, the demand for refined would very likely be heavy. Granulated is now selling at the lowest point touched this year, and should the price reach 4½¢, it would seem as though buyers could not do better than to purchase supplies several weeks in advance.

Lemons—The average advance during the past two weeks has been \$1.25 per box. The advance has been greater on the common varieties, good stock not having advanced in the same proportion. In consequence of the poor keeping quality of much of the fruit, stocks are gradually melting away, but the quantity in jobbers' hands is so large that there is no likelihood of a scarcity for some time to come.

Canned Goods—A Baltimore correspondent writes as follows: "The jobbers all over the country are responding freely to the low prices made on the new pack of canned goods in this market and the packers are very much encouraged over the outlook. So far, early June peas, marrowfat peas, strawberries, red cherries, white cherries, raspberries, gooseberries, blackberries, pineapples and string beans have been packed, and the next articles to follow will be blueberries, tomatoes, corn, peaches, and so on, in regular order. It is gratifying to see the opening prices on all the articles packed up to date starting on such a low basis, because it will give room for large advances, with very little, if any, chances of a decline in the prices. The jobbers seem to be taking this view of it, judging by the liberal buying. It does not seem possible for a buyer to lose money on good quality peas, either early Junes or marrowfats, or on any small fruits, in buying them at the present prices. There was an improvement in the de-

mand for tomatoes during the past week, the jobbers realizing that standard 3-pounds at 55¢ and 2s at 45¢ are remarkably cheap and entirely safe to buy under any circumstances. The demand has been from all sections of the country, and, while there were no single orders for large quantities, the orders for 500 cases and 1,000 cases were quite numerous, especially for the 2s. Futures have been active. In selling futures at 57½¢ f. o. b., Baltimore, the packers seem to be taking chances, and the opinion is that developments during August and September will show that buyers have made profitable purchases.

Provisions—The returns from Western pork packing points indicate a total of 225,000 hogs killed during the week, compared with 230,000 the preceding week, and 150,000 for the corresponding time last year—making a total of 6,225,000 since March 1, against 5,215,000 a year ago, an increase of 1,010,000. These figures do not suggest much of a tendency to reduction of supplies, while they continue to reflect an excess over the corresponding time last year. But the advices indicate some lowering of condition of current offerings, which may be taken as evidence that finished stock is being closely marketed. Prices have been irregularly reduced and average about 10 cents per 100 pounds lower than a week ago. In view of the exceptionally low position of prices of hog products previously, the past week has been a notable one in the history of the trade for the further striking reduction of values—the close at Chicago showing a decline of 57½ cents per barrel on pork, 42½ cents per 100 pounds on lard, and 37½ cents on short rib sides, for September delivery, compared with a week ago with new records established for the low point of prices. The trade is in a more or less dazed condition under the succession of surprises and severity of declines with which it has been confronted, and hope for a better shaping of conditions in the near future has almost disappeared. The abundance and cheapness of all kinds of food products in all portions of the country have more or less curtailed the necessities concerning cured meats, and the excessive accumulations of lard have steadily contributed to a declining tendency for this product, attended, as this supply is, with unusual resources of other fats without corresponding enlargement in absorption. There is no indication of early change in the general tendency of the market.

Oat Meal—The manufacturers have advanced their quotations 50 cents per barrel and the market is still strong with further advances in prospect.

Ice for Refrigerator Cars.

You can get it of Consumers Ice Co., Grand Rapids, Mich.

The attention of the State Food Commissioner is called to the apple jelly now being placed on the market by L. M. Wolf, the Hudsonville general dealer, farmer, dairyman, stock raiser, axe helve jobber and all-round good fellow. Mr. Wolf's product in the jelly line is decidedly red in appearance, giving ground for the suspicion that the goods are artificially colored.

Floyd E. Bowen and J. H. Goodby, Jr., have formed a copartnership under the style of Bowen & Goodby and embarked in the brokerage business at Detroit. The office of the new firm is located at 97 Jefferson avenue.

Ure Unkle is at Bushman's.

Prizes to be Competed for on Grocers' Day.

The Committee on Sports—Julius J. Wagner, Fred W. Fuller and Frank L. Merrill—of the Grand Rapids Retail Grocers' Association has prepared the following schedule of prizes for the various sports and contests which will be observed at Reeds' Lake on Aug. 6, the occasion of the tenth anniversary picnic of the organization:

9:30 a. m.—Base Ball.

Between East Side and West Side clerks.

Winners, \$5.00.

Losers, Cakes.

11 a. m.—Bicycle Race.

Prizes for this race kindly donated by Red Star Yeast Co.

First Prize, \$5.00.

Second Prize, \$3.

Third Prize, \$2.

1:30 p. m.—Running Race, 100 Yards.

First Prize, \$2.50.

Second Prize, \$1.50.

Third Prize, \$1.00.

2 p. m.—Hop, Step and Jump.

First Prize, \$2.50.

Second Prize, \$1.50.

Third Prize, \$1.00.

2:30 p. m.—Sack Race.

First Prize, \$2.50.

Second Prize, \$1.50.

Third Prize, \$1.00.

3 p. m.—Hurdle Race.

First Prize, \$2.50.

Second Prize, \$1.50.

Third Prize, \$1.00.

3:30 p. m.—Soap Race.

Prizes for this race kindly donated by N. K. Fairbank Co.

First Prize, 50 Bars Copco soap.

Second Prize, 30 Bars Copco Soap.

Third Prize, 20 Bars Copco Soap.

4 p. m.—Fat Men's Race.

First Prize, \$2.50.

Second Prize, 16 Cans Van Camp's Beans.

Third Prize, 8 Cans Van Camp's Beans.

4:30 p. m.—Three Legged Race.

First Prize, \$2.50.

Second Prize, 25 Bars Grandpa's Soap.

Third Prize, 15 Bars Grandpa's Soap.

5 p. m.—Tug of War.

Between East and West Side Grocers.

First Prize, \$5.00.

Second Prize, 1 Box Cigars.

4:30 p. m.—Base Ball.

Between Wholesale and Retail Grocers.

Winners, \$5.00.

Losers, Cakes.

The Committee has promulgated the following rules for the government of the contests:

1. All entries for prizes are confined to wholesale and retail grocers and their employees and our invited guests.
2. All entries from employees must be endorsed by employers.
3. Any contestant who is entitled to enter all the events, and who has been successful in two instances in securing a prize, will not be permitted to enter any more events.
4. All entries must be made to Julius J. Wagner, Chairman of Committee on Sports, by Wednesday noon, Aug 5.

Programme of Sports for the Butchers' Picnic.

The Committee on Sports appointed at the recent meeting of the Grand Rapids butchers to arrange a programme for the annual picnic on Aug. 6 completed its work Monday evening, when the following schedule was decided upon:

10 o'clock—Ball game between wholesale and retail butchers for cash prize of \$10, seven innings to be played under captaincy of B. Soper (wholesale) and W. E. Dykins (retail).

12 to 1 o'clock—Lunch.

1 o'clock—Tug of war for prize of 100 cigars. Frank Haltzer and Phil Smith, captains.

1:15 o'clock—Sack race, 50 yards. Prizes, \$2 and \$1.

1:30 o'clock—Fat men's race, 50 yards, for men weighing not less than 200 pounds. Prize, gold locket.

1:45 o'clock—Running jump. Prize, ham.

2 o'clock—One-half mile dash at Lilley's track. Prizes, \$5, \$3 and \$2.

2:30 o'clock—Butchers' delivery horse race, one-half mile. Must be hitched to horse and deliver roast of beef to Mrs. Lilley. Prize, \$5.

3 o'clock—Butchers' driving horse race, one-half mile heats, best two in three. Prizes, \$10, \$5 and \$3.

3:30 o'clock—Ladies' bicycle race, one mile heat. Prizes, \$3, \$2 and \$1.

4 o'clock—Men's bicycle race, one mile heat. Prizes, \$3, \$2 and \$1.

Everything points to a large attendance and a most interesting program of events at the picnic, providing the weather is favorable.

The Grain Market.

Wheat has been on the up grade during the past week, cash red advancing 4¢ and Chicago September futures 3¢. Winter wheat showed more strength than spring wheat and all conditions seem to point toward what the writer has often predicted in previous communications—higher prices. The latest report as to the amount raised in the United States is 406,000,000 bushels, while winter wheat in many sections is less than last year. Some localities show an increase, notably Kansas, but the wet weather has damaged her crop to such an extent that some of it is badly sprouted. From the best information we can get the spring wheat crop is considerably under last year's enormous crop, and the crop will be 40 to 50 per cent. less than last year. While the visible, owing to the large exports, was expected to decrease, the opposite happened, to the extent of 399,000 bushels, leaving the visible 7,250,000 bushels more than at the corresponding time last year. Should our financial policy be firmly settled, prices will be 10¢ higher; but lack of confidence keeps prices down. However, we hope this will be changed before long, either one way or the other.

Corn closed about 2¢ lower than one week ago—the reasons have been given often of late—while oats, owing to the unfavorable weather for the past few weeks (being too wet), have advanced about 2¢.

The receipts during the week were: wheat, 41 cars; corn, 7 cars; oats, 6 cars. The mills are paying 55¢ for both new and old wheat.

C. G. A. VOIGT.

Flour and Feed.

The flour market has improved somewhat during the past week, prices advancing 10¢@20¢ per barrel for both spring and winter. The improvement is partly due to continued unfavorable threshing returns, damages to the wheat in the shock in Ohio and Indiana by frequent showers the past two weeks and a decided dropping off in the prospects of the growing spring wheat crop.

There has been an unusually good demand for the best winter patents of late and most of the mills are sold short for from two to three weeks on same. The demand for second patents and straights is improving, while clears and low grades are not wanted at anything like fair values.

Millstuffs have been very dull, being taken only in broken carlots and for immediate use only. Wm. N. Rowe.

Hardware

A Half Day in the Hardware Business.

Shop Man in Hardware.

Eighteen years old and fresh from my last term at the country school, I had the question very abruptly put by my father, "What are you going to do for a living?"

This I thought very easily answered. To be sure I did not care for the farm, but having several uncles engaged in business in "our town," as we called the village nearest the farm, what more simple than to work for one of them? Being a relative I would come in for any soft snaps, and the other fellows could do the work.

There was Uncle Joe, the butcher, but his was such a bloody business. Uncle Clarence, the dry goods merchant. No! that was too effeminate, and the grocery business of Uncle Tom was too dirty. But how about Uncle John? "Hardware, tools and agricultural implements." Why, of course, that was the business! Had I not often envied my cousin on a Saturday afternoon, laughing and flirting with the country girls, as they carried out to the wagon their father's purchases?

I could hardly wait for word to come from Uncle John, but finally it did, and I was to start to work April 1.

The evening I reached my uncle's house, my ardor was somewhat cooled by my cousin Jack telling me they opened the store at five o'clock in the morning, and closed at nine in the evening, which I thought too much like the length of a farmer's day to be congenial. However, I was up in time the next morning ready to be initiated in the mysteries of the hardware business.

My uncle's store was well located on the main street of the town. Two large show windows, one on each side of the entrance, made a very pleasing impression.

In the one on the right, a bicycle and rider made up of tools, stove pipe, etc., caught my attention, which was immediately distracted by the display in the window on the left. A figure with a wash tub for its body, axes for legs, ball of wool twine for a head, brandished a scythe at another figure similarly constructed, only with a boiler lid for a shield and armed with a pitchfork.

While cousin Jack, the designer, was unlocking the door, he explained the display as representing the attack of Spring on Winter.

The first thing we did was to make a display on the sidewalk of plows, cultivators, wheelbarrows, shovels and rakes. Then we mixed up a bucket of sawdust and water and swept out the store. My broom sent the wet sawdust flying along the floor, scattering the particles into the nail bins and on the display of garden tools. Acting on Jack's suggestion, that I wouldn't make so much dust if I did as he did, I walked backward and swept toward me.

Our first customer wanted one-half dozen picks and handles. In tying the handles together I noticed Jack left one stick out a foot or so from each end of the bundle. When these were driven in I could see there was no chance of the bundle's becoming loose and the handles falling out. Instead of cutting the cord—spring twine he called it—Jack broke it by giving it a twist around his left hand and a quick jerk with his right.

As the next customer wanted 10 pounds of 8d. wire common nails, I essayed, unaided, to weigh them out, but the scales wouldn't work. I put in more nails, then took nails out—the customer asked me if I wasn't a new hand; said maybe the scales would work if I wouldn't lean on the platform. When the scales finally balanced, I determined to show that chap a thing or two about tying packages, laughed at the offer of his knife and his fears that I would hurt my hand on the twine. Giving it a twist—just like Jack, and a jerk. Oh! how it did hurt. Besides the wrench my finger got it was raw for a week. The customer cut the cord with his knife, and as he went out made a remark to Jack that made my face burn.

After breakfast a farmer came in and

asked Jack how nails were selling. "Well," said Jack, "That depends on the size; 20d. wire are \$3.35 per keg, 8d. \$3.45." With that the farmer pulled out a copy of the Weekly Gazette and pointed to nails quoted at \$2.85. Jack said that was the base. The farmer said that would do as he only wanted the nails for the hog pen, and base nails would do as well as any that weren't so base. Jack said there were no nails of any kind at \$2.85. Said something about adding the card rate. It was a great mystery to me and the farmer, who did not buy any nails. The hardware business is certainly very deep.

About ten o'clock Jack took me to the warehouse to help set up a great improvement in the shape of a corn drill. Said I would be right at home with it, which was true, only I wanted to know what was the use of showing corn drills when the frost was yet in the ground. Jack said that was the way things were done in the hardware business; blankets were bought in July, skates and sleds in August, ice cream freezers and lawn mowers in January.

We were about through with the drill when, as I was supporting myself under it, reaching with my left hand for a chair, Jack accidentally touched a lever and one of the points came down and smashed the third finger on my left hand.

I now had two fingers disabled, and it lacked yet an hour of noon. While I was nursing my hand I had time to think of the meat business, the dry goods and the grocery business. There surely could be no chance for broken bones in measuring calico!

That, after all, was a more genteel and refining business than the hardware trade. Just in front of where I was sitting was the gun case. Lem Cooper, the blacksmith, came in, and seeing me doing nothing—he shod our horses, and I knew him well—said, "Lemme see that gun in the corner, looks like a Winchester." I opened the case and got out the gun, handling it as well as I could with my disabled hand. We were standing near the bicycle window. Lem said I had the gun, but I know better, any way there was a report and a 44 went through the plate glass and imbedded itself in the window sill in the second story of a lawyer's office across the way.

The lawyer yelled "murder," someone else, "fire." The town bell rang the fire alarm, and the hose cart went out High street, while they dragged the engine to the planing mill.

During the hubbub I made for uncle's barn, jumped on my pony and was back on the farm in time for dinner.

The hardware business may be a great business, but to my mind, there is nothing like the quiet and content of the country in early spring.

To Catch the Public Eye.

From Stoves and Hardware.

A large St. Louis hardware dealer is a firm believer in the efficacy of articles of unusual size as a means of advertising. In a window devoted to table cutlery there is a carving knife and fork about six times the usual size. Entering the store, one is greeted by a monster tennis racket mounted on top of one of the shelf cases. In almost every department one finds an article of abnormal size. Of course, these monsters are rather expensive, but they serve as good advertisements, and can be used equally well for interior displays.

A very simple but unique manner of displaying knives, scissors or other small articles is to attach them to ordinary wire cloth, which can be fastened between the floor and ceiling of the window away from the sides, or stretched across the corner of the window. At a little distance, and particularly in the evening, it puzzles one to discover what the goods are attached to; they seem to be resting on nothing but air. The goods can be attached to the wire cloth by means of small hooks, or, better still, by cutting one of the small squares and catching the article in the loose end of the wire.

"Since things in motion sooner catch the eye than what not moves," an

Easton avenue hardware dealer recently hit upon the expedient of having a race between rodents in his show window. He took a cracker box with a glass top, and put it in the window with the glass towards the front. He then made a wooden disk, and boring a hole in the center, passed through it a round stick. This he placed in an oblique position in the box, the ends of the stick moving in holes in the top and bottom of the box. After catching several mice and placing them in the box his "show" was complete. In their efforts to escape, the mice would mount the disk and as they reached the highest point would cause it to revolve. They followed one another and made quite a lively race, keeping the disk almost constantly in motion. Around the box a number of patent mouse traps were also displayed in the window. The dealer says there was a crowd around the window all the time, that people came blocks to see the "race" and that he is certain he sold many goods as a result.

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.

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.

The Window Glass Situation.

From St. Louis Stoves and Hardware Reporter.

Now that all the window glass factories of the country are closed down, it is possible to review the past season with some degree of accuracy. In some respects it has been a rather remarkable season. The duration of the blast in the majority of the factories has been about thirty weeks, or nearly one-third less than for the season of 1894-5. Most of the factories did not resume operations until September 21 of last year, three weeks after the usual date. There was an idleness of six weeks during January and February, and all but a dozen plants shut down for the summer on May 29. Notwithstanding these facts, there has not been a corresponding reduction in production from that of 1895. While but 1,300 to 1,500 pots were in operation in the preceding blast, 1,550 to 1,648 pots have been operated during that now closed. As a consequence, the production of 1895-6, according to a competent authority, has not

afford to reduce the rates charged when they had no opposition, and which they claimed was as low as service could be afforded, and, it may be, like here in Cheboygan, in order to run out competition, they may put in telephones free. However, we do not believe the Muskegon people will bite at the bait. We believe that they will do as the people of Cheboygan have done, stand by the home company that reduced the rates to a reasonable amount and at the same time gave a much more satisfactory service. The Bell company might have owned the earth and had things all their own way if it had given good service at reasonable rates, but the people realized they were being robbed and were ready to back up any company that would afford them relief. The people of Cheboygan intend to stand by Blake. They know if opposition was run out that they would again be at the mercy of the "octopus" and they do not propose to again be at the mercy of that company. Free telephones are no

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
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BUTTS, CAST

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

BLOCKS

Ordinary Tackle.....	70
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CROW BARS

Cast Steel.....	per lb 4
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CAPS

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

CARTRIDGES

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

CHISELS

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

DRILLS

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

ELBOWS

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

EXPANSIVE BITS

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

FILES—New List

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

GALVANIZED IRON

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

GAUGES

Stanley Rule and Level Co.'s.....	60&16
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KNOBS—New List

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

MATTOCKS

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

MILLS

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

MOLASSES GATES

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

NAILS

Advance over base, on both Steel and Wire.....	2 30
Steel nails, base.....	2 85
Wire nails, base.....	50
10 to 60 advance.....	60
8.....	60
7 and 6.....	75
4.....	90
3.....	1 20
2.....	1 60
Fine 3.....	1 60
Case 10.....	65
Case 8.....	75
Case 6.....	90
Finish 10.....	75
Finish 8.....	90
Finish 6.....	10
Clinch 10.....	70
Clinch 8.....	80
Clinch 6.....	90
Barrel 3/4.....	1 75

PLANES

Ohio Tool Co.'s, fancy.....	@50
Scolola 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
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ROPES

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

SQUARES

Steel and Iron.....	40
Try and Bevels.....	
Mitre.....	

SHEET IRON

Nos. 10 to 14.....	com. smooth. com.
Nos. 15 to 17.....	\$3 30 \$2 40
Nos. 18 to 21.....	3 30 2 40
Nos. 22 to 24.....	3 45 2 60
Nos. 25 to 26.....	3 55 2 70
Nos. 27.....	3 70 2 80
No. 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
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SASH WEIGHTS

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

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

WIRE

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

HORSE NAILS

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

WRENCHES

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

MISCELLANEOUS

Bird Cages.....	50
Pumps, Cistern.....	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 @ 1/2.....	12 1/2
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The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

TIN—Melyn Grade

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

Each additional X on this grade, \$1.75.

TIN—Allaway Grade

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

Each additional X on this grade, \$1.50.

ROOFING PLATES

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

BOILER SIZE TIN PLATE

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

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

ESTABLISHED 1866.



E. A. Stowe, CABLE ADDRESS BEBE.

Ed. Michigan Tradesman,

Grand Rapids, Mich.

Dear Sir:—Will you kindly send us twenty-five copies of the article appearing in your issue of July the 15th, entitled "Hardware Clerks" by Sidney F. Stevens? We desire them for distribution among the employees of this house. The article to us seems to be one of great merit and we wish to utilize it.

We also wish to indicate our approval of the article in the issue of July 22nd, entitled "Concise Credit Clippings for Credit Men's Craniums." We do not know when we have before seen an article, the length of this one, that incorporates as many good points covering credits, as this one we have reference to.

Very truly yours, *How. Clark*

Credit Man for Barnett Bros.

been 300,000 boxes under the figures of the preceding year.

The season now at an end has witnessed the greatest number of pots in continuous operation that has ever been known in the history of the trade. The output per pot has been fully up to the average of previous years. The demand this year has been dull, and imports have been much heavier than last year. Stocks in the hands of manufacturers are now believed to be much heavier than has been thought, and are estimated at a million boxes. Those in the hands of jobbers are estimated at 550,000 boxes. If these estimates made by one of the leading journals in the glass trade are correct, present holdings show only a slight difference from those at the end of the preceding season.

Free Telephones No Inducement.

From the Cheboygan Tribune.

The Muskegon people are wrestling with the Bell telephone octopus. In that city, like in Cheboygan before W. H. Blake put in the Cheboygan telephone plant, the Bell Co. has had no mercy on its patrons, demanding its "pound of flesh" from all. The people have gotten tired of contributing extortionate rates and have taken steps to organize a home company. It is probable, like here in Cheboygan, if the new company is organized, the Bell can

inducement to our people to again place themselves at the mercy of the noted octopus.

What Some Know About It.

Hogan—Fwhat is this 16 to 1?

Grogan—It is a law they are tryin' to pass makin' sixteen hours to wan day's worruk.

"Sweet are the uses of adversity," sings some poet. Yes, but some of us are getting so much sugar in ours that the effect is sickening.

The work of the still—the products of a deaf and dumb institute.

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, Widdicombe Bldg.
 HENRY ROYCE, Supt.

OTTO C. J. BERNTHAL

JOHN T. F. HORNBERG

New York Electro Plating & Mfg Co.

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

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

Citizens Phone, 1517.
 GRAND RAPIDS, MICH.



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 29, 1896.

SIDEWALK TRAFFIC.

The selfishness of trade is nowhere seen more prominently or more offensively than when it sets up its establishment on the sidewalk. Tolerated at first by an indulgent public, it proceeds at once to abuse that indulgence by an aggression so open and so defiant as to at last call down upon itself the vengeance of the law.

The first to offend in this direction were the store-keepers themselves. The window having failed to accommodate the required display of goods, the doorways and the sidewalks have been made use of—tentatively at first—and, when it was found that the sidewalk could be used without remonstrance, show cases have been pushed still farther into the public domain, goods have been piled high on dry goods boxes, signs have been utilized by hanging goods on them and awnings have been made to do double duty in the same questionable way. The custom of taking up the sidewalk for purposes of traffic having become thus established, the next step became an easy, as well as an almost inevitable, one. If the store-keeper took up the sidewalk next to the building, a part of the public highway which he had no right to use, was there any good reason why the vender of unpretending, but no less useful, merchandise should not avail himself of an equal space at the curbing? The logic was invincible; possession was proven to be nine points of the law; street traffic became an established fact on both borders of the sidewalk and, when the patience of the public became exhausted and protest was made, the vender at the curbstone and the merchant in the store emphatically declared that they knew their own business and their own rights, and that, if a meddling public presumed to question the one or interfere with the other, there would be a test case for the courts to decide. Happily, a decision has been reached: the courts have found that a sidewalk is a public highway and that, as such, the traffic carried on there is an infringement of the rights of the public, to be tolerated only so far as the public itself shall decide.

With that question settled, another comes to take its place: There is, in every city worthy of the name, a constantly increasing number of sidewalk traffickers. These men pay little or nothing towards the expenses of the city;

often they do not pay any license; they are competing with regular traders, who pay rent and taxes, and with licensed peddlers; their stands are unsightly and in the way; they obstruct the sidewalks; they are the cause of much of the refuse that is found in the streets and in too many instances become intolerable nuisances, and the sooner they are removed the better for the street, the better for the public welfare and the better for the trafficker himself.

It has been asserted that the privilege is often granted in order to give deserving persons a chance to earn a living, and that, were it withheld, these persons would, in all probability, become objects of charity. Granted. Are they any less objects of public charity by this arrangement, which cannot fail to foster the idea that, in some unaccountable way, the world owes them a living, which they are willing to receive in this form from the city? But, even admitting the charity to be a commendable one, is it necessary, on that account, to continue the charity indefinitely? How long, for instance, should the city grant space on any business street—Monroe street, for example—free of charge? It will occasion no surprise to those knowing the value of such a locality to be told that such rents a month rise high into the hundreds. In a city many times smaller than Grand Rapids, the privilege has been sold for \$150 by one sidewalk man to another, who sold it for \$200, the buyer of which earned his purchase money from his sales in less than sixty days! Is this particular form of public charity intended to reach quite so far?

It is little to the point that the Tradesman has "many a time and oft" referred to this violation of the city's rights and privileges. It is much to the point that a condition of things makes such reference necessary, not only at home but in almost every city in the country. The cities are not good housekeepers; and, when such housekeeping is indulged in to the detriment of the public welfare, protest is welcome, no matter from what quarter it comes. And if the streets are to be the pleasing and healthy thoroughfares they were intended to be, if they are to remain the free and unincumbered property of the city for the use and enjoyment of its citizens, then it is high time that something should be done to clear this public property from all encumbrances, and to inaugurate the movement by removing from the sidewalk every fakir counter which has been too long allowed to block the way.

The Tradesman bespeaks a prompt response to the official call of the Northern Michigan Retail Grocers' Association, published elsewhere in this week's paper. Judging by the class and number of papers which will be presented at the convention, as well as the character of the men whose names appear opposite the subjects assigned, the proceedings will be of such vital interest to grocers generally that all grocers who can possibly do so should make arrangements to attend.

Don't fear that you are going to die unnoticed if you have merit that deserves to be discovered, and don't complain if the discovery is delayed, but work and wait and you will find out that the real, genuine, unadulterated article is being sought, and some appreciative observer is going to light on you, some day, and bring your endowment before the notice of an admiring world.

TRADE SITUATION.

While the general tendency of trade and finance has been in the direction of increased prostration amounting almost to panic, there have been some notable features that have given reassurance and the conditions may be said to be more favorable this week than last. This is owing, principally, to the better feeling in financial circles and to the improved tendencies in wheat and oats. The unfavorable state of foreign exchange caused a sharp increase in the outflow of gold, so that the exports for the week amounted to \$5,050,000. This reduced the Treasury reserve to about \$85,000,000, and made the question of a new issue of Government bonds an imminent one. A consultation was held by the leading financiers of the country, and it was decided that, while a new issue could, doubtless, be sold, it would be an unsafe experiment in the present state of public feeling, especially as affected by politics. So the plan was proposed of the banks' coming to the rescue of the Treasury by the exchange of their gold holdings for legal tender notes. The response was prompt and sufficient, immediately restoring the reserve to the hundred million mark with five millions to spare; and assurances are given that the same source of supply can be relied upon to keep the reserve intact in spite of any probable demands. In addition to this, there is a movement on the part of the bankers in which they have secured the co-operation of the principal foreign bankers of the country to devise means to restrict the export of the precious metal.

In the wheat situation the improved outlook for prices is dependent on less favorable crop reports. The recent rains have been very unfavorable for harvesting in the winter wheat regions and have been injurious to spring wheat. The same conditions obtain in the English fields. While these factors operating against the effects of the recent freight reductions on Western lines have caused only a small advance, the feeling of confidence for the future is greatly increased. The same causes have operated to strengthen the situation in oats. Corn, on the other hand, has declined in price, on account of the increased movement caused by the freight reductions and the continued prospects of an abundant crop. Other produce continues at the lowest ebb—breaking the low records still the rule.

The iron situation shows only the questionable encouragement of continued decline in output. A large proportion of the iron furnaces are blown out, most of the wire and wire rod mills are closed and structural works are following the same lead. The combinations are still struggling to maintain prices, which operates to hold down the natural demand.

Textiles are probably at the lowest ebb in prices in that, instead of making further reductions, works are closing or lessening output. Sales of wool in the principal markets are the smallest on record.

Leather and hides are showing the dullness usual at this season, but the comparative outlook is as favorable as could be expected. Shoe factories are still busy, though largely on old orders.

The action of the bankers in turning their gold into the Treasury caused a decided improvement in confidence in the stock market, and is resulting in a strengthening of prices, more than counterbalancing the unfavorable effects

of the populist and silver conventions at St. Louis.

Bank clearings show a slight increase over the preceding week, though still remaining below the billion point. Failures show an increase—280 against 255 for last week.

CHOOSING A CAREER.

We are fond of satirizing the possibilities of American life by saying that every mother who bends above the cradle of a man-child believes she sees within it a future President. Deep and all-pervasive as is the national ambition, the jest passes beyond the truth. Few women hope to see their sons President. Fewer still realize the ambition, but every mother feels she has the right to hope to see her sons successful and prosperous men, and so there comes to her no more anxious moment than when she is called upon to help her boys choose their careers in life.

Her experience has taught her that so much depends on a wise choice. The highways of life are strewn with wrecks that might have been avoided by a little consideration of natural talents and aptitudes. There are innumerable poor lawyers who would have made good farmers; starving doctors who might have been successful lawyers; dull preachers who might have made fortunes in the grocery line, and unsuccessful merchants who would have been excellent carpenters. It is the old story of the misfit square peg in the round hole, while there was a hole it would have just filled waiting empty for it.

There are, of course, some boys whose careers are foreordained. They write, or paint, or preach, or become merchant princes because nothing else was possible to them; but the great mass of mankind have no such marked talents. They are a lot of unclassified pegs, and too often are left to get into round holes or square holes, as fate wills. Sometimes they jostle into the right places and are successes. Often they get into the wrong holes, and so are doomed to failure from the beginning.

It is here that mother-love should supply the knowledge and intuition that will help her half-grown boy to make a wise choice. A thousand little things—straws that show the way the current of his thoughts blow—come back to her. Very likely the boy himself doesn't have any clear idea of his own desires in the matter. It is his mother who recalls childish skill with tools, or a predilection for making bread pills, or a knack at figures, or the zeal with which he conducted a music store in the nursery, or the skill with which he bargained for gingerbread with the cook. Such scant evidences of what New England people term "faculty" often turn the wavering balance in favor of a career to which the boy's abilities are best adapted.

It is thus the wise mother serves her son at his utmost need. Unfortunate, indeed, is the boy whose mother's love so blinds her that she is incapacitated to judge of his weakness as well as his strength.

The merchant who buys beyond his utmost needs or beyond his ability to pay is a gambler; and his offense is worse than that of the card player, for the latter stakes his own money, while the merchant-gambler risks the money of the confiding jobbers or manufacturers who have sold him goods.

The successful conduct of business is daily becoming more a work of the head and less of the hands.

THE HALF-CIVILIZED.

Not many years ago, the geographies classed Japan among the half-civilized nations of the earth. To-day, that same nation is furnishing the rest of the civilized world an example in push and enterprise which it would be well to emulate.

For a long time, a steamship line between the Pacific Coast and Japan has been one of the needs of commerce. It would be reasonable to expect that the first move in the supplying of that need would come from the foremost commercial nation in the Western World; that long ago the scheming brain of the Yankee would have had the route mapped out on paper, and have had the money provided for the undertaking. Instead, four agents of Nippon Yusen Kaisha—the Japanese Mail Steamship Company—are now in this country for the purpose of conferring with railway managers in regard to the establishment of a steamship line to be operated in connection with some northern trans-continental railway between Japan and Seattle or Portland. The transpacific steamship line has already been determined upon and the American terminus will soon be settled, the whole forming an undertaking worthy the brain of the most enlightened nation of the earth, and showing that Japan, "the half-civilized," must be accosted now with a milder title and admitted into civilization with all its rights and privileges.

This is not the first instance, nor it is the first time, in recent years, that this country has heard in a commercial way from Japan. Our best schools and colleges enroll among their numbers students from that country; and this has been going on for years. They come here to be educated and they go home when the course of training is over, carrying back with them the ideas which they have gained from coming in contact with modern civil life. Trade has taken a hint from the plans adopted by the government, and the Japanese agent is constantly found in the important markets of the world observing and asking questions and studying, with an acuteness as remarkable as it is unexpected, the problems which are vexing to-day the commercial world. There is in America now an agent of the Japanese government sent here to investigate the industrial and manufacturing methods and products, for the purpose of stimulating trade with Japan, as well as for the good his knowledge so gained may do the Japanese manufacturer. Is there not a lesson here from "the half-civilized" that is worth the learning?

Not long ago, the bicycle manufacturers read with a chill of dismay that the Japanese were building a wheel which could be sold here for \$12. Immediately there was the usual outcry. Bret Harte's "Heathen Chinese" was brought forward to "point a moral and adorn a tale," and the Japanese were heartily consigned to a spot famous for a temperature a degree or two above normal summer heat. It was found, however, that the story was wholly untrue. The cheapest bicycle made in Japan costs \$35 and, while giving good service, is not as good an article as the American wheel. A fact, however, which must not be lost sight of—and one which the Tradesman has had occasion to mention before—is that, while Japan may be regarded as a dangerous competitor in certain lines of trade, in entering the circle of civilized life and taking the position there which it is

her evident intention to take, with that adopted Western civilization must come, as an inevitable result, the foods, manners and furniture of that same Western life. These Japan cannot furnish, and these, even now, she is in want of and asking for. Admit—what is generally believed—that rice is the chief article of food. As sure as civilization itself, the rice will give way to wheat, and modern life in Japan to-day is calling for American flour. Admit—what is an undisputed fact—that the Japanese house is conspicuous with hard floors and a few rugs. The new life is already calling lustily for something else; and this something else, in the form of carpets and furniture—civil life does not sit on the floor—must also come from the West. Those who are acquainted with Japan need not be told that she has little wood suitable for masts and spars. Where better can her wants be supplied than here in the United States?

And, in whatever trade direction we turn in the consideration of Japan, it will be found that the advantage is not running all one way; that there are favors to give, as well as favors to receive, and that, in the exchange of these, we can learn a wholesome lesson from a people supposed, only a generation ago, to be half civilized.

Most of the cottagers at Newport this season have called upon grocers for price lists and exact a promise that their servants shall not be bribed. The feeling of servants has been Newport's curse, and now the "punishment" is destined "to fit the crime." Merchants declare that they could not retain the trade if they did not pay a fat commission to the arrogant servants who pass judgment upon the goods sent to their employers. If the servants were not "fixed," the hay and grain, the meat, groceries, milk and vegetables, would also be "fixed" in order to show their employers that inferior supplies had been furnished. The local business man is a person deserving of compassion, at least, even though he has paid fees to surly servants in the past to enable him to eke out an existence. No local dealer has ever been guilty of retiring from business, save through insolvency, or of getting rich. To be sure, they struggle along with heavy financial loads and pay taxes to enable Newport to put on a bold front as "the queen of watering places," a position she cannot hold save at the sacrifice of her permanent population. The eyes of the people are opened at last, and the feeling of grocers and other merchants is to be stopped.

A specialist on lung diseases recently prescribed a course of treatment for a woman who was evidently far on the road to consumption. What he told her to take was all sorts of strengthening foods, such as rare beef, cream, lots of butter, etc. Besides this, he directed her to eat raw eggs, beaten up in milk, until she could bring herself to take twelve a day. This last regime alone, faithfully carried out, has, it is believed, saved another consumptive. It has helped the first woman greatly as well.

Disagreeably projecting ears have been successfully manipulated and improved by surgical skill. A crescent-shaped piece of cartilage is taken from the back of the ear, the cut sewed and a bandage applied until the wound is healed, when a properly-formed ear is the result.

HAS NO EQUAL FOR CARRIAGES AND HEAVY WAGONS



Keeps axles bright and cool. Never Gums.

1 lb. {
3 lb. { TIN BOXES {
5 lb. { 4 doz. in case.
2 doz. in case.

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

Scofield, Shurmer & Teagle,
GRAND RAPIDS.

Standard Oil Co.

DEALERS IN

Illuminating and Lubricating

OILS

Naptha and Gasolines

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

GRAND RAPIDS, MICH.

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

Highest Price paid for Empty Carbon and Gasoline Barrels

Getting the People

What to Push and When.

Richard Wallace in Printers' Ink.

One would naturally think that store managers knew exactly what could be best pushed, and the proper times to do it, but we often see a negligence in this respect that betokens their mismanagement or ignorance. Shoe dealers generally know enough to hang out the sign "Rubbers" in wet weather, but other store-keepers are not usually so alert to the exigencies of business. Wet weather is suggestive of other things besides rubbers—umbrellas and mackintoshes, for instance—but the dry goods stores and clothiers don't always avail themselves of that fact.

All climatic changes bring with them special requirements, which the dealer in such goods should anticipate and be prepared for. He should be quick to push his stock and more particularly persistent in doing so when his season for selling is short and his field limited. Stocks which depend largely on the weather for their sale should be ready for handling at an hour's notice, for the seasons in this country often come before they are due. Hesitancy in pushing a stock of this kind when there is a demand for it is sure to mean a dead loss to the dealer.

Important events oftentimes create a market for particular goods, and the permanent or temporary character of the event will determine what degree of "push" is necessary in supplying the demand for the goods. But do not, if possible, let the demand exceed the supply. Try to keep ahead of all orders, and anticipate any kind of a "push." Better to have some goods left over than run short when there are many calls. Better to have the reputation of possessing enterprise and foresight than the name of lacking these great business qualities. There is really a great deal in knowing what to push and when to push it.

Analysis of Chances.

Julius Fitzgerald in Printers' Ink.

If you have a good thing to advertise, an article that the public wants and can use, that has merits beyond all other goods of its class and that you offer at a fairly reasonable price, your "chances" of success are good.

If you have an article that few people can use, that has little or no peculiar merit, and that has as good or better competitors at an equal or lower price, your chances of failure are pretty good, too.

If, having a good thing, you have prepared good advertising to fit it, ads that strike straight from the shoulder and are written to convince, your chances of success are considerably augmented. And, no matter what kind of a good thing you have, if your advertising is slovenly and ignorantly prepared, your chances of failure become paramount.

If, having the good thing and the good advertising matter, you then display good sense by putting your ads in good mediums, your chances of success are pretty well assured, in spite of any or all opposition. But, granted that your goods and your advertising are all that the most fastidious could desire, if you place your ads in inferior or too costly mediums, you altogether undermine your favorable chances.

By which it may be understood that failure or success in advertising is not governed by chance at all, but by sense, skill and experience. New advertisers may not have experience themselves, but they can buy the guidance and experience of others, and find it of great value in ruling the "chances" of success or failure.

Value of First Impressions.

From the Dry Goods Chronicle.

From whatever standpoint, whether it be the selection of goods, the hiring of help, or, on the other hand, the appearance of your store to the outside world, the way you show goods, the manner you advertise, it is, as a rule, the

very first impression which gives a pretty correct keynote to every problem. If a man applies for a position with his hands in his pockets, would you hire him? Yet I have seen lots of applicants do this. Indeed, I think that carelessness in regard to one's appearance, when applying for a position, more often than not is the cause of his rejection. Only the other day I saw a young fellow make an application; he was neatly dressed and nice appearing. The proprietor afterward turned to me and said: "I might have hired him if he had had sense enough to throw away his chew before speaking to me." Is there any excuse for dirty hands, ill-kept shoes or clothes unbrushed at such a moment when a man (or woman) surely ought to look their best if they expect to be successful? None whatever, and the person who is so regardless deserves to meet with no favor, while the employer, on the other hand, cannot be censured for drawing conclusions and acting upon his first impressions.

I remember hearing a very prominent merchant in London who prides himself upon the accuracy of his first impressions. He was a man who was guided almost entirely by appearances. One day there stepped into his office a nice appearing, sprightly young fellow of about 25 years. He had served his full time as an apprentice, knew his business thoroughly and could furnish highest references. The old man asked him several questions, and finally began talking in an altogether irrelevant strain, which led up to: "I see you wear a watch, is it a lever?" "No, sir," said the applicant, pulling it out in order to show him, "it's a Geneva." The old man embraced the opportunity, examined the watch and actually put on an extra pair of glasses. "Young man," said he, "tell me the meaning of all these scratches around the keyhole?" "That has been done through my winding it up in the dark." Alas, the old gent was not to be deceived; he knew it was an unsteady hand that did it. There was no vacancy in that house for him.

Keep Politics Out of Your Advertisements.

From Brains.

The political campaign season is at hand. From now until November party spirit will run high and the great questions of the day will be discussed with a great deal of heat and vigor. Whether or not a merchant should actively engage in politics is a question which can be decided best by the merchant. It largely depends upon local conditions.

But there is one thing no merchant should do: He should never allow his political prejudices to creep into his advertisements. It's very bad advertising. It displeases the people on the other side of the fence and prejudices them against the merchant and his store.

So, if you are plumb sure that McKinley will be the next President and that his election will bring an era of business prosperity, or that he won't be elected and that it would be an injury to the country if he were, keep your opinions and your forecasts out of your ads. You can't elect him or defeat him that way, and you'll injure your business. Paste this in your hat where you'll be sure to see it if you're ever tempted to talk that way.

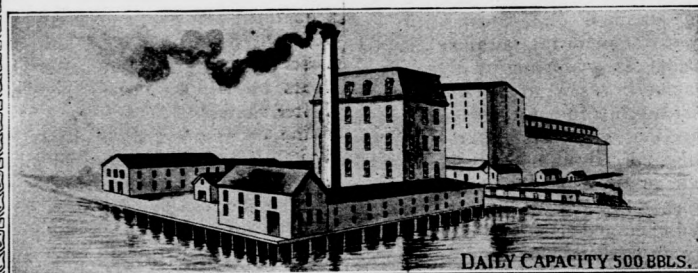
Hard to Get a Certificate.

It looks as if Siegel, Cooper & Co., when they open their New York store, will have difficulty in obtaining a liquor tax certificate. Under the Raines law to sell bottled liquors the concern must take out a tax certificate subject to the approval of a majority of the private house owners within 200 feet of the entrance farthest distant from the liquor department. The property owners on Eighteenth and Nineteenth streets, many of whom are old residents of those blocks, strenuously object to the big store's being erected in their neighborhood, and they will generally decline to sign Siegel, Cooper & Co.'s application for a certificate.

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.

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.

Mysteries Which Shall Be Made Known.

The extraordinary progress made in the last few years in the adaptation of electricity to economic purposes encourages to still further attempts in that direction, and justifies the belief that many other discoveries of enormous value are in the reach of human effort.

There are two problems which, if solved, would confer upon mankind benefits incalculable in amount and degree. One of these is the direct and immediate conversion of coal or carbon into electric power, and the other is telegraphing without a wire. Much study has been given to both these subjects, and, while enough has been done to encourage the belief that a solution in a practical and useful form is possible, nothing has yet been done to establish any claims to the attainment of success to the extent of any economic value.

It is computed that, in burning coal to generate steam for power, fully 80 to 85 per cent. of the actual energy of the coal is lost, and only 15 to 20 per cent. of the power is secured. At present, electric power is generated by the operation of a steam engine upon dynamos. Making allowance for what is lost in operating the machinery, it is believed that nine-tenths of all the power is lost, and only one-tenth is utilized.

Consider, then, how enormous would be the advantage if the coal could be directly converted into electricity, so that 80 or 90 per cent. of the energy contained in it could be secured, while only 10 or 20 per cent. would be lost. The vast consumption of coal points to a time, no matter how distant apparently, when all the wood on the surface and all the coal stored in the strata of the earth will be exhausted. Then it will be impossible for human beings to live upon a planet deprived of all material for the production of artificial heat and light.

But before that time, without doubt, the means for the direct conversion of coal into electricity will have been discovered, and then there will also be known methods for collecting from the atmosphere all the carbon gases and for consolidating them into such forms as will fit them again for all the purposes of fuel. Even if all the wood and coal upon this planet were consumed, there would not be an atom the less of the carbon, which is the most important constituent for heat and light-producing material, and it can all be made available.

As for telegraphing without wires, what a blessing that would be. It would then be possible to send messages from ships on the ocean, from balloons in the air, and from travelers in the midst of deserts and howling wildernesses. The magnetic needle, which always points to the pole, suggests an idea for the solution of this problem. Some mysterious influence draws the needle and keeps it constant. It will one day be discovered that magnetism is not a single force, but an assemblage of manifold sympathies. These, when analyzed and differentiated, will be found to have each its own special affinity, attracted by that and always faithful to it. This once known, signals for a correspondence of these two sympathies will be arranged by making and breaking the circuit, and the transmission of intelligence will be possible.

It can always be known in what direction is the north pole. The needle tells us this. The telegraphic electri-

cian is able to locate from one end of his line breaks in a wire or cable at great distances away. When magnetism shall be studied for practical uses as carefully as has been electricity by the telegraphers, it will be possible to know, by the use of the needle, not only the direction of the pole, but its distance, and, if some one were there, signals could be sent. When each special magnetic affinity shall be known, the same sort of thing can be done in signaling between each magnetic sympathy and its affinity.

Already there are human beings who, by means of soul sympathy or telepathy, can communicate, although separated by immense distances and lacking all ordinary means of communication. They possess the means of telegraphing without wires. The laws which govern these occult processes are now known to but few, but the time is not far distant when all secret things will be discovered and the mysteries of nature and life unveiled.

FRANK STOWELL.

Blow Your Own Horn.

To be a success in these times we must own a horn and toot it continually. To get a front seat we must walk in, push our way past slower men, and take the seat; and we must look as if we not only owned it, but had a mortgage on all the private boxes, and could occupy any one of them if we so desired.

The man who wants to succeed must struggle for a front seat, even if he has to jostle the real owner and put his umbrella down on his soft corn. Once in a while he may be set back where he belongs, but he will get in front oftener than if he should wait to be invited forward.

The world has not time to analyze character, weigh merit and decide as to the relative ability of men. This is a fast, hurrying, rushing world of ours, and it is very much influenced by the value that a man sets on himself. If he says: "I am a great orator, or a noted scientist," the world is apt to take it for granted that he is, rather than go to the trouble of holding a civil service examination of his merits. If he says: "I am but a poor, weak worm of the dust," the world will say: "You look like it; get out of the way."

The Grocery Trade Pays.

From the American Grocer.

The semi-annual statement of the H. B. Claflin Company shows earnings of four-tenths of 1 per cent., on the common stock. We realize the advantages of the grocery trade and its allied branches over other lines of trade when we compare the results of a great dry goods business with 12 per cent. regularly paid on the common stock of the American Sugar Refining Co., 10 per cent. by the Proctor & Gamble Co., 12 per cent. by the Standard Oil Company, 6 per cent. by the New York Biscuit Co. and 5 per cent. by the P. Lorillard Company.

Dealers in food furnish the actual necessities for sustaining life; they never go out of fashion; are in constant and steady demand, so that there is no loss on stocks except through carelessness or other unbusinesslike methods. In times of depression and panic people must eat, but they can and do economize in their use of clothing, furniture and other articles. The grocery business is safe and sound and has suffered less than any other branch. It has scarcely felt the depression of the past three years.

The Ruling Passion.

"And you will never forget me?" asked the girl of her lover, a grocer's assistant.

"Never," he said, absently. "Is there anything more to-day?"

Early to business tends to produce early advancement in business.

Everything in cigars at Bushman's.

SILVER LEAF FLOUR

Manufactured by MUSKEGON MILLING CO., Muskegon, Mich.

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.

"THE SQUARE PEG AND THE ROUND HOLE."



Every dealer should keep posted and handle the best soap in the market. If he does, he will have no trouble with his customers; if he doesn't, he's a square peg in a round hole.

WOLVERINE SOAP

will not only give satisfaction to your customers, but your inheritance of trade will continue to grow. If you wish an up-to-date soap at a right price, write for particulars to

WOLVERINE SOAP CO., Lock Box 459, Portland, Mich.

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 MAN'S VENGEANCE.

It was a stiff climb from Pengelly, and the basket of fish Isaac Hocken carried was heavy. At the top of the hill he was fain to stretch himself on the turf and rest his bent old back against the low stone wall which enclosed John Tregon's field.

"No use going up to the house; John is at market, and the missis'll be turning the place topsy-turvy," he reflected. "What with spring cleanin's all the year around and the dryin', Bertha has had a terrible hard time. And they do say in the village—well, well," he muttered, checking himself, "it wasn't to be expected, with her pretty face, that Jim's her first sweetheart. And if Will Carter deceived her, mebbe she'll think the more of him. Jim just dotes on her. More fule he! Bad wives are of no account whate'er, and supposin' you do hap on a good woman and it pleases the Lord to take her, the years won't fill the emptiness in you she leave behind. I ought to know," and Isaac heaved a mighty sigh; "I've buried wives of both sorts—three of 'em."

Not a breeze stirred the lifeless calm and the midday sun poured fiercely down. Presently he sought the shade of a spreading tree which overhung the wall a few paces from him. But he was no longer solitary. Voices fell on his ear—Bertha Tregon's and that of the man who, report said, had jilted her.

"My poor Bertha! You've no cause to fear me. I know exactly how it was you forsook me for James Hocken. But I wrote whenever I had the chance."

"Not a single letter reached me."

"Because your mother waylaid the postman."

Despite the heat, Isaac shivered. Will's insight was making clear much that had puzzled him.

"Perhaps. What matters now?" asked Bertha, in forlorn tones. "You should have kept away. It would have been kinder."

"And let you continue to think I was false? Look here, Bertha, you promised to be my wife before ever Hocken courted you. And now you know I've been faithful to you—"

"I dursn't break with Jim. Mother is set on him. Oh, why did you come? You'll get a fresh sweetheart, but Jim won't. I feel he won't. And I shall keep my promise to him."

But Bertha's love was unchanged; and to the breathless listener on the other side of the wall, Will's tender pleadings were the knell of his son's hopes.

What girl who loved him could resist handsome Will Carter?

Gaunt and grizzled, with weather-beaten, strongly marked features, he had always known that Jim wasn't one that a girl would fancy. And Bertha had only accepted him at her mother's bidding, believing that Will was untrue to her. It was all so plain to him now. Poor Jim! even a flower that Bertha had plucked was precious to him. Hadn't he found a rose withered and dead in his pocket? And all his love in vain! Isaac whipped out his handkerchief and mopped his face. Yet, if Will hadn't returned—

But, contrary to his expectation, the girl was firm in her resolve.

"I won't listen to you," she said at last, roused by Will's upbraidings.

"Jim isn't to blame—he knew nothing of our sweethearting—nor am I. It didn't enter my mind that mother might've got your letters. How should it? As if you alone suffered!" she faltered. "Let us part friends."

"Sweethearts or nothing," said Will, gruffly.

With a swish, swish of feet through the long grass, crawling to his knees, old Isaac peered cautiously over the wall. Bertha was running toward the house, and Will Carter, with his head thrown back, striding in an opposite direction.

"Bless the little maid!" he ejaculated. "One time I was afeared for Jim. But he's got a good grip o' things. Yes, plenty more sweethearts for Will," he chuckled, observant of the pose of his head. "And there's but one in the world for my lad—Bertha Tregon. May my tongue be slit if I let out to him."

■ Rising, Isaac shouldered his basket and proceeded on his round.

The old fisherman had been somewhat rash, however, in his conclusions.

By her own admission, Bertha's decision had been prompted solely by fear of her mother and consideration for James Hocken. But if, on reflection, she were still willing to sacrifice her happiness, Will Carter certainly had no intention of yielding to her weakness.

A fine seaman of whom Pengelly was proud, for the past year Will had been on board a yacht cruising in the Mediterranean. But for reasons best known to herself, Mrs. Tregon had discountenanced his suit, and, although he had every confidence in her, Bertha's silence had inspired misgivings not easy to allay. Once more free, he had returned at the earliest date to England, and at Plymouth, where he landed, had met a friend, who, among other items of Pengelly news, informed him of her desertion, adding:

"And she'll be Mrs. Hocken in a fortnight."

Determined to demand a full explanation from Bertha herself, Will made no comment, but his laugh was unmirthful. And with rage in his heart he had hailed a passing cab, driven to the railway station, and taken the train to Walebridge. Thence he could walk to the Tregons'.

But the house in view, in crossing the field, Will espied Bertha in the garden, and, with a muffled ahoy! sped to the tree that sheltered old Isaac. She had swiftly joined him. Nevertheless, the shock of his return was visible in her white face, and her trembling lips would frame no welcome. Looking at him imploringly, her blue eyes filled; and, longing to clasp her in his arms, the reassuring words which, while enlightening him, had chilled Jim's father, did duty for the reproaches he had come primed to hear.

But Will had taken Bertha by surprise, and between her dread of him and terror of her mother, who ruled the Tregon household with a rod of iron, he rightly divined that she had caught at the readiest means of escape which, in her distraction, had presented itself to her. Yet his faith in her firmness was limited; the revival of fond memories would tend to lessen her mother's influence. And cunningly calculating that apparent indifference would further incline her to be guided by his counsels later, he devoted a week to his friends and generally enjoying himself. His disappointment treated thus lightly, he succeeded in deluding everybody, including Bertha, who shed bitter tears in secret that he should be so easily consoled for her loss. The bare sight of James Hocken almost maddened her, and she had to hide her aversion of him and listen evening after evening to his dull talk. And in another week she would be his wife!

The tree beneath which she and Will had parted had become her favorite resort. Here she could indulge in the luxury of "a good cry" unrebuked; and, grown desperate with the nearer approach of the wedding day, sitting on the gnarled roots one afternoon, she burst into a very passion of grief.

A face—Will's—appeared above the wall.

"Ahoy! Whate'er's the matter, Miss Tregon?" he gravely inquired. "Shall I fetch Mr. Hocken to 'ee?"

"I hate him! I hate him!" she sobbed hysterically.

"That's bad," said Will, sympathizingly. "What's he been up to?"

"Up to! Isn't he old; isn't he ugly; isn't he stupid! And—and—I hate him! I hate him!" she reiterated. "And I won't marry him. Mother may storm, but I don't care."

Will vaulted over the wall.

On the day appointed for James Hocken's nuptials the whole village flocked betimes to the church. But neither bridegroom nor bride put in an appearance, and by and by it was known that Will Carter and Bertha Tregon were missing, and that there would be no wedding at Pengelly that day.

Weeks and months rolled by, and no

NEW 1896 CROP



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

I. M. CLARK GROCERY CO.

Change of Location

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

Very truly yours,

Stimpson Computing Scale Co.,

ELKHART, IND.

tidings could be gleaned of the couple. They had clean vanished, leaving no clew to their whereabouts. Mrs. Tregon's tongue, sharpened to a double-edged sword, was ready to slay friend and foe alike who alluded to her daughter. And the dumb misery of Jim's plain face was pitiful to see. Old Isaac's heart ached for his boy. If he had only prepared him for the blow!

Curiosity was at length appeased. An acquaintance of the runaways visited London, and returned with a woeful story. She had seen Bertha, who had confided to her that, after being married at a registry office, Will and she had decided to go to America, but while looking in at a shop window he had been robbed of his savings, and that subsequently they were reduced to great straits. Then he had brought her the welcome news that he had obtained a berth on a steam launch, and the next morning he bade her good-bye to go aboard, since when she had never clapped eyes on him. Mrs. Pegg also said that Bertha had refused to give her address. But Jim ascertained that she had met her at Rotherhithe, and that was enough for him. "I'm off to London," he announced, when he came downstairs, after pacing the floor the livelong night. "I shall never rest until Carter and me are face to face."

"Thee be a fule, Jim," his father, who had been disturbed by his monotonous tread overhead, said peevishly. "If you must stir in this business, find Bertha. It'd be a charity. For all her sharp temper, her mother's frettin' herself into the grave. Take what money you want out o' my old leather bag; only promise, lad," noting the sullen fire in his deep-set eyes, "not to meddle wi' Will."

"Trust me to find Bertha! But she would be destitute," he said hoarsely. "And she may have become a shame to her kith and kin. And in that case no promise would bind me, father. I'd 've his life if I swung for it."

But Pengelly was convinced that Will had betaken himself to "foreign parts." And, recalling this, old Isaac was encouraged to hope that Jim would be denied the opportunity for vengeance.

Jim had been in London three months; his quest had been unsuccessful; yet he continued to haunt the principal thoroughfares, tramping north, south, east and west in turn.

He was crossing Westminster Bridge to his lodgings when a woman crouching by a lamppost ahead of him fell forward in a heap and, hastening his steps, he endeavored to raise her. But with the light falling on the pallid, hunger-pinched face, a groan escaped him. His quest of Bertha Carter had ended.

At that moment a policeman came up. "Poor soul! she's dead," he said, at a glance. "Better so than the leap into the water she was bent on. I've had my eye on her since 7 o'clock. She seemed dazed."

The body was conveyed to the mortuary, and the verdict at the inquest was in accordance with the medical testimony, that death was due to starvation. Outwardly calm, his sole thought to avenge Bertha, Jim staggered out of the court.

His inquiries for the man who had robbed him of the one jewel he coveted, to cast it from him, at length elicited that a seaman answering to his description of Carter was homeward bound from Singapore. Thenceforth, knowing neither hunger nor weariness, he was watchful of new arrivals at the docks.

His desire for revenge was by now a monomania. And to-day he had a strange prescience that Will and he were soon to meet. Self-absorbed, in crossing the street he was knocked down by a dray, and, stunned, conveyed to a hospital.

On recovering consciousness, his first request was for his discharge.

"Not yet a while," said the nurse. "But you won't be dull. That poor chap yonder," indicating a bandaged object in a distant bed, "has been asking for you. You don't recognize him? No wonder! He was brought in months ago—after the fire in St. Thomas's

street. He was looking on, and a woman and some children appeared at a top window. The firemen were beaten back by the blaze below, but poor Will—he won't tell us his surname—couldn't withstand their cries, and he climbed up the water-spout onto the roof with a rope, and threw one end to them, and had actually lowered two of the children in safety when the walls collapsed. He was picked up so terribly injured that we had little hope of him. But he has done splendidly. If you—"

But Jim was halfway across the ward. Oh, Heaven! to think that this poor mangled wretch was "handsome Will," and so sorely misjudged. Leaning over the brave fellow, Hocken's emotion was hard to restrain.

"Don't give 'em my name," whispered Will. "I'm maimed for life. And I wouldn't 've poor little Bertha saddled with a helpless husband—not likely. To have happened just when the tide had turned!" he groaned. "Where is she?"

"She has reached port before us," said Jim, in a smothered voice. "Don't 'ee take on, Will; his own tears were coursing down his rugged cheeks. "We'll go back to Pengelly. I can work for both."

"You work for me! You—"

"We both loved her," Jim reminded him. "If so be you'll trust yourself to me, you will be doing me a favor."

Feebly pressing the hand that gripped his, Will mumbled indistinctly and hastily covered his face.

Drummers in Germany.

The State Department representatives abroad, mainly those stationed at the European cities and centers of trade, are constantly in receipt of inquiries from business men at home regarding the methods of extending commerce. Reports are sent to the State Department giving this advice, but somehow it is never followed, and the old, expensive and unproductive methods are pursued.

The Department is in receipt of a long letter on this subject from William D. Warner, the United States Consul at Cologne. His letter will be printed in a forthcoming number of the Consular Reports. He writes that he has many inquiries from those who export goods, and that nearly all complain of a lack of results, while more expensive and inferior material is bought, for instance, in English houses.

Mr. Warner says this is due principally to the fact that American business men rely almost entirely upon circulars. They plaster Germany with printed matter, all of which is ignored. The only way to engage trade is by direct negotiations, by personal work. He advises the sending to Germany of good agents, intelligent men acquainted with both the English and German languages. He warns Americans also not to stop with the establishment of relations with German agents at the seaports, but to send men into the interior and sell direct to the merchants of German inland cities and towns.

Mr. Warner says he appreciates the cost of such a system, but he suggests that a number of firms might combine and secure the services of one agent, who should travel in their joint interests. He cites the experience of one American firm which followed this advice and sent an energetic agent out to solicit business. The result was that last year the agent took orders for \$200,000 worth of the material he was selling.

Anything for a Change.

"I want a pound of butter," said Mr. Spudds to the grocer.

"Yes, sir; the real or the imitation?"

"Which kind was it you gave me day before yesterday?"

"That was the genuine."

"Then I'll take the imitation this time."

An Italian patent, including fees and taxes for one year, costs \$100. It is granted for fifteen years and must be worked within two.

Wait for Bushman, of Kalamazoo.

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.

F. C. LARSEN,



WHOLESALE
GROCERIES AND
PROVISIONS

61 Filer Street,
Manistee, Mich.

Telephone No. 91.

Shall we have "The Gold Standard?"

We offer a substitute for Gold.
Good as Gold.

What are we speaking of? Why

Manitowoc Peas

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

THE ALBERT LANDRETH CO.,

MANITOWOC, WIS.

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

Bicycles

News and Gossip of Interest to Dealer and Rider.

Horsemen judge a thoroughbred animal by his action, conformation, and pedigree, and on somewhat similar lines bicycle riders pick out the especial make and style of wheel they deem nearest to perfection, substituting for pedigree the reputation attained by some particular make of bicycle. In many respects bicycles are like horses. The best are expensive, and they can convey riders over some great distances. Where the two are radically different is that the horse eats and must be fed at the expense of its owner, while the cost of keeping a bicycle is trifling.

Where action, conformation, and pedigree count in the selection of a horse, finish, model, weight, and reputation of the manufacturer count with the particular purchaser of a bicycle to-day. Bicycle riders are similar to horsemen in a great many respects. The experienced driver who can afford to maintain a stable of horses will have nothing but the best of animals. It is the same with expert wheelmen. Experienced riders only want to use the best make of wheels. With families where two or three, with one expert as a mentor, ride bicycles, only high grade wheels will be found. The present high-scale of prices that is maintained by reputable dealers in bicycles leaves an opening on the market for some very cheap-grade and inferior wheels, but among the purchasers of such it will be noticed that new riders are in the majority.

At present the bicycle industry has reached such a stage that there is no such thing as the best bicycle. There are half a dozen or more good high-grade wheels on the market that have special features claiming popularity, while all are equally well made and satisfactory. Still it must be admitted that out of the great mass of people using bicycles only about one-third understand the construction and mechanical parts of a wheel. Take persons riding the most approved models, and it will be found that only a small percentage know the technical terms for the small parts of the wheel, or, in the case of a mishap, few can repair a break. According to bicycle experts, this lack of technical knowledge is calculated to put riders to all sorts of inconveniences at unexpected times.

To the ordinary bicycle rider all wheels are alike. In general construction, such as height, gears, and length and shape of handle bars, this is manifestly correct, but quite a number of the well-known makes of to-day have distinguishing features which are at once apparent to the expert and the bicycle student. Some firms attempt to put characteristic features on their wheels in the form of special colors. For some time this plan worked successfully, but the similarity of the different hues now on bicycles is calculated to embarrass the average patron of the sport.

It is safe to say that the average rider knows only the diamond from the drop-frame wheel. The rider who buys a wheel merely because it is recommended by some friend invariably knows nothing of the special features of the different makes, and, like the young-

ster in buying a horse, is well suited if the purchase looks neat and sturdy.

A great reason for the constant changes of some riders from one type of bicycle to another emphasizes the fact that every rider should, before purchasing a bicycle, possess some knowledge of what he is buying. Some of the cheapest wheels on the market are the best looking but hard riding, and indifferent care of a cheap grade bicycle will in a short time loosen its joints, weaken its frame and head, and throw the wheels out of running.

These points are the most important to investigate in getting a new bicycle. A wheel which is ridden extensively throughout this country and also abroad is a machine fitted with a truss frame. This is a distinctive feature with the wheel, the one-inch diagonal strut being bifurcated at a point about half from the saddle pillar lug to the crank bracket. The two tubes are of smaller diameter, and enter the bracket at either end, forming a truss, which assists the lateral rigidity of the crank bracket. This feature is at once apparent to a bicycle expert.

Farmers in the suburbs of Grand Rapids are beginning to "post" the bicyclers, some with favoring placards and others quite otherwise. A number of dairy farms around the city, which have never done any retail business before, have placards out announcing that milk is for sale to wheelmen, the prices varying from 3 to 5 cents a glass. An old farmer who looks upon the wheel with a jaundiced eye has this sign up in his front yard nailed to a tree:

BICYCLE RIDERS DON'T ASK FOR
WATER YOU WON'T
GIT IT.

Not far away lives another farmer whose picket fence has been much used as a bicycle rack while the weary wheelmen rested on the grassy terrace in front. Now this terrific warning ornaments the fence:

BICYCLISTS PUTTING THEIR
WHEELS IN THE FENCE WILL
GET PUNCTURED.

Down East this year a firm of manufacturers has been turning out a wheel the oval fork sides of which enable experts to distinguish its make among a crowd. Another wheel will provoke comment and make itself known by its patent hubs, which have flanges so designed as to allow of the use of tangent spokes straight from the head to the nipple. A wheel which is turned out in Massachusetts has a peculiar and at once distinguishing feature. The center frame tube is curved, and the lower portion is carried forward with a curve to the crank bracket instead of in a straight line. This curve, it is claimed, takes the strain of the pedaling lengthwise of the grain of the steel tube, carries the sprocket wheel well forward and allows the use of a long chain, which does away with the alleged strain upon the rear frame braces.

Several other wheels are manufactured which have striking individual features, while color of tires and spoke attachment are features of one. The crank fastening of another at once strikes the eye as being singular and odd. Another has the rear triangles of the frame reaching from the saddle post connection to the crank bracket barrel, made of one continuous piece. This feature

is claimed to give special rigidity to the bicycle. A special feature on another wheel is its half circular pedal cranks. This point is a very noticeable one, and is claimed to give more power in the downward throw when riding.

His Great Scheme.

"Great scheme!" he exclaimed enthusiastically. "There's a mint of money in it if we can only get it started with the proper backing. And it's something entirely new, too."

"What are you talking about?" asked the man who always likes to throw cold water on everything.

"A bicycle insurance scheme," replied the enthusiast.

"Chestnuts!" exclaimed the other; "not only a chestnut, but the worst kind of one."

"Oh, I guess you don't grasp the idea," returned the enthusiast. "My plan isn't to insure bicycles or bicycle riders, but to insure pedestrians against both. They're the ones who stand most in need of insurance at present."

"Quite right," admitted the other, "but you'd have to make the rates so high as to be almost prohibitive or else you'd lose money on the scheme."

And the enthusiast sighed, for he realized that it was even so.

What He Meant.

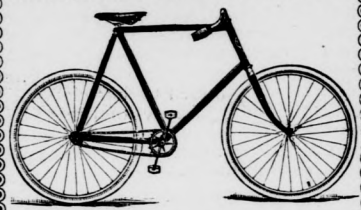
"My son," said the greybeard, "you are about to go forth now to do battle with the world."

"Yes, father," answered the young man.

"One of the first things you should learn, my boy," the old man continued, "is to learn to say 'no.'"

"I think I understand."

"I dunno whether you do or not. The point I am trying to get at is that the habit of saying 'naw' and 'nit' was all right while you were in college, but it ain't the correct thing for a business man."



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
OUND 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.

The Doorstep Politicians of Whey Corners.

Written for the TRADESMAN.

It was evening. The sun had gone down and another day's labor, with its ever-varying results, was ended. The big oil lamp in the corner store was lighted, and the first doorstep politician had arrived and secured the choice seat. The first comer always secured this seat. It was a convenient seat; and to make sure of it was a sufficient inducement to come early. The fellow who occupied this place did not have to get up and stand aside every time a customer passed in or out of the store; furthermore, the broad threshold made a more comfortable seat than the sharp, narrow window ledge on either side, where the other fellows had to sit.

On this occasion, it was Ed Slasht, the village blacksmith, who was the lucky possessor. After dropping himself comfortably, he brought to view an old clay pipe and began to scrape the black nicotine paste out of the bottom of the bowl. After the scraping process it required several corn-splinters from a new broom within reach to clear the flue and open up the draught. When he had filled it with a fresh supply of shavings cut from a black plug, it took nine matches and some vigorous sucking to "start it a going." At this juncture Man Number Two arrived and took a seat beside the blacksmith in the open doorway. Of course, he would be compelled to get up occasionally; but customers were not numerous and he would rather suffer this inconvenience than sit on the three-inch window ledge, where he could not cross his legs or lean back with his hands locked over his knees. This man's name was Jimmy Gimble. His wife owns a small house on one of the back streets and Jimmy lives with her and does odd jobs here and there, such as killing pigs, cleaning out wells, splitting wood, etc. Jimmy was not encumbered with a pipe; but, after seating himself, he leaned back through the open door, throwing out his feet towards the tie-post to preserve his equilibrium, and drew from the depths of his coat-tail pocket a dirty black plug of tobacco, from one end of which he bit off an inch and a half, cubic measure. By this time, a third man had seated himself on the outer edge of the sidewalk. His altitude was not impressive to the beholder but he was great in circumference; and, when he sits down, he can cover more sidewalk than any other man in the village. He was a reckless dare-devil of a lumber-shanty pugilist in his palmy younger days and had furnished storage capacity for many a gallon of "red eye;" but he quit the devil's service when about forty, got married, joined the church and settled down in his native village. His relatives gave him a life lease of a house and garden in the village and a few acres of sickly soil near by. This man's name was Timothy Dolan and he is one of "the characters" of the village. He works his quarter-acre garden, because it is on the main street of the village, where he can lean on his hoe-handle and bark at every one who passes by. The old habits of association cling to him, and so he has the land outside worked for him on shares. When Tim is not smoking he is either eating or sleeping; and, wherever two or three are gathered together, let the time, place or occasion be what it may, there will Tim be found in their midst. When the doorstep politicians gather in the evening in front of Phineas Brown's

corner grocery, Tim is never absent; and, when the weather is fair, he is always to be found, as described, sitting on the outer edge of the sidewalk, his back against the tie-post, his short fat legs stretched out into the street, and a cloud of tobacco smoke enwreathing his grizzled old head.

Tim Dolan takes a daily paper. It is a democratic paper and Tim reads every word in it. He commits it to memory and swears by every word in it—advertisements and all. Ed Slasht takes a republican paper, and he is quite certain in his own mind that he is more enlightened on the principles of good government than his benighted neighbor, Mr. Dolan. Jimmy Gimble doesn't take a paper. He chews, listens, asks questions, and, when not bothered too much by customers passing in and out the store, occasionally ventures an opinion of his own. Sometimes he gets excited and forgets "where he is at," and then someone has to remind him that a lady would like to pass through the doorway.

The fellows who have gathered on the window ledges are the rank and file. They smoke, chew and listen to the discussions of the leaders. Sometimes these discussions rise above their intellectual level, and then they lose interest and indulge in little talks of their own on matters quite within their own scope of understanding, such as dog fights, "hoss" trades, local "scraps," barnyard "events," grubs, bugs and other "varmints," also neighborhood gossip—past, present and of the to-come. Of course, there are two or three who preserve a stolid silence. They are there every night, perched on those window ledges, always sullen and silent, and always remaining until long after the store is closed and the leading characters have wended their way homewards.

These fellows work out on the farms somewhere, and every night, after "the chores" are all "done up," they straggle across the fields to the village, where they sit and stare idiotically into the face of every woman or girl who passes by. When the lights are all put out, and the last footfall dies away in the distance, these night hawks get up, yawn, stretch themselves and shuffle out of the village. Very seldom do they crawl into their nests before midnight, although they must crawl out again before five o'clock in the morning. This class of farm help are "razzle-dazzled" in the upper story; and, when taken to task by any member of the family for being out late nights, they look owlish and try to create an impression that they were "out on a lark" and had "a regular old tear of a time." Of course, they go back every night with their skins tull of the latest gossip; but their brains are too weak to wag their tongues aright and they never can tell anything as they heard it.

"Don't your lady customers complain, sometimes, at being compelled to pass through that gang out there in order to enter your store?" I asked the grocer, one night.

"Oh, they're used to it," he replied; "that's the country of it, you see. The family of that fellow sitting in the open doorway squirting tobacco juice all over everything do all their trading with me, and so, of course, he thinks he has a perfect right to blockade the store or do anything else he takes a notion to."

"But couldn't you do a little home missionary work on the sly that would have a tendency to mend matters a lit-

tle? Our foreign missionaries accomplish more difficult tasks than this would appear to be. Why, if I were a lady, I'd see you and your grocery dumped into Baffin's Bay before I'd wade through such filth and run such a gauntlet as that."

"Why, you're in the country, man!" said the almost offended grocer.

I said no more but made up my mind to keep an eye on this precious crowd for a few nights.

This introduction will suffice for the present. More anon. E. A. OWEN.

A Question of Smell.

"Papa, what makes this cheese smell so?"

"The process by which it was cured, I presume."

(After some moments of profound cogitation)—"Papa, what would it smell like if it hadn't been cured?"

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.

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PLUG AND FINE CUT TOBACCO

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

MUSSELMAN GROCER CO.,
GRAND RAPIDS, MICH.

JESS

JESS

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

Detailed Account of The Careers of Three Clerks.

Correspondence Grocery World.

Sermons to clerks on moral habits are, as a rule, wasted space, because they usually deal in generalities which glide over the head like badly aimed arrows. During the past week, however, the writer has received the news of the failure of a young grocery clerk who was well known to him in years gone by, and his unfortunate collapse brings to mind so large a flood of similar recollections that probably the recital of some of them here may serve to help some clerk who is growing careless concerning his moral habits.

The clerk whose fall is mentioned above was one of the brightest boys the writer ever knew. Ten years ago he entered the employ of a grocer in a small New Jersey town as errand boy, his idea being to learn the business. He was steady as well as bright, and the entire town, who liked him, joined in prophesying for him a bright business future. For two or three years the boy was as steady as a clock, and then he approached the age which is the settling or the unsettling period for a young man, and began to lapse a little. He was then about sixteen years old, and he fell into bad company. In a short time he acquired a taste for beer. A little later he was found in the woods one Sunday morning dead drunk. The town was scandalized and the boy made several efforts to reform. He didn't succeed. When he was about twenty-one, he met with a serious accident while intoxicated, and for several years thereafter was as straight as anybody could wish. Some friends set him up in business, and he started out well. The first year of his business the writer knew that he netted in round figures \$1,000. His prosperity went to his head and the old habits awoke. Last week his friends received notice that the sheriff had sold him out. The young man himself had disappeared, nobody knew where. He simply drank his business to pieces. The habits formed in youth had cropped out to cause his failure in after years.

The writer knew another young grocery clerk, not so bright. After he completed the public school course, his father sent him to a business college and gave him a thorough education there. When he graduated he took a place in his father's grocery store as book-keeper and clerk. This young man also got into bad company, and the result thereof was that about ten months ago he was lodged in jail, charged with embezzling nearly \$200 from his own father. Sunday poker games were the cause.

Several weeks ago, the writer, who has an extensive acquaintance in Delaware, visited a certain town in that State, in which several early years of his life had been spent. In the one grocery store of the place there was, years ago, a clerk nicknamed "Brighty," who was recognized by everybody as one of the brightest young men in the town. He was a natural orator and, by a quick process of assimilating information wherever he found it, had become marvelously well informed for one of his age and surroundings. Evil habits were not the Nemesis of this young man. He seemed to lack ambition, and has simply wasted every one of his splendid talents in that little country town as a grocery clerk. The man hasn't even had sufficient ambition to engage in business for himself, although the writer knows of at least three offers of capital he has had from well-to-do men. On this recent visit to the Delaware town, the writer was not surprised to see "Brighty" still weighing sugar and measuring molasses. His abilities seemed as bright as formerly, so far as the writer could tell, but there they were, rusting out for want of use. His salary is \$7 per week, and he is nearly forty years of age. Had that man had ambition, he could have made himself head and shoulders above his fellows, for his talents were exceptional.

Another case, somewhat different, comes to mind. Before becoming acquainted with this the writer had always believed the various accounts of poor boys who, by close night study, had risen in the world to be, to a certain extent, exaggerated. Since the details of the present case have come to his attention, however, his attitude is no longer incredulous. The young man who is the hero of this case was naturally dull and slow of understanding. He was not an idiot but required sometime to grasp things. He took service in a grocery store, and nobody, not even his parents, expected him to amount to much. "Jim is too slow to get out of his own road," was at one time a standing charge against him. This boy, with all his sluggishness, had an over-mastering ambition. He did the very best he could as a grocery clerk, working until the last horn blew and always willing to do a favor for anybody.

The grocery business held no interest for him, however, and he therefore did what every young man in similar circumstances ought to do—laid plans to get out of it. He bought some books on veterinary medicine and studied them every chance he got. By the time he had spent five years behind the grocery counter he had saved enough money to take a course in a veterinary college of medicine. When the writer saw him last he was the leading veterinarian in a county of 100,000 people, and stated that his income for 1895 had been between \$3,500 and \$4,000.

Moral: Good habits and ambition will bring success to any young man on earth.

The Shoplifting Mania.

From the Chicago Chronicle.

One of the most interesting businesses carried on in Chicago—that is, interesting for those who are detected in it—is the shoplifting in the large retail stores. Merchants say they would rather be routed out properly once in a while by fire than to keep on the continual watch for these pickpockets and pilferers who infest their premises. It would seem that there has been no way to get rid of them. Exposures, fines and threatening of imprisonment do not scare some of them in the least and a number are taken up by the detectives in the same store more than three or four times. They will go back again just for the small matter of stealing a paper of pins, treasuring it as revenge.

Dry goods merchants all along State street complain bitterly of the Chicago law courts. "We have literally nothing to protect us," said one manager, "for the courts seem to take up the cases as a pastime, either impose a small fine or acquit the party as falsely accused, and before the week is out they are right back plundering whatever they can get their hands on. Shoplifting in Chicago will not stop until the courts get cleaned up. We suffer from \$500 to \$2,000 actual loss by them a year, and we have nothing to insure us from this but our own detective system, which carries on a sort of court marital and scares the victim by exposure from entering the store again. Sometimes it works, but you just saw me go through the pockets of this woman (a thief was guarded in the office when the reporter entered it), which tells you more often it does not work. This is the second time I have had this woman in three months. She seems to be out of the common run of thieves, and I forgave her the first time, but I shall publish her in all the papers to-morrow. We have a right to do this."

Another manager said: "Some of the best dressed men and women in our stores are detectives, and they go about examining and buying, the same as our usual customers. We are bothered a good deal at our glove sales, for women seem to want gloves more than anything else. Our clerks themselves are pretty good detectives, and our floor walkers do not go about asleep. Cases come under our notice every day or so. We take the goods away from the shoplifters, or, if they want to buy them after detection, we allow them that privilege. Yet, if they have once stolen

we always know them and watch them."

Nor is it always the women who are numbered as these unfortunates. Men also have a desire for gloves, handkerchiefs and neckties, which they adroitly secrete in their overcoat pockets. A man must go through the same court-martial as a woman. Nevertheless, there is a class of men who claim they steal through necessity, lack of work and starvation making them sell stolen goods to buy the small wants of life. The stores which conduct a grocery department are visited every day by the same people about lunch time for samples of the goods given away, a small cup of beef tea, a dish of breakfast cereal, or a pinch of cheese and cracker often furnishing the only meal they have all day.

Found His Medicine.

"Baby was taken very bad while you wuz out, mum," said the new servant girl.

"Oh, dear!" said the young wife. "Is he better now?"

"Oh, he's all right now, but he was bad at first! He seemed to come over quite faint, but I found his medicine in the cupboard."

"Found his medicine! Good gracious! What have you been giving the child? There's no medicine in the cupboard."

"Oh, yes, there is mum. It's written on it."

And the girl triumphantly produced a bottle labeled "Kid Reviver."

The banana is said to be the most prolific of all food products, being forty-four times more productive than potatoes and 131 times more than wheat.

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.

BLANK BOOKS
INKS
MUCILAGE
STEEL PENS

And all Office Supplies.

**Lyon, Beecher
& Kymer,**

Successors to EATON, LYON & CO.

20 and 22 Monroe St.
GRAND RAPIDS.

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.

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.

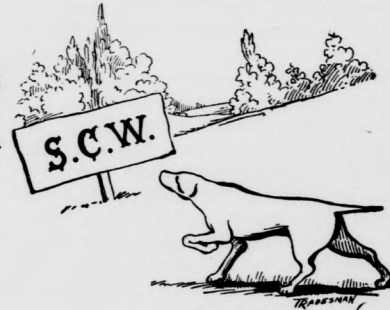
ROBINSON CIDER & VINEGAR CO.,

J. ROBINSON, Manager.

BENTON HARBOR, MICH.

Will you allow us to give you

A POINTER



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

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

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.

Have a care in the blowing of your horn, lest you drive your customers out of hearing.

The business of the world moves by rapid transit and the commercial traveler is its motive power.

M. O. Smith, of Saranac, has engaged to travel in Western Michigan for the Cleveland Co-operative Store Co.

Show to the trade what you have and use argument. If your line and arguments are strong, then you are likely to make sales.

As the population of Mother Earth increases, so in number grows the commercial traveler and exercises an influence in the building up of nations.

If everybody would make a success of the road it would be an unhappy world—for half the joy of success is, alas, in the thought that we are smarter than our competitor.

The laws of progression apply to business with the same exactitude as they encircle man. A business must progress or retrograde. It cannot remain at a standstill.

Clark F. Williams, who has been traveling for a year and a half for D. E. Prall & Co., of Saginaw, is now employed in the same capacity by Fred. Brundage, of Muskegon.

A first-class traveling salesman is one whose word of honor goes with every transaction and whose modesty is more conspicuous than his cheek—a gentleman in every sense of the word.

Make it your business to become conversant with the standing of every one in the trade over the territory which you cover, in order to avoid unpleasant complications with irresponsible parties.

Every commercial traveler should consider it a solemn duty he owes to society and himself to possess himself of a wife to share his joys, divide his sorrows and aid him in spending his large salary.

Wm. G. Wilson is putting in a couple of weeks in the city in the interest of the soap department of Armour & Co. Mr. Wilson is assisted by a bevy of young ladies who are making a house-to-house canvass of the residence portion of the city.

Buyers who abuse traveling salesmen always lose by it. A pleasant refusal to the commercial traveler is often remembered longer and prized higher than an ungracious order. There is no capital so profitable as a pleasant manner and courteous speech.

Chas. W. Payne, who has been identified with the Musselman Grocer Co. for the past four years, has resigned his position as traveling salesman and is succeeded by John M. McClary, who has been identified with the office department of the house for the past two or three years.

"Hustling" is not always visible activity. One salesman may be seen tearing down the street with his sample

case in a great splutter and yet do nothing, while another sits in a chair in front of his hotel and evolves a successful scheme for securing trade, then walks leisurely to his customers and makes sales.

There is a hotel not far from the "copper country" where fruit on the table is seldom seen, even when blueberries are 10 cents per quart. One traveler mustered up courage the other day to ask William why it was that there was no fresh fruit on the table. William replied: "My wife and I don't care much for fruit anyway."

Wm. Boughton (C. E. Smith Shoe Co.), who went to England in June to spend a month with his aged mother, sailed from Liverpool on the New York July 18 and is expected home every day now. Mr. Boughton writes his friends that the ocean voyage and the temporary respite from business have greatly improved his health, which will be welcome news to all who know him.

One hundred and fifty Jackson traveling men and friends went to Baw Beese Lake Saturday on their annual outing. Sports of all kinds were indulged in, but most interesting was a ball game between Jackson and Hillsdale traveling men, in which the score stood 14 to 5 in favor of Jackson. On arrival at the grounds Conductor Geo. Mogford, of the special train, was presented with a handsome pair of slippers, E. P. Atwood making the presentation.

Traveling men are looking always on the bright side of things—they have become optimistic. They report that the late rains in Texas have closed the mouths of the croakers, and all admit that the conditions of the cotton crop could not be better for this season. This means more than might appear on the surface. Traveling salesmen are well informed as to trade conditions, as they travel over the country and are in a position to know the situation accurately. It is, therefore, significant if these live men regard the outlook for business bright, for when they talk encouragingly it is safe to assume that business is picking up or soon will be.

Annual Picnic of the Grand Rapids Traveling Men.

The annual basket picnic of the Grand Rapids traveling men will be held at Alger Park, Reed's Lake, Saturday afternoon and evening, Aug. 8. The exercises will open at 2 o'clock sharp with a ball game between the wholesale grocery boys on one side and the field on the other. Chas. Brooks will captain the former and John M. Fell will captain the latter, having selected as his assistants Will Pipp, Henry Pipp, Will Richmond, Frank W. Hadden, Ben Meeker, Fred Osterle, Frank Price and Dave Hoogerhyde.

The second event will be a fat men's race—50 yard dash—the first prize being a box of cigars and the second prize a year's subscription to the Michigan Tradesman.

The third event will be a lean men's race, the first prize being a box of cigars and the second prize a year's subscription to the Michigan Tradesman.

The fourth event will be a young ladies' race, the first prize being a box of perfume and the second prize a box of candy.

The fifth event will be a married ladies' race, the first prize being a piece of fine china and the second prize a box of candy.

The sixth event will be a tug of war between sides chosen by Jas. N. Bradford and Manley Jones.

Supper will then be served in the grove, after which E. C. Adams and Cornelius Crawford will entertain the assemblage with exhibitions of the art of legerdemain.

Later in the evening a dancing party will be arranged at one of the resorts or club houses at the Lake.

The Committee on Amusements has selected the following special committees to officiate at the picnic:

Sports—L. M. Mills, A. D. Baker, Joe Finkler.

Supper—Joe F. O. Reed, Chas. F. Ballard, John M. Shields.

Badges—C. L. Lawton, A. T. Driggs, Ralph Blocksma.

Dancing—Will Richmond, Geo. F. Rogers, Frank Hadden.

Judges—Wm. R. Foster, E. A. Stowe, Geo. F. Owen.

It is hoped that the several committees will get together promptly and arrange their work so that there may be no hitch in the proceedings.

That there may be no misunderstanding as to who is expected to attend the picnic, the Tradesman is requested to state that all traveling men are invited to be on hand with their ladies, and that a cordial invitation is also extended to the traveling men of neighboring cities and towns to join with the Grand Rapids boys in celebrating the event. Transient traveling men who may be here at the time of the picnic are also invited to participate in the pleasure of the occasion.

The Sewing Thread Amalgamation.

The thread combine continues to be an absorbing topic of interest among English drapers and merchants. The industry on this side of the Atlantic, so far as it can be learned, has not been affected, and no changes are expected in the immediate future.

The final stage of the amalgamation proceedings between Coats and Clark, of Paisley, has been reached, and the extensive thread mills of Clark & Co. are open for work, having been closed for valuation purposes. The total valuation is said to be over \$8,000,000. There is a new mill building of 50,000 spindles, which was commenced before the amalgamation was decided upon.

One thing which the trust was largely instrumental in bringing about, or hastening at least, was the organization of London drapers to check the extreme competition in the retailing of sewing thread. The rise in price after the formation of the trust made it necessary to do something, and an agreement has been entered into which will allow a reasonable profit to drapers. The advance in the schedule of prices that has been made has not met with a great deal of adverse comment, only as it is an indication of what may be expected in the future.

The Picnic Season.

From the Chicago Grocers' Criterion.

From all parts of the country come entertaining accounts of picnics and excursions given under the auspices of the various grocers' associations. To the members of the various organizations these outings afford most delightful times, and as the pecuniary results are generally satisfactory, they annually add quite a respectable sum to the funds in the treasury of the respective organizations.

The social features of these events are both amusing and entertaining. They bring business men and their families into agreeable personal relations with each other, and, in short, they are among the most agreeable features of associations and association work.

The Cincinnati grocers have had their outing, and in addition to the good time they have over a thousand dollars to add to the funds in the hands of their Treasurer. The Minneapolis association had a delightful day at Lake Minnetonka and will net nearly a thousand dollars. Other associations East and

West have met with similar good fortune.

The Chicago association, which now has a membership of nearly a thousand, will have its picnic a little later in the season, July 30 being set for that event. It promises to be the best and most largely attended picnic ever given by the association. Extra pains are being taken by the committee having the arrangements in charge, so that all will have a thoroughly good time throughout the day.

Big Pay.

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

COMMERCIAL HOUSE

Iron Mountain, Mich.

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

\$2 PER DAY.

IRA A. BEAN, Prop.

THE WIERENGO

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

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

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.

BEST 10 CENTS

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.
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. SCHROUDER, Grand Rapids.
Treasurer, WM. DUPONT, Detroit.
Executive Committee—F. J. WURZBURG, Grand Rapids; F. D. STEVENS, Detroit; H. G. COLMAN, Kalamazoo; E. T. WEBB, Jackson; D. M. RUSSELL, Grand Rapids.

The Drug Market.

Acetanilid—Demand still slow and only of a jobbing nature.

Acids—Tartaric continues unsettled and irregular. Salicylic is inactive and without special feature. Fair consumptive demand for oxalic.

Alcohol—Good seasonable demand for moderate quantities of grain, but no noteworthy features to report. Wood is moving quite freely into consuming channels and export demand is also good.

Arsenic—Powdered white, market quiet but firm.

Balsams—All varieties of copaiba continue firm and dealers regard the consuming demand as entirely satisfactory. Tone of the market is stronger for tolu, bulk of the lightened stock being controlled by but one holder. Peru, fairly steady demand. Canada fir is attracting considerable attention for both old and new, but, as old is thicker, purchasers give that the preference.

Barium, Nitrate—The consumptive demand is fair at the recent decline.

Beans—No new developments for vanilla, but tone is still firm under the strengthening tendencies noted last week, there being a steady jobbing business. All descriptions of tonka still continue quiet and nominally steady.

Cacao Butter—All the business in progress is comprised in small sales of bulk. Prices are firmer, under the influence of light available stock in first hands. The total offerings at the next regular auction sales in London and Amsterdam on August 4 will probably not be more than forty-five tons. There is a moderate jobbing demand for cakes in 12-lb. boxes.

Caffeine—Quiet, under a limited jobbing demand. Prices remain unchanged.

Cassia Buds—Jobbing trade only is reported but values are still firm.

Cocaine, Murate—Light demand from consumers for current wants only. General quotations are about the same, being moderately steady.

Codeine—Stronger feeling among manufacturers, owing to the influence of the recent improvement in opium, a number of makers having marked up quotations during the past week.

Cod Liver Oil—Quite a seasonable demand. There is, apparently, an undertone of firmness, as the disposition to cut prices seems to have been abandoned.

Colocynth Apples—Market is firm for all varieties.

Cream Tartar—No changes as to an improvement in the general market.

Cubeb Berries—Values are somewhat nominal and demand is rather quiet.

Essential Oils—An authority states

that the favorable weather conditions in Bulgaria have resulted in the largest output of rose oil for twenty-five years, the yield aggregating 740,000 meticals (about 125,000 ounces), being 260,000 meticals more than last year. One-half the crop is said to have already been taken by firm holders at whatever prices producers shall agree upon at their next regular annual meeting. As to cinnamon, market is reported quiet for all descriptions and quotations remain generally the same.

Flowers—New crop German chamomile appears to be the only article receiving attention.

Gums—Domestic manufacturers of refined camphor have advanced prices, under the influence of the better feeling across the water. Japan and English are conformably higher. It is reported that refiners have bought up all the spot stock of crude. Large shipments to arrive of curacao aloes have modified buyers' views and the market is naturally somewhat easier.

Leaves—Leading varieties are meeting with only a moderate trade demand and there are no mentionable changes in the general situation.

Lycopodium—Fair demand, prices same.

Manna—Dull, featureless, quotations nominal—such is the market.

Morphine—The firm feeling noted in last issue is still in evidence and manufacturers have advanced their quotations 10c per ounce.

Opium—The purchase of mostly broken lots has been the distinguishing feature since last week's report. From the fact that, if any cables have been received since then, their purport has not been made public, the supposition is that the recent advance abroad has not been fully maintained.

Quicksilver—Market quiet, no change in values.

Quinine—The market is only moderately active, there being nothing to report. A steady feeling seems to prevail.

Roots—Stronger tone for ipecac.

Seeds—Italian anise finds a fair demand from consumptive trade. All varieties of canary are easy. Dutch caraway is lower, owing to the fact that the first shipment of new crop is due next week. There has been a recent decline in producing markets, giving rise to the impression here that the current crop is considerably larger than shippers in Holland have reported. Mustard is still disappointingly quiet as to inquiry from consumers. California brown shows a fractionally lower range. Market for coriander is stronger. Celery is still in limited seasonable request.

Seidlitz Mixture—Demand is quieter, owing to easy feeling in other tartar preparations.

Spermaceti—Appears to be some inquiry for block.

Sponges—Consuming demand seasonably light. There are no new features, either here or at primary points. Prices steady.

Sugar of Milk—The active demand of last week has abated, the general situation of the market otherwise remaining the same.

Strontia, Nitrate—Consuming demand moderate.

The Kind It Was.

Lawyer—What is your gross income?

Witness—I have no gross income.

Lawyer—No gross income?

Witness—No, I have a net income. I am in the fish business.

Unreliability of Alleged Formulæ.

From the National Druggist.

The National Druggist has for years declared that the so-called "analyses" of organic mixtures and compounds such as constitute the majority of proprietary remedies are frauds of the first water, and that the formulæ derived, or claimed to have been derived, from such analyses are the veriest guesswork intended merely to produce a substance which should imitate the general physical characteristics (appearance, taste, smell) of the genuine article sufficiently closely to deceive the unwary customer. To illustrate the utter unreliability of this class of formulæ we not long since took from the columns of an Eastern contemporary two recipes for one and the same preparation, a widely advertised and popular proprietary remedy, and contrasted them side by side, showing the enormous differences, not only in the amount of each ingredient used, but in the number and character of the ingredients (one having 5 and the other 13 items, of which only 3 were in both formulæ). It was plain at a glance that, if one of the so-called formulæ was correct, the other was enormously wrong. The preparation alluded to is but one of hundreds that have suffered at the hands of the unscrupulous and conscienceless scoundrels who pose as "chemists" and "experts," but whose occupation differs only in degree from that of Kidd or "Robin the Rover." Is it possible, we are asked, that chemistry, with its vaunted triumphs, is unable to separate the constituents of such mixtures or compounds, and tell us exactly what they are? Let us show you what you ask: Chemistry can tell us exactly how much carbon, oxygen, hydrogen, nitrogen, etc., are contained in any given substance. It can separate the potassium and sodium salts, the sulphur, the iron, and the other elementary substances. But what chemistry cannot do is to tell us to what plants these various substances belong. It is true that, with infinite pains, a man thoroughly skilled in the art may separate out the alkaloids, and may say very probably such and such vegetable substances were present in the compound. Further than this, unless in very exceptional cases, no chemist of to-day who values his reputation would venture to go.

Chicago detectives are on the lookout for a petrified man. An Iowa farmer some time ago lost a stone man and is on the hunt for him. He is willing to pay \$100 for the petrified man and half as much for the capture of the unconscionable person who stole him. Chief of Police P. Johnson, of Des Moines, sends out this description of the petrified man: "He is 5 feet 8 inches tall

and weighs 325 pounds. His right leg has been cut off at the knee, and on the little finger of the left hand there is a gold ring." This is a hard case.

Man is the greatest of all works, yet every man is his own architect.

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

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

5c CIGAR

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

WM. TEGGE, DETROIT, MICH.

WHOLESALE PRICE CURRENT.

Advanced—Po. Opium, Morphia.

Declined—Turpentine.

Acidum		Conium Mac.		Scilla Co.	
Aceticum.	82 10	35 65		50	
Benzoic, German.	75 80	90 1 00		50	
Boric.	15	1 50 1 60		50	
Carbolicum.	20 40	1 20 1 30		50	
Citricum.	44 46	1 20 1 30		50	
Hydrochlor.	36 5	1 50 1 60		50	
Nitricum.	8 10	50 60		50	
Oxalicum.	16 12	50 60		50	
Phosphoric, dil.	15	1 25 1 40		50	
Sulphuric.	50 55	1 50 2 00		50	
Tannic.	1 40 1 60	1 30 1 50		50	
Tartaric.	36 38	2 25 3 00		50	
Ammonia		Mentha Piper.		Benzoin Co.	
Aqua, 16 deg.	4 6	2 25 3 00		50	
Aqua, 20 deg.	12 14	2 65 2 75		50	
Carbonas.	12 14	2 00 2 10		50	
Chloridum.	12 14	Myrica, ounce.		50	
Aniline		75 3 00		50	
Black.	2 0 2 25	Picea Liquida, gal.		50	
Brown.	8 10	91 96		50	
Red.	45 50	Rosmarini.		50	
Yellow.	2 50 3 00	Rose, ounce.		50	
Bacca.		6 50 8 50		50	
Cubee.	13 15	Succini.		50	
Juniperus.	6 8	Sabina.		50	
Xanthoxylum.	25 30	Santal.		50	
Balsamum		2 50 7 00		50	
Copaiba.	45 50	Sassafras.		50	
Peru.	2 60	Sinapis, ess., ounce.		50	
Terabin, Canada.	40 45	Tigil.		50	
Tolutan.	75 80	Thyme.		50	
Cortex		40 50		50	
Abies, Canadian.	18	Thyme, opt.		50	
Cassia.	12	Theobromas.		50	
Cinchona Flava.	18			50	
Euonymus atropurp.	30			50	
Myrica Cerifera, po.	2 1			50	
Prunus Virgin.	12			50	
Quillaia, gr'd.	10			50	
Sassafras.	12			50	
Ulmus, po. 15, gr'd.	15			50	
Extractum				50	
Glycerhiza Glabra.	24 25			50	
Glycerhiza, po.	28 30			50	
Hematox, 15 lb box.	11 12			50	
Hematox, 18.	13 14			50	
Hematox, 1/8.	14 15			50	
Hematox, 1/4.	16 17			50	
Ferru				50	
Carbonate Precip.	15			50	
Citrate and Quinia.	2 25			50	
Citrate Soluble.	80			50	
Ferrocyanidum Sol.	50			50	
Solut. Chloride.	15			50	
Sulphate, com'l.	2			50	
Sulphate, com'l, by	35			50	
bbl, per cwt.	7			50	
Sulphate, pure	7			50	
Flora				50	
Arnica.	12 14			50	
Anthemis.	18 25			50	
Matricaria.	18 25			50	
Folia				50	
Barosma.	15 20			50	
Cassia Acutifol, Tin-	18 25			50	
nevelly.	25 30			50	
Cassia Acutifol, Alx.	25 30			50	
Salvia officinalis, 1/8	12 20			50	
and 1/4.	8 10			50	
Ura Ursi.	8 10			50	
Gummi				50	
Acacia, 1st picked.	45 65			50	
Acacia, 2d picked.	45 65			50	
Acacia, 3d picked.	45 65			50	
Acacia, sifted sorts.	28 30			50	
Acacia, po.	60 80			50	
Aloe, Barb. po. 20 28	14 18			50	
Aloe, Cape, po. 15	12 14			50	
Aloe, Socotri, po. 40	30 35			50	
Ammoniac.	55 60			50	
Assafetida, po. 30	22 25			50	
Benzoinum.	50 55			50	
Catechu, 1s.	13 14			50	
Catechu, 1/4.	14 15			50	
Catechu, 1/8.	16 17			50	
Camphore.	47 50			50	
Euphorbium, po. 35	10 12			50	
Galbanum.	1 10			50	
Gamboge po.	65 70			50	
Guaiaacum, po. 35	35 40			50	
Kino, po. \$3.00	3 00			50	
Mastic.	65 70			50	
Myrrh.	40 45			50	
Opil., po. \$3.40 3.50	2 50 2 60			50	
Shellac.	40 45			50	
Shellac, bleached.	40 45			50	
Tragacanth.	50 55			50	
Herba				50	
Absinthium, oz. pkg	25 28			50	
Eupatorium, oz. pkg	20 22			50	
Lobelia, oz. pkg	25 28			50	
Majorum, oz. pkg	25 28			50	
Mentha Pip. oz. pkg	25 28			50	
Mentha Vir. oz. pkg	25 28			50	
Rue, oz. pkg	25 28			50	
Tanacetum V. oz. pkg	25 28			50	
Thymus, V. oz. pkg	25 28			50	
Magnesia.				50	
Calcined, Pat.	55 60			50	
Carbonate, Pat.	20 22			50	
Carbonate, K. & M.	20 25			50	
Carbonate, Jennings	35 36			50	
Oleum				50	
Absinthium.	3 25 3 50			50	
Amygdale, Dulc.	30 35			50	
Amygdale, Amaræ.	8 00 8 25			50	
Anisi.	2 60 2 70			50	
Aurant Cortex.	2 30 2 40			50	
Bergamit.	3 00 3 20			50	
Cajiputi.	70 75			50	
Caryophylli.	53 58			50	
Cedar.	35 40			50	
Chenopadi.	2 50			50	
Cinnamonil.	2 25 2 30			50	
Citronella.	55 60			50	
Syrups				50	
Acacia.	50 55			50	
Aurant Cortex.	50 55			50	
Zingiber.	50 55			50	
Ipecac.	50 55			50	
Ferri Iod.	50 55			50	
Rhei Arom.	50 55			50	
Smilax Officinalis.	50 55			50	
Senega.	50 55			50	
Scilla.	50 55			50	
Tinctures				50	
Aconitum Napellis R	50 55			50	
Aconitum Napellis F	50 55			50	
Aloes and Myrrh.	50 55			50	
Arnica.	50 55			50	
Assafetida.	50 55			50	
Atrape Belladonna.	50 55			50	
Aurore Cortex.	50 55			50	
Benzoin.	50 55			50	
Benzoin Co.	50 55			50	
Barosma.	50 55			50	
Cantharides.	50 55			50	
Capsicum.	50 55			50	
Cardamon.	50 55			50	
Cardamon Co.	50 55			50	
Castor.	50 55			50	
Catechu.	50 55			50	
Cinchona.	50 55			50	
Cinchona Co.	50 55			50	
Columba.	50 55			50	
Cubeba.	50 55			50	
Cassia Acutifol.	50 55			50	
Cassia Acutifol Co.	50 55			50	
Digitalis.	50 55			50	
Ergot.	50 55			50	
Ferri Chloridum.	50 55			50	
Gentian.	50 55			50	
Gentian Co.	50 55			50	
Guaiaca.	50 55			50	
Guaiaca ammon.	50 55			50	
Hyoscyamus.	50 55			50	
Iodine.	50 55			50	
Iodine, colorless.	50 55			50	
Kino.	50 55			50	
Lobelia.	50 55			50	
Myrrh.	50 55			50	
Nux Vomica.	50 55			50	
Opil.	50 55			50	
Opil, camphorated.	50 55			50	
Opil, deodorized.	50 55			50	
Quassia.	50 55			50	
Rhatany.	50 55			50	
Rhei.	50 55			50	
Sanguinaria.	50 55			50	
Serpentaria.	50 55			50	
Stromonium.	50 55			50	
Tolutan.	50 55			50	
Valerian.	50 55			50	
Veratrum Veride.	50 55			50	
Zingiber.	50 55			50	
Miscellaneous				50	
Ether, Spts. Nit. 3 F	30 35			50	
Ether, Spts. Nit. 4 F	34 38			50	
Alumen.	2 1/2 3			50	
Alumen, gro'd. po. 7	3 4			50	
Annatto.	40 50			50	
Antimoni, po.	40 50			50	
Antimoni et Potass T	55 60			50	
Antipyrin.	1 40			50	
Antifebrin.	1 40			50	
Argenti Nitras, oz.	55 60			50	
Arsenicum.	10 12			50	
Balm Gilead Bud.	38 40			50	
Bismuth S. N.	1 00 1 10			50	
Calcium Chlor., 1s.	9 10			50	
Calcium Chlor., 1/4s.	10 12			50	
Calcium Chlor., 1/8s.	10 12			50	
Cantharides, Rus. po.	15 20			50	
Capsici Fructus, af.	15 20			50	
Capsici Fructus, po.	15 20			50	
Caryophyllus, po. 15	10 12			50	
Carmin, No. 40.	3 75			50	
Cera Alba, S. & F.	50 55			50	
Cera Flava.	40 42			50	
Coccus.	40 42			50	
Cassia Fructus.	40 42			50	
Centradia.	10 12			50	
Cetaceum.	40 42			50	
Chloroform.	60 63			50	
Chloroform, squibbs	1 15 1 30			50	
Chloral Hyd Crst.	15 20			50	
Chondrus.	15 20			50	
Cinchonidine, P. & W	15 20			50	
Cinchonidine, Germ	7 14			50	
Cocaine.	5 30 5 50			50	
Corks, list, dis. pr. et	65 70			50	
Creosotum.	35 40			50	
Creta, prep.	2 5			50	
Creta, precip.	9 11			50	
Creta, Rubra.	8 10			50	
Crocus.	50 55			50	
Cudbear.	24 25			50	
Cupri Sulph.	50 55			50	
Dextrine.	10 12			50	
Ether Sulph.	75 90			50	
Emery, all numbers	8 10			50	
Emery, po.	30 35			50	
Ergota.	12 15			50	
Flake White.	12 15			50	
Galla.	23 25			50	
Gambier.	8 9			50	
Gelatin, Cooper.	60 65			50	
Gelatin, French.	30 35			50	
Glassware, flint, box	60, 10 60			50	
Less than box.	9 12			50	
Glue, brown.	13 25			50	
Glue, white.	19 26			50	
Glycerina.	15 16			50	
Grana Paradisi.	25 55			50	
Humulus.	75 80			50	
Hydraag Chlor Mite	65 70			50	
Hydraag Chlor Cor.	65 70			50	
Hydraag Ox Rub'm.	45 55			50	
Hydraag Ammoniat	45 55			50	
Hydraag Unguentum	45 55			50	
Ichthyogrym.	1 25 1 50			50	
Indigo.	75 100			50	
Iodine, Resubi.	3 80 3 90			50	
Iodoform.	4 70			50	
Lupulin.	2 25			50	
Lycopodium.	60 65			50	
Macis.	65 75			50	
Liquor Arsen et Hy-	27 28			50	
drarg Iod.	10 12			50	
Liquor Potass Arsin	2 3			50	
Magnesia, Sulph.	1 1/2 1 3/4			50	
Magnesia, Sulph. bbl	60 63			50	
Mannia, S. F.	60 63			50	
Menthol.	5 50			50	

GROCERY PRICE CURRENT.

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

AXLE GREASE. doz. gross Aurora.....55 6 00 Castor Oil.....60 7 00 Diamond.....50 5 50 Frazer's.....75 9 00 IXL Golden, tin boxes.....75 9 00 Mica.....70 8 00 Paragon.....55 6 00	COCOA SHELLS. 20 lb bags.....2 1/2 Less quantity.....3 Pound packages.....4 CREAM TARTAR. Strictly Pure, wooden boxes.....35 Strictly Pure, tin boxes.....37 Tartarine.....25 COFFEE. Green. Rio. Fair.....18 Good.....19 Prime.....21 Golden.....21 Peaberry.....23 Santos. Fair.....19 Good.....20 Prime.....20 Peaberry.....23 Mexican and Guatamala. Fair.....21 Good.....22 Fancy.....24 Maracaibo. Prime.....23 Milled.....24 Java. Interior.....25 Private Growth.....27 Mandehling.....28 Mocha. Imitation.....25 Arabian.....28 Roasted. Quaker Mocha and Java.....32 Toko Mocha and Java.....28 State House Blend.....25 Package. Arbuckle.....20 80 Jersey.....20 80 McLaughlin's XXXX.....20 80 KOFFA-AID. 3 doz in case.....5 25	COUPON BOOKS.   "Tradesman." \$1 books, per 100.....2 00 \$2 books, per 100.....2 50 \$3 books, per 100.....3 00 \$5 books, per 100.....3 00 \$10 books, per 100.....4 00 \$20 books, per 100.....5 00 "Superior." \$1 books, per 100.....2 50 \$2 books, per 100.....3 00 \$3 books, per 100.....3 50 \$5 books, per 100.....4 00 \$10 books, per 100.....5 00 \$20 books, per 100.....6 00  "Universal." \$1 books, per 100.....3 00 \$2 books, per 100.....3 50 \$3 books, per 100.....4 00 \$5 books, per 100.....5 00 \$10 books, per 100.....6 00 \$20 books, per 100.....7 00 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 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50 Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC Apples. Sundried.....@ 3 1/2 Evaporated 50 lb boxes.....@ 6 1/2 California Fruits. Apricots.....9 @ 11 Blackberries.....@ 5 1/2 Nectarines.....5 @ 14 Peaches.....8 @ 14 Pears.....8 @ 14 Pitted Cherries.....@ 8 1/2 Prunelles.....@ 7 1/2 Raspberries.....@ 7 1/2 California Prunes. 100-120 25 lb boxes.....@ 4 1/4 90-100 25 lb boxes.....@ 4 3/4 80-90 25 lb boxes.....@ 5 70-80 25 lb boxes.....@ 5 1/2 60-70 25 lb boxes.....@ 6 50-60 25 lb boxes.....@ 6 1/2 40-50 25 lb boxes.....@ 7 1/4 30-40 25 lb boxes.....@ 7 3/4 1/4 cent less in bags Raisins. London Layers.....1 10 @ 1 40 Loose Muscatels 2 Crown.....4 1/2 Loose Muscatels 3 Crown.....5 1/4 Loose Muscatels 4 Crown.....6 FOREIGN. Currents. Patras bbls.....@ 4 Vostizzas 50 lb cases.....@ 4 1/4 Cleaned, bulk.....@ 5 1/2 Cleaned, packages.....@ 6 Peel. Citron Leghorn 25 lb bx.....@ 13 Lemon Leghorn 25 lb bx.....@ 11 Orange Leghorn 25 lb bx.....@ 12 Raisins. Ondura 29 lb boxes.....@ Sultana 1 Crown.....@ 6 1/4 Sultana 5 Crown.....@ 8 Valencia 30 lb boxes.....@ EGG PRESERVER. Knox's, small size.....4 80 Knox's, large size.....9 00	FARINACEOUS GOODS. Biscuitine. 3 doz. in case, per doz.....1 00 Farina. Bulk.....3 Grits. Walsh-DeRoo Co.'s.....2 00 Hominy. Barrels.....3 25 Flake, 50 lb. drums.....1 50 Lima Beans. Dried.....4 Macaroni and Vermicelli. Domestic, 10 lb. box.....60 Imported, 25 lb. box.....2 50 Pearl Barley. Empire.....2 1/4 Chester.....1 1/4 @ 2 Peas. Green, bu.....90 Split, per lb.....2 1/4 Rolled Oats. Rolled Avena, bbl.....3 60 Monarch, bbl.....3 25 Monarch, 1/2 bbl.....1 75 Private brands, bbl.....3 10 Private brands, 1/2 bbl.....1 68 Quaker, cases.....3 20 Oven Baked.....3 25 Lakeside.....2 25 Sago. German.....4 East India.....3 1/2 Wheat. Cracked, bulk.....3 24 2 lb packages.....2 40 Fish. Cod. Georges cured.....@ 4 Georges genuine.....@ 5 Georges selected.....@ 6 Strips or bricks.....6 @ 9 Halibut. Chunks..... Strips..... Herring. Holland white hoops keg.....55 Holland white hoops bbl.....6 50 Norwegian.....2 30 Round 100 lbs.....1 10 Round 40 lbs.....10 1/2 Sealed..... Flackerel. No. 1 100 lbs.....13 00 No. 1 40 lbs.....5 50 No. 1 10 lbs.....1 45 No. 2 100 lbs.....8 00 No. 2 40 lbs.....3 50 No. 2 10 lbs.....95 Family 90 lbs..... Family 10 lbs..... Sardines. Russian kegs.....55 Stockfish. No. 1, 100 lb. bales.....10 1/4 No. 2, 100 lb. bales.....8 1/4 Trout. No. 1 100 lbs.....5 50 No. 1 40 lbs.....2 50 No. 1 10 lbs.....70 No. 1 8 lbs.....59 Whitefish. No. 1.....7 25 No. 2.....6 25 Fam.....1 90 100 lbs.....3 20 40 lbs.....2 80 10 lbs.....88 8 lbs.....73 65 30	Souders'. Oval bottle, with corkscrew. Best in the world for the money.  Regular Grade Lemon. doz.....75 2 oz.....1 50 4 oz.....1 50 Regular Vanilla. doz.....20 2 oz.....1 20 4 oz.....2 40 XX Grade Lemon. 2 oz.....1 50 4 oz.....3 00 XX Grade Vanilla. 2 oz.....1 75 4 oz.....3 50 FLY PAPER. Tanglefoot. "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 GELATINE. Knox's sparkling.....1 10 Knox's acidulated.....1 20 GUNPOWDER. Rifle—Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....30 1/2 lb cans.....18 Choke Bore—Dupont's. Kegs.....4 00 Half Kegs.....2 25 Quarter Kegs.....1 25 1 lb cans.....34 Eagle Duck—Dupont's. Kegs.....8 00 Half Kegs.....4 25 Quarter Kegs.....2 25 1 lb cans.....45 HERBS. Sage.....15 Hops.....15 INDIGO. Madras, 5 lb boxes.....55 S. F., 2, 3 and 5 lb boxes.....50 JELLY. 15 lb pails.....35 17 lb pails.....44 30 lb pails.....65 LYE. Condensed, 2 doz.....1 20 Condensed, 4 doz.....2 25 LICORICE. Pure.....30 Calabria.....25 Sicily.....14 Root.....10 MINCE MEAT.  Mince meat, 3 doz in case.....2 75 Pie Prep. 3 doz in case.....2 75 PATCHES. Diamond Match Co.'s brands. No. 9 sulphur.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 40 Export Parlor.....4 00 TOLASSES. Blackstrap. Sugar house.....10 @ 12 Cuba Baking. Ordinary.....12 @ 14 Porto Rico. Prime.....20 Fancy.....30	New Orleans. Fair.....18 Good.....22 Extra good.....24 Choice.....27 Fancy.....30 Half-barrels 3c extra. PICKLES. Medium. Barrels, 1,200 count.....3 60 Half bbls, 600 count.....2 30 Small. Barrels, 2,400 count.....4 75 Half bbls, 1,200 count.....2 88 PIPES. Clay, No. 216.....1 70 Clay, T. D. full count.....65 Cob, No. 3.....1 POTASH. 48 cans in case. Babbitt's.....4 00 Penna Salt Co.'s.....3 00 RICE. Domestic. Carolina head.....6 1/4 Carolina No. 1.....5 Carolina No. 2.....4 1/4 Broken.....2 1/2 Imported. Japan, No. 1.....5 Japan, No. 2.....4 1/4 Java, No. 1.....4 1/4 Java, No. 2.....4 1/4 Patna.....4 SALERATUS. Packed 60 lbs. in box. Church's.....3 30 Dealand's.....3 15 Dwight's.....3 30 Taylor's.....3 00 SAL SODA. Granulated, bbls.....1 10 Granulated, 100 lb cases.....1 50 Lump, bbls.....1 Lump, 145 lb kegs.....1 10 SEEDS. 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.....1 Cuttle Bone.....20 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Rappee, in jars.....43 SYRUPS. Corn. Barrels.....14 Half bbls.....16 Pure Cane. Fair.....16 Good.....20 Choice.....25 SPICES. Whole Sifted. 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, Cayenne.....17 @ 20 Sage.....18 "Absolute" in 1/4 lb. Packages. Allspice.....65 Cinnamon.....75 Cloves.....70 Ginger, Cochin.....75 Mace.....2 10 Mustard.....75 Nutmegs.....2 10 Pepper, cayenne.....75 Pepper, white.....75 Pepper, black shot.....60 Saigon.....1 50 "Absolute" Butchers' Spices. Wiener and Frankfurter.....16 Pork Sausage.....16 Bologna and Smoked S'ge.....16 Liver S'ge and H'd Cheese.....16
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CONDENSED PEARL BLUING

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

CANDLES.
 Hotel 40 lb boxes.....9 1/2
 Star 40 lb boxes.....8 1/2
 Paraffine.....9

CANNED GOODS.
Manitowoc Peas.
 Lakeside Marrowfat.....1 00
 Lakeside E. J.....1 30
 Lakeside, Cham. of Eng.....1 40
 Lakeside, Gem, Ex. Sifted.....1 65
CATSUP.
 Columbia, pints.....4 25
 Columbia, 1/2 pints.....2 50

CHEESE.
 Amboy.....@ 8
 Acme.....@ 7 1/2
 Elsie.....@ 8 1/2
 Gold Medal.....@ 8
 Ideal.....@ 8
 Jersey.....@ 8
 Lenawee.....@ 8
 Riverside.....@ 8
 Sparta.....@ 8
 Edam.....@ 10
 Leiden.....@ 20
 Limburger.....15
 Pineapple.....20
 Sap Sago.....18
Chicory.
 Bulk.....5
 Red.....7

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

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

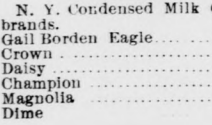
CLOTHES PINS.
 5 gross boxes.....45



CONDENSED MILK.
 4 doz. in case.....5 25



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



Peerless evaporated cream. 5 75

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

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

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

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

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

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

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

Kingsford's Silver Gloss.	
40 1-lb packages.....	6 1/2
6-lb boxes.....	7

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

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

SUMMER BEVERAGES.	
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Walhalla

Wild Cherry Phosphate.
"Little Giant" case, 25-lb bottles..... 2 50
"Money Maker" case, 24-25c and 24-15c bottles..... 5 00
Free with above, Large Bottle, Easel and Advertising Matter.
Concentrated Extract for Soda Fountain, per gal..... 2 00
Root Beer Extract, 3 doz case, \$2.25, per doz..... 75
Acid Phosphate, 8 oz., per doz..... 2 00
Beef, Iron and Wine, pints, per doz..... 3 00

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

S.C.W.

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 60s..... 3 30
Mystic White..... 3 80
Lotus..... 3 90
Oak Leaf..... 3 60
Old Style..... 3 20
Happy Day..... 3 10

Henry Passolt's brand.



Single box..... 3 00
5 box lots, delivered..... 2 35
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
Lantz Bros. & Co.'s brands.

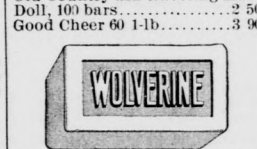
Acme..... 3 25
Cotton Oil..... 5 75
Marseilles..... 4 00
Master..... 3 70

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 lot, delivered..... 2 85
10 box lot, delivered..... 2 85
25 box lot, 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



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

Scouring.
Sapolo, kitchen, 3 doz..... 2 40
Sapolo, 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, 40 grain..... 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
Extra Coarse Granulated..... 4 75
Diamond Confection A..... 4 62
Confection Standard A..... 4 50
No. 1..... 4 37
No. 2..... 4 37
No. 3..... 4 31
No. 4..... 4 25
No. 5..... 4 18
No. 6..... 4 12
No. 7..... 4 06
No. 8..... 4 00
No. 9..... 3 94
No. 10..... 3 87
No. 11..... 3 81
No. 12..... 3 75
No. 13..... 3 69
No. 14..... 3 56
No. 15..... 3 31

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

Fresh Meats.

Beef.
Carcase..... 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..... @ 8
Shoulders..... @ 5 1/2
Leaf Lard..... @ 5 1/2

Mutton.
Carcase..... 5 @ 6
Easter Lambs..... 7 @ 8

Veal.
Carcase..... 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..... @ 8 1/2
Boston Cream..... @ 8 1/2

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

Fancy-In Bulk.
Lozenges, plain..... @ 8 1/2
Lozenges, printed..... @ 8 1/2
Choc. Drops..... @ 14
Choc. Monumentals..... @ 13
Gum Drops..... @ 5
Moss Drops..... @ 8 1/2
Sour Drops..... @ 8 1/2
Imperial..... @ 9

Fancy-In 5 lb. Boxes.
Lemon Drops..... @ 50
Sour Drops..... @ 50
Peppermint Drops..... @ 60
Chocolate Drops..... @ 65
H. M. Choc. Drops..... @ 75
Gum Choc..... @ 35
Licorice Drops..... @ 75
A. B. Licorice Drops..... @ 55
Lozenges, plain..... @ 55
Lozenges, printed..... @ 60
Imperial..... @ 60
Mottos..... @ 65
Cream Bar..... @ 50
Molasses Bar..... @ 50
Hand Made Creams..... 80 @ 90
Plain Creams..... 60 @ 80
Decorated Creams..... @ 90
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. @ 8
Trout..... @ 7
Black Bass..... @ 8
Halibut..... 12 1/2 @
Ciscos or Herring..... @ 4
Bluefish..... @ 10
Live Lobster..... @ 18
Boiled Lobster..... @ 20
Cod..... @ 10
Haddock..... @ 8
No. 1 Pickerel..... @ 6
Pike..... @ 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..... 7
Crystal Wafer..... 10 1/2
Long Island Wafers..... 11
L. I. Wafers, 1 lb. carton..... 12

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

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

Grains and Feedstuffs.

Wheat.
Wheat..... 55

Winter Wheat Flour.
Local Brands.

Patents..... 4 00
Second Patent..... 3 50
Straight..... 3 30
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 20
Quaker, 1/8s..... 3 30

Spring Wheat Flour.
Oiley & Anderson's Brand.
Ceresota, 1/2s..... 3 85
Ceresota, 1/4s..... 3 75
Ceresota, 1/8s..... 3 70

Ball-Barnhart Cereals 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 35
Laurel, 1/4s..... 3 25
Laurel, 1/8s..... 3 35

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

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

Corn.
Car lots..... 31
Less than car lots..... 33

Oats.
Car lots..... 21 1/2
Less than car lots..... 23

Hay.
No. 1 Timothy, ton lots..... 12 00
No. 1 Timothy, car lots..... 10 50

Fruits.

Oranges.
Fancy Seedlings
Medt. Sweets 125..... 4 50
150-175..... 5 00
Messinas 200s..... 4 75

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

Bananas.
A definite price is hard to name, as it varies according to size of bunch and quality of fruit.

Medium bunches..... 1 25 @ 1 50
Large bunches..... 1 75 @ 2 00

Foreign Dried Fruits.
Figs, Fancy Layers..... @ 12
Figs, Choice Layers..... @ 10
Figs, Naturals in bags..... @ 5 1/2
Dates, Fards in 10 lb boxes..... @ 7 1/2
Dates, Fards in 60 lb cases..... @ 6
Dates, Persians, G. M. K., 60 lb cases..... @ 5
Dates, Sairs 60 lb cases..... @

Oils.

Barrels.
Eocene..... @ 10 1/2
XXX W.W. Mich. Hdt..... @ 8 1/2
W.W. Michigan..... @ 8
High Test Headlight..... @ 7
D. S. Gas..... @ 9 1/2
Deo. Naptha..... @ 8 1/2
Cylinder..... @ 38
Engine..... @ 21
Black, winter..... @ 9
Black, summer..... @ 8 1/2

From Tank Wagon.
Eocene..... @ 8 1/2
XXX W.W. Mich. Hdt..... @ 8 1/2
D. S. Gas..... @ 7

Scofield, Shurmer & Teagle quote as follows:

Barrels.
Palacine..... @ 11 1/2
Daisy White..... @ 10 1/2
Red Cross, W. W..... @ 8 1/2
Water White Hdt..... @ 8
Family Headlight..... @ 7
Red Cross S. Gasoline..... @ 10 1/2
Stove Gasoline..... @ 9 1/2
Naptha..... @ 8 1/2

From Tank Wagon.
Palacine..... @ 9 1/2
Red Cross W. W..... @ 8 1/2
Gasoline..... @ 7 1/2

Provisions.

The Grand Rapids Packing and Provision Co. quotes as follows:

Barreled Pork.
Mess..... 8 50
Clear back..... 8 25
Short cut..... 7 25
Pig..... 10 00
Bean.....
Family.....

Dry Salt Meats.
Bellies..... 5
Briskets..... 5
Extra shorts..... 5

Smoked Meats.
Hams, 12 lb average..... 10 1/2
Hams, 11 lb average..... 10 1/4
Hams, 16 lb average..... 10 1/4
Hams, 20 lb average..... 10
Ham dried beef..... 10
Shoulders (N. Y. cut)..... 5 1/2
Bacon, clear..... 7
California hams..... 7 1/2
Boneless hams..... 10 1/2
Cooked ham..... 10 1/2

Lards. In Tierces.
Compound..... 4
Family..... 5
Kettle..... 4 1/2
Houseman's Gold Leaf..... 4 1/2
Worden's Home Made..... 4 1/2
Worden's White Clover..... 4 1/2
Cottolene..... 4 1/2
Cotosnet..... 4 1/2
55 lb Tubs..... advance 1/2
50 lb Tubs..... advance 1/2
50 lb Tins..... advance 1/2
20 lb Pails..... advance 1/2
10 lb Pails..... advance 1/2
5 lb Pails..... advance 1/2
3 lb Pails..... advance 1

Sausages.
Bologna..... 5
Liver..... 6
Frankfort..... 6
Pork..... 6
Blood.....
Tongue..... 6
Head cheese..... 6

Beef.
Extra Mess..... 7 00
Boneless..... 11 00

Pigs' Feet.
Kits, 15 lbs..... 80
1/4 bbls, 40 lbs..... 1 65
1/2 bbls, 80 lbs..... 3 00

Tripe.
Kits, 15 lbs..... 75
1/4 bbls, 40 lbs..... 1 50
1/2 bbls, 80 lbs..... 2 75

Casings.
Pork..... 25
Beef rounds..... 5
Beef middles..... 7

Butterine.
Rolls, dairy..... 8 1/2
Solid, dairy..... 8
Rolls, creamery.....
Solid, creamery.....

Canned Meats.
Corned beef, 2 lb..... 1 20
Corned beef, 15 lb..... 13 00
Roast beef, 2 lb..... 1 90
Potted ham, 1/2s..... 75
Potted ham, 1/4s..... 1 25
Deviled ham, 1/2s..... 75
Deviled ham, 1/4s..... 1 25
Potted tongue 1/2s..... 75
Potted tongue 1/4s..... 1 25

Hides and Pelts.

Perkins & Hess pay as follows:

Hides.
Green..... 3 1/2 @ 4 1/2
Part cured..... @ 5 1/2
Full Cured..... 5 @ 6
Dry..... 5 @ 7
Kips, green..... 3 1/2 @ 4 1/2
Kips, cured..... 5 @ 6
Calfskins, green..... 4 @ 5 1/2
Calfskins, cured..... 6 @ 7 1/2
Deaconskins..... 25 @ 30

Pelts.
Shearlings..... 5 @ 10
Lambs..... 15 @ 25
Old Wool..... 40 @ 75

Wool.
Washed..... 10 @ 14
Unwashed..... 5 @ 11

Miscellaneous.
Tallow..... 2 @ 2 1/2
Grease, Butter..... 1 @ 2
Switches..... 1 1/2 @ 2
Ginseng..... 2 50 @ 2 90

Nuts.

Almonds, Tarragona..... @ 13
Almonds, Ivaca..... @
Almonds, California, soft shelled..... @ 12 1/2
Brazil nuts..... @ 6 1/2
Filberts..... @ 10
Walnuts, Green..... @ 12 1/2
Walnuts, Calif No. 1..... @ 11
Walnuts, soft shelled Calif..... @
Table Nuts, fancy..... @ 12
Table Nuts, choice..... @ 10
Pecans, small..... @ 5 1/2
Pecans, Ex. Large..... @ 9
Pecans, Jumbos..... @ 10
Hickory Nuts per bu., Ohio..... @
Cocoanuts, full sacks..... @ 30
Butternuts per bu..... @
Black Walnuts per bu..... @

Peanuts.
Fancy, H. P., Game Cocks..... @ 5 1/2
Fancy, H. P., Flags..... @ 7
Roasted..... @ 7
Fancy, H. P., Association Roasted..... @ 7
Choice, H. P., Extras..... @ 4 1/2
Choice, H. P., Extras, Roasted..... @ 6

Crockery and Glassware.

FRUIT JARS.
Mason—old style, pints..... 5 75
Mason—old style, quarts..... 6 00
Mason—old style, 1/2 gal..... 8 00
Mason—1 doz in case, pts..... 6 25
Mason—1 doz in case, qts..... 6 50
Mason—1 doz in case, 1/2 gal..... 8 50
Dandy—glass cover, qts..... 9 00
Dandy—glass cover, 1/2 gal..... 12 00

LAMP BURNERS.
No. 0 Sun..... 45
No. 1 Sun..... 50
No. 2 Sun..... 75
Tubular..... 50
Security, No. 1..... 65
Security, No. 2..... 85
Nutmeg..... 50
Artic..... 1 15

LAMP CHIMNEYS—Common.
Per box of 6 doz.
No. 0 Sun..... 1 85
No. 1 Sun..... 2 00
No. 2 Sun..... 2 80

First Quality.
No. 0 Sun, crimp top, wrapped and labeled..... 2 10
No. 1 Sun, crimp top, wrapped and labeled..... 2 25
No. 2 Sun, crimp top, wrapped and labeled..... 3 25

XXX Flint.
No. 0 Sun, crimp top, wrapped and labeled..... 2 55
No. 1 Sun, crimp top, wrapped and labeled..... 2 75
No. 2 Sun, crimp top, wrapped and labeled..... 3 75

CHIMNEYS, Pearl Top.
No. 1 Sun, wrapped and labeled..... 3 70
No. 2 Sun, wrapped and labeled..... 4

Fruits and Produce.

Liability for Loss on a Potato Deal.

St. Charles, June 30—I wish to ask a little information in a legal way through your valuable journal. One year ago a gentleman came here from a town in Central Michigan and wished me to buy potatoes for his firm and to pay for the same with my money. He was to inspect the potatoes and, as soon as they were loaded, agreed to pay me 55 cents per bushel. I paid 50 cents per bushel for the potatoes and he was to pay me 5 cents per bushel for my money and time. I purchased four or five carloads and he paid for them at once. Finally, I had two loads put on track on May 1, 1895, which he accepted, informing me that the firm did not have any shipping orders at the time but would send same in a day or two. I thereupon made draft on them for \$572.20 (being the amount of the two cars at 55 cents per bushel), which they refused. I then went to see the gentleman who had represented himself as a member of the firm, and when I enquired as to the reason of the draft's being returned, he informed me that he was only buying for the firm and had nothing to do with the draft. I was thunderstruck, in view of the fact that he had told me he was a member of the firm. However, he informed me that the draft would be all o. k. The firm assured me that they would take care of the potatoes in a few days, but failed to do so and the shipment was left on track for about forty days until demurrage to the amount of \$41 was due the railroad company. This gentleman then shipped the potatoes to Toledo and sold them for what he could get, which was \$308.95, after deducting freight, etc. I paid \$572.20 for the two carloads and received \$349.95; being \$222.25 out on the deal. Now, I wish to enquire if I can proceed against this man, who came here and represented himself as a member of the firm, and is worth \$5,000 free of any incumbrance, and afterwards stated that he did not belong to the firm (I have witnesses who heard him say that he was a member of the firm), for obtaining goods under false pretenses and compel him to pay the balance of \$222.25 due me?

Now, Mr. Editor, perhaps I am asking too much of you in regard to this matter, but I wish to drive out all these swindlers who go around the country defrauding honest people of their money. Please accept my thanks for what you have already done.

J. H. HAMMILL.

This letter being a little too indefinite on some points to enable the Tradesman's attorneys to prepare a satisfactory opinion on the merits of the case, further facts were requested, with the following results:

St. Charles, July 8—In reply to your esteemed letter, accompanied by one from your legal advisers in reference to a further explanation of the matter referred to them by you in reference to the matter I enquired about in my letter of June 30, I would say that I only telephoned the banker at his residence, as he wished me to draw against a bill of lading, which I refused to do. He then asked if I doubted their financial responsibility, and I replied that they were strangers to me and that I had a perfect right to make the enquiry. He informed me that he alone was worth five times the amount of the draft, to say nothing of the firm's responsibility, so I drew on the bill lading, which was paid promptly at their bank. I sold them six or more cars afterward and made drafts against the bills lading, and they paid them promptly on presentation at the bank until I sold them the two cars in question, which was about May 1. The gentleman referred to inspected the potatoes and, after I had loaded the potatoes onto the cars, informed me that he had no shipping directions, but would send same as soon as he returned home. I made draft on the firm for my pay, which they dishonored. I then saw the person who

claimed to be a representative of the firm who purchased the potatoes after the draft was returned, and he informed me that he had nothing to do with the matter, as he was only buying for the firm. I then related how he had represented himself to me as being a member of the firm, which fact he denied, referring me to the firm for substantiation of his statement. They informed me that he had made arrangements at Toledo to have the potatoes shipped there, and would pay for same at once, and had so written the agents at the place of loading, but this he failed to do. After waiting about six weeks, he finally shipped them to Toledo and sold them at a loss of \$220, and paid me only the amount he realized on the sale, which left a balance due me of \$220. The name of the firm is Fred L. Mark & Co., Clio, Mich., and the banker was said to be interested in the matter, but as soon as a decline in the market took place, he slid out and said he only furnished money, on security, to the gentleman who purchased the potatoes, but informed me that the gentleman mentioned, John Greenlee, was one of the firm. Mr. Greenlee refused to do anything further in regard to the matter after the draft was returned, stating that he did not belong to the firm and was only hired to buy for them, so I do not know who this company is. They are engaged in business at Clio and Mr. Greenlee is said to be worth from \$3,000 to \$4,000. It was simply a decline in the market which caused them to refuse to pay for the shipment.

J. H. HAMMILL.

On the above statement of facts the opinion of the Tradesman's attorneys is as follows:

Regarding the inquiry of John H. Hammill: Mr. G., representing himself to be a member of the firm of M. & Co., bought potatoes of Mr. H. The potatoes were shipped on shipping orders received from M. & Co. through G., and H. made drafts on M. & Co. with bill of lading attached. Several of these drafts were paid.

About May 1 Mr. H. bought two carloads of potatoes under the contract with Mr. G., but, the market declining, M. & Co. refused draft drawn on them for the two carloads of potatoes. Mr. H. talked with Mr. G. about it and G. denied having stated that he was a member of the firm of M. & Co., but was hired to buy potatoes for them.

The two carloads were afterwards shipped to Toledo and sold and the proceeds thereof turned over to Mr. H., but the price received was about \$220 less than the agreed price at which they were sold to Mr. G. for M. & Co.

The question is, can Mr. H. recover the balance and from whom? H. can recover the balance and he can recover it either from M. & Co. or from Mr. G. G. held himself out to be the agent of M. & Co. M. & Co. apparently ratified his representations by accepting and paying drafts, sending shipping orders, etc., and afterwards stated that he was hired to buy potatoes for them. They would, therefore, be bound by the terms of his contract for the purchase of the potatoes and would be liable to pay the agreed price. On the other hand, H. sold the potatoes to G., believing him to be a member of the firm of M. & Co. He had no other information as to who composed the firm of M. & Co. In dealing with G. he relied upon this statement, as he had a right to. This statement alone would not bind M. & Co., but would render G. liable in an action of tort or deceit. G., however, denied that he stated that he was a member of the firm of M. & Co.; and so the fact whether he did so state would be a question for the jury, and the court would charge the jury that, if they found that G. so stated that he was a member of the firm of M. & Co., and H. relied upon that statement in dealing with him, G. would be liable to respond in damages.

When a fond parent has to get up at midnight to walk the floor for the entertainment of his infant heir, he can easily fancy himself in the "land of the midnight sun."

Peaches

Apples

Note the low prices.

Melons

Vegetables

We want you for a customer.

The Early Rivers Peaches

Are coming now.

I look for low prices this week, quote 75c to \$1.00 per bu.

We are packing Apples in Sugar bbls., 4½ bu. in bbl. Prices as follows:

Fancy Duchess	.....	\$1.50 to \$1.75 per bbl., 4½ bu.
Sweet Bough	.....	1.50 to 1.75 per bbl., 4½ bu.
Red Astrachan	.....	1.25 to 1.50 per bbl., 4½ bu.
Good Cooking	.....	1.10 to 1.25 per bbl., 4½ bu.
Water Melons	.....	15c to 18c each.
Little Gem Musk	.....	75c to 80c basket.
Osage Musk	.....	\$1.25 to \$1.35 crate.

Potatoes	.....	per bu., 35c	Celery	.....	per doz., 20c to 25c
Beets	.....	per bu., 40c	Corn	.....	per doz., 15c
Turnips	.....	per bu., 40c	Cabbage	.....	per doz., 10c
Onions	.....	per bu., 60c	Radishes, Onions and Carrots	.....	per doz., 10c
Wax Beans	.....	per bu., 60c			

Above prices are low. We always make low prices. We are a Mail Order House and can save you money. Mail us your orders. They will have prompt attention and benefit of any decline in prices.

HENRY J. VINKEMULDER.

PEACHES

WATERMELONS, NEW POTATOES, BANANAS

Lowest market price guaranteed. Produce consignments solicited.

STILES & PHILLIPS,

Wholesale Fruits and Produce, GRAND RAPIDS.

Telephone 10.

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.

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.

FINEST CELERY GROWN.

Allerton & Haggstrom, Grand Rapids, Mich.

**PEACHES WATERMELONS
MUSKMELONS CABBAGE**

We are Headquarters.

BUNTING & CO.,

20 and 22 Ottawa St.,

GRAND RAPIDS, MICH.

NOW AT ITS BEST

WHITE PLUME CELERY

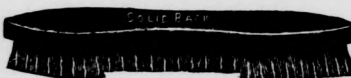
Finest Flavor.

12½c, 15c and 18c per dozen.

Just coming.

OSCAR ALLYN,

Grand Rapids, Mich.



**GRAND RAPIDS
BRUSH CO.....**

Manufacturers of

BRUSHES

Our goods are sold by all Michigan Jobbing Houses.

Grand Rapids, Mich.

GOTHAM GOSSIP.

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

Special Correspondence.

New York, July 25.—Trade continues inactive. Very few orders come to hand by mail or from buyers here. Of course, a dull period is always looked for during July and August, and, adding to midsummer inactivity a hot campaign, the result is anything but satisfactory. There is some consolation in knowing that the grocery trade is as good as any. Prices are low, and the profit must be microscopic, but so it is with all lines.

Trading in coffee, both in the Exchange and on the street, is very slow. Rates are pretty much unchanged, but the whole tendency is toward a lower basis. The prospects of large crops continue good. Prices are 4@6c lower than a year ago.

In sugar there has been a trifle more activity displayed during the week and orders have come in in quite a satisfactory number. None are particularly large and they are all "to be shipped immediately." Very little delay has been experienced and the refiners are well up to demand. There has been no particular change in the card of quotations.

In teas, the sales at auction were fairly well attended and buyers were, occasionally, interested in what was going on; but, taking the market as a whole, it is only a repetition of the same old story. The market is full of trash and people seem to be fond of it.

Rice dealers report a very satisfactory condition of affairs and this is a gleam of light in the darkness. Prices, both for foreign and domestic, are practically unchanged, but are very firmly adhered to. The supply of choice Japan is not very large and offerings are quickly taken at prevailing rates.

Spices are inactive, although the market might be in worse condition. A few good sales have been made and, as the season advances, it is likely we will see rather more satisfactory prices than have prevailed for some time.

In molasses choice grocery grades are wanted and are rather limited in supply. No changes have been reported. Primary markets report a feeling of considerable strength.

Syrups are practically unchanged. Sales are few and for small parcels to tide over until the season of buckwheats sets in.

In canned goods not the least interest is displayed by anybody for anything, present or future. A big pack of tomatoes and corn is imminent, although a great amount of rain in New Jersey threatens some destruction in that State among tomatoes.

A better demand exists for lemons and some part of the big supply is being worked off. Oranges are in light request.

Beans and peas are in moderate jobbing request and prices are firm. For choice marrow the range is about \$1.15. Pea beans, \$1.02½@1.05.

For butter the demand is steady, and, upon the whole, the market is in better condition than for several weeks.

Cheese is steady. Receipts are only moderate. Small size, full cream, 5½@7c.

Eggs are firm for the best grades, but other kinds are dragging and sell for "anything you can get."

Provisions are quiet and lower. Lard is worth only 3½c. Mess pork, \$7.50 @8.25.

Associations that are organized to do valet duty for low annual dues for bachelors and men who want to have their clothes properly cared for have been multiplying and consequently cutting prices. These associations agree, for a fixed price, to keep the subscriber's clothes in good condition, so far as pressing and cleaning and a little mending will do it, and they charge about one-third as much for the work as a tailor would. Their collection wagon calls once or twice a week to get the subscriber's box in which his clothes that need pressing have been placed and several days later they deliver them in quite good condition. Some of the

new companies that have been organized to do this work give their services for \$12 a year, though the usual price is \$25. When the fashion of creasing trousers came in a few years ago, some of the small tailors found that they could make more money in pressing clothes than in manufacturing them, and then the cleaning and pressing companies were organized to do this work on a big scale and at reduced prices. Two years ago several of the leading tailors announced that creased trousers were to be no longer the proper thing. They found, however, that the crease was not a mere fad of fashion. It improved the set of trousers and it gave them a long life. Consequently the crease has stayed, despite the dictates of the tailors.

An old swindling game is again being worked successfully in Brooklyn and New York by a dark-skinned Cuban, who alleges that he has just arrived from Havana. He dresses like a sailor and speaks but little English. He carries half a dozen boxes of cigars wrapped in a piece of canvas, and he is cautious about uncovering them. His usual method is to enter a business place and tell a story of how he was persecuted in Cuba by the Spanish soldiers and forced to flee for his life. As he interests his listener he pulls a cigar from his pocket and offers it to him to smoke. There is no doubt about this sample cigar. It is pure Havana. The smoker naturally asks him where he may obtain more cigars of the same brand, and with a great show of secrecy the Cuban shows his six boxes of cigars. The are of the same size and color as the sample cigar, and the Cuban asserts that he smuggled them in, and as he is in hard luck he wants to sell them at a sacrifice. This scheme works very nicely, and after the Cuban has departed with the money for his cigars the purchaser finds that he has been swindled. His cigars are not stuffed with sawdust, nor are they filled with tobacco, but they are unsmokable. This is an old, old swindling scheme that has been exposed time and again, but recent complaints show that it still thrives.

There is one part of the world where the lighting of a cigar indicates a betrothal. In Siam a person wishing to become betrothed to the girl of his choice offers her a flower, or takes a light from a cigar or cigarette if she happens to have one in her mouth; and, thereupon, provided there is no impediment in the birth months and years of the respective parties, steps are at once taken to arrange for the payment of the dowry. The families of bride and bridegroom have each to provide at least £200. In Calabria and in certain parts of India a lighted taper or a lighted pipe betokens the acceptance of the suitor for the hand of a lady in marriage. In Siberia it is the custom that, when a suitor has been accepted by a girl, she presents him with a box of cigars and a pair of slippers, as a sign that he is to be master in the house.

Order

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

..... OF

F. J. Dettenthaler,

117 and 119 Monroe street,
Grand Rapids

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.

MONEY IS THE ISSUE

How to make it we will help you.

Buy a

RECHURN OR BUTTER WORKER

This churn will add 2c per pound to the value of your miscellaneous lots of butter.



SWEETENS RANCID BUTTER

COLORS BEAUTIFULLY

WASHES, WORKS, MIXES AND
COLORS RANCID OR OFF-
COLOR BUTTER.

Just the thing for general stores.
Address orders or enquiries to

THE CHURN COMPANY,
BELLEFONTAINE, OHIO.

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.

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 to 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)... 30
Rubbers, packages 1 gross, (white)... 25
No charge for package or cartage.

AKRON STONEWARE.

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

JELLY TUMBLERS.

Tin Tops.



Ass't bbls. containing 12 doz. ½ pt., 19c... \$2 28
Ass't bbls. containing 6 doz. ½ pt., 21c... 1 26
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.

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.



Parisian Flour

Parisian Flour

Lemon & Wheeler Company,

SOLE AGENTS.

Parisian Flour

Parisian Flour

A Word to the Young Men.

From the Chicago Dry Goods Reporter.

Granted, young man, that it is your inning—that the business world in this age revolves chiefly for you and around you and by the grace of your sovereign ability. Yet, just a word in your capacious and scornful ear. Don't go too fast. Don't despise the unfortunate wretch who has made his fortune and now indulges in the sin of being over 50 years of age. You may inadvertently grow old yourself some day.

Of course you have no use for the slow-going, old-fogy notions of sound business that have built up every great establishment in the past. Everybody knows you have a better scheme, an electric -- cyclonic -- chain -- lightning method that will win out in no time. But have consideration for the proprietor whom you honor with your service. Don't let him see that you know more in a minute than he knows in a month. It may hurt his feelings. It is not brave or manly to make any creature needlessly suffer from a sense of inferiority. The old gentleman is doing the best he can. Hide your own superior powers behind a cheerful smile, and even work industriously and honestly for the establishment that is blest by having you—just as if you were no wiser than the "boss" himself. You can thus have a rare and rich joke all to yourself.

If it be not too bold a saying, young man, pray condescend to appear to learn things from time to time. Lock in your bosom the proud fact that you know it all, and pretend to be still a step or two behind the learning stage. Even make a show of taking some good advice from a man who was in business before you were born. It always comforts an old fellow to think he is instructing youth. To those who have grown gray in business and have kept their grip on the helm of progress there is nothing so sad as to find a mere fledgling already far in advance of them.

Just lie low; put your talent on ice to season, and keep it dark. Salt down some of the despised advice and methods of the old generation, and lay it away where it can be found. Then if you ever find anyone about your size who is too callow or fresh, it may come in handy.

Fruits and Produce.

Apples—15¢@25¢ for choice eating varieties, such as Duchess. Cooking stock commands 10¢@15¢.

Beets—25¢@30¢ per bu.

Blackberries—Cultivated and wild

Butter—Receipts are more liberal than they have been for several weeks, due to the improvement of the pastures and also to the fact that producers and dealers are not holding back their stocks, in expectation of higher prices. Choice dairy is in fair demand at 12¢, while creamery is in ample supply at 15¢.

are now sold on the same basis—6¢@8¢ per qt. for good stock.

Cabbage—\$3.50@4.50 per 100 heads.

Carrots—25¢@30¢ per bu.

Corn, Green—7¢@9¢ per doz.

Eggs—The proportion of poor eggs which come in with most shipments from the country is increasing, so that shippers usually receive from 5¢@7¢ for their consignments. Fancy candled stock is in fair demand at 9¢, while ordinary candled brings 8¢ and seconds (bakers' grades) fetch 6¢@7¢.

Muskmelons—Little Gem, 65¢ per doz. Nutmeg, 75¢. Osage, \$1.10.

Onions—Green Silver Skins are in large supply, commanding 8¢ per doz. bunches. Dry stock has declined, being easily procurable at 60¢@75¢ per bu.

Peaches—Alexanders are a thing of the past for this season. Early Rivers are coming in rapidly and in large quantities, bringing 50¢@60¢ per bu. Hale's Early are also beginning to arrive, commanding 65¢@75¢ per bu.

Pears—75¢@\$1 per bu.

Peas—Champion Marrowfat, 60¢ per bu.

Plums—Lombard, \$1.50@1.75 per bu.

Potatoes—30¢ per bu.

Summer Squash—2¢ per lb.

Tomatoes—Home grown is beginning to arrive, commanding 3¢@4¢ per lb. The price will probably be quoted by the bushel next week.

Watermelons—Missouri stock are in ample supply at 10¢@18¢, according to size and quality.

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

To Control the Borax Output.

Chicago, July 20—By a deal which has just been consummated between the representatives of the Pacific Coast Borax Company, whose principal office is in this city, and Redwood & Sons, chemical manufacturers of Cornwall Works, Kensington Green and Belvedere Mills, Belvedere, Kent, Eng., the borax output of the world practically passes into the hands of one international company, to be known in future as the Pacific Borax and Redwood Chemical Works, Limited. By the terms of the deal all the lands and buildings in the United States and at Belvedere, Kent, and the products of crude borax in Colorado, Nevada, California and Oregon, the good will, stock in trade, machinery, book accounts, utensils, tools and trade marks appertaining to the business pass into control of the new company. The capital stock is \$2,500,000. The principal offices of the new company will be in England, but this will not affect the standing of the local branch, which will remain in control of the output.

Cause of the Lemon Depression.

The general opinion among New York lemon importers as to the cause of the depression in the market is that the unsatisfactory state of the business is due largely to unusually heavy importations of the fruit this season. It is estimated that the total imports into this country thus far this year have exceeded those for the corresponding period of last year from 500,000 to 1,000,000 boxes. The fruit this season, moreover, has not possessed good keeping qualities. In addition to these influences the weather in June was unseasonably cool, which resulted in a greatly decreased demand for the fruit. The advances made by some parties to shippers in Sicily have also, it is urged, increased the importations and thus aggravated conditions.

Grain Buyer Wanted.

Alto, July 27—Why can't the Tradesman send us a grain buyer? This is an excellent location, as it is the natural rail outlet for a large grain raising section. A suitable site can be obtained of the railway company free of charge. All we ask is a man of good character who has enough capital to erect and equip an elevator and conduct the business successfully. The sooner we find such a man—and he finds us—the better we shall be pleased.

Florida Orange Trees Thriving.

A special from De Land, Florida, says that the orange trees are growing at such a tremendous rate that many trees will be as large by next winter as they were before the freeze. The summer rainy season is always their best time for growing.

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.

Stephen Smith, a Bloomington merchant, is responsible for the following, which says more in a few words than anything run across in months: "The most aggravating thing to contend with is the merchant who doesn't know how to advertise without cutting the life out of prices."

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

Bushman has the cigars.

Filling a Long-Felt Want.

From the Pharmaceutical Era.

While the average American has been hugging the belief that soda water is one of the characteristic institutions of his own country, an enterprising Briton has generated a happy thought which apparently pushes the business—apparatus, ideas and all—over into the next century somewhere. He has invented some small, steel, pear-shaped cartridges, about five-eighths of an inch in diameter, for holding carbonic acid gas compressed at sixty atmospheres. The cartridge is placed in a mouth-piece attached to a siphon bottle filled with water, and a cap is closed over it. In completing the closure a tiny ebonite plug in one end of the cartridge is punctured and the gas escapes into the bottle. Twelve of the drops weigh three ounces, and five hundred of them can be packed in a cubic foot.

There is something peculiarly attractive in this invention, and it is to be regretted that, like so many marvelous things, it has its existence in a far-off country. At present we must content ourselves with speculations as to the great changes which it may work in the soda water business, the word "cartridge" itself being strongly suggestive of a shot tower or a powder mill as the soda water factory of the future.

Then there is a consuming curiosity to know about those "ebonite plugs." Will they render the cartridge so secure from inadvertent discharge that our summer girl can safely carry them in with the bonbons and chewing gum? Will it be safe to carry them in the hip pocket with the other bait while on a fishing expedition?

What if the baby should get hold of one—a circumstance full of apprehension as to its outcome and one which could not be regarded with equanimity, unless the baby belonged to a neighbor—and the newfangled soda water was cheap?

Conscience is not a reliable monitor unless it is well educated.

PEACHES

If in the market correspond with us. We are the largest shippers in Michigan.

ALFRED J. BROWN CO.,
GRAND RAPIDS.

Ciderine

\$3 per dozen.

20 years upon the market. Is a reliable and harmless preservative, keeping the Cider absolutely sweet or "just where you want it."

Dealers can make a good fair profit; sell an article **that keeps**, not spoils Cider, please your customers and make trade.

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Northern Mich. Retail Grocers' Association

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

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FOR SALE—ONE OF THE BEST PAYING little grocery stocks in the city of Muskegon. For particulars address A. B. Payne & Son, Muskegon. 76

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