

Try Hanselman's Fine Chocolates

Name stamped on each piece of the genuine.

Hanselman Candy Co.,

Kalamazoo, Mich.
426-428-430 East Main Street,

Naccretoin

Prepared Cake Frosting

Put up in 12 oz. glass jars, in Lemon, Vanille, Chocolate and Rose. 2 doz. jars assorted flavors in a case. A quick seller and a trade winner.

For sale by LEE & CADY and W. J. GOULD & CO., Jobbers, Detroit, Mich.

MANUFACTURED BY TORGESON, HAWKINS CO., KALAMAZOO, MICH.

Our Star
★
Attraction

Seymour Crackers

Pulverize one in your hand and feel the grain. Taste one and learn the flavor.

The best cracker to buy is the **cracker which is best.** Grocers who choose this motto buy **Seymour Crackers.**

The quality of your stock is the main-shaft of your business.

Seymours are all stamped in the center with an "S" (note border of ad).

Write for sample. Manufactured only by

The New York Biscuit Co.

Grand Rapids.

TANGLEFOOT

SEALED STICKY FLY PAPER

MADE IN GRAND RAPIDS SOLD THE WORLD OVER

ends her misery

IS ONE OF THE MOST PROFIT-ABLE THINGS TO SELL

PRICES

REGULAR

10 Boxes in a Case

30 cents per Box

\$2.55 per Case

"LITTLE"

15 Boxes in a Case

13 cents per Box

\$1.45 per case

1897

Notice to the Grocery Trade

Many men representing to sell Elsie Cheese are selling other makes under our name. Elsie Cheese can only be bought direct from the Factory or from the Musselman Grocer Co., of Grand Rapids. Elsie Cheese are all stamped "Michigan Full Cream, Factory No. 12." Elsie Cheese has maintained its high reputation for twenty years and is the best selling Cheese on the market.

M. S. DOYLE, ELSIE, MICH.

PERKINS & HESS, Dealers in Hides, Furs, Wool and Tallow

We carry a stock of cake tallow for mill use.

Nos. 122 and 124 Louis St., Grand Rapids.

STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

OILS

NAPHTHA AND GASOLINES

Office and 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, Fremont, Hart, Whitehall, Holland and Fennville.

Highest Price Paid for Empty Carbon and Gasoline Barrels.



Flower Time

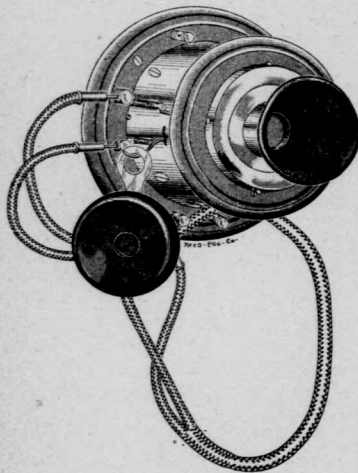
is here. Winter flours are in good demand. Especially the household favorite,

LILY WHITE

This is a very white, pure flour, as its name implies. It is a native of Michigan. At the same time it has become popular not only in Michigan but in several other states. A great many families have adopted it as their family flour, and they will have no other. A great many grocers have it for sale because these families come after it time and time again and—buy their groceries where they buy their flour. A great many grocers who have introduced it in their town continue to sell it for the same reason. Do you need a trade winner? We suggest "Lily White."

VALLEY CITY MILLING CO.,

GRAND RAPIDS, MICH.



M. B. WHEELER.
S. D. KOPF.

A. O. WHEELER,
Manistee, Mich.

Private Line Phones

We have the best at reasonable prices. When you are ready to connect your house and store, office and factory, etc., write us for prices and information. They are not expensive.

M. B. Wheeler & Co.,
25 Fountain St., Grand Rapids.

J. A. MURPHY, General Manager.

FLOWERS, MAY & MOLONEY, Counsel.

The Michigan Mercantile Agency

SPECIAL REPORTS.

LAW AND COLLECTIONS.

Represented in every city and county in the United States and Canada.

Main Office: Room 1102, Majestic Building, Detroit, Mich.

N. B.—Promptness guaranteed in every way. All claims systematically and persistently handled until collected. Our facilities are unsurpassed for prompt and efficient service. Terms and references furnished on application.

Store, Window and
Porch **Awnings**
All Shapes, Colors and Shades.

WIESINGER AWNING CO., Mfrs.,

2 West Bridge St., Grand Rapids, Mich.

Phone 1824.

HOLLAND

Barrels, full white hoops. \$6 50
Half barrels, full white hoops 3 75

HERRING

Subject to being unsold.

FOR

Have only 20 barrels and 15 half barrels.

ONE

MUSSELMAN GROCER CO.
GRAND RAPIDS.

WEEK

Best Allegan Flour

Comes from the original

ALLEGAN ROLLER MILLS,

... BRANDS ...

The Famous Festival
Monarch

Our Purity
Michigan Best Roller

WM. J. POLLARD & CO.,

PROPRIETORS.

The Best
is the
Cheapest

Hale's Entire Wheat Flour

Recommended by Health Food Experts, and shipped as far away as Washington, D. C., is good enough for Michigan people.

Try an order of

Jonathan Hale & Sons,
LYONS, MICH.

MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, MAY 19, 1897.

Number 713

COMMERCIAL CREDIT CO., Ltd.

GRAND RAPIDS, MICH.

Private Credit Advances.
Collections made anywhere
in the United States and
Canada.

For Sale and Rent because of Old Age

New stock of Furniture, now opening, just from factories, for \$800. Will rent the largest, best-equipped furniture store in Kenton, Ky., three stories and basement; large elevator; can make fair part of rent storing; houses, 120 x 43, surrounded by largest retail and wholesale houses in city. I am 74 years old; must quit. Rare opportunity for live furniture man. Rent, \$1,000 for one year; or \$900 per year, 5 years, monthly payments.

Address, FRANK L. HALL, Owensboro, Ky.

SUSPENDERS!

LOOK! Non-elastic web shoulder pieces. Best leather sides. Special front tubes. Retail at 25 cents. Write

GRAHAM ROYS & CO.,

FITCH PLACE, GRAND RAPIDS, MICH.

THE
Grand Rapids
FIRE INS. CO.
Prompt, Conservative, Safe.
J. W. CHAMBERLIN, Pres. W. FRED McBAIN, Sec.

144 is Twelve Dozen, Sir!
Twelve Dozen is a Gross, Sir!

A Groc=er's

Cost Book will help you keep tab on what your goods COST—"by the Gross" or "by the Dozen." You can then BUY RIGHT. Send for sample leaf and prices.

BARLOW BROS.,
GRAND RAPIDS, MICH.

TO CLOTHING MERCHANTS

We still have on hand a few lines of Spring and Summer Clothing and some small lots to be closed at sacrifice. Write our Michigan representative, **WILLIAM CONNOR**, Box 346, P. O. Marshall, Mich., and he will call upon you, and if he has not what you want, will thank you for looking and you will learn something to your advantage about our coming Fall and Winter line. Mail orders promptly attended to by

MICHAEL KOLB & SON,
Wholesale Ready Made Clothing Manufacturers,
Rochester, N. Y.
Established nearly one-half a century.

The Preferred Bankers Life Assurance Co.

Incorporated by

100 MICHIGAN BANKERS

Maintains a Guarantee Fund.
Write for details.

Home Office, Moffat Bldg.,
DETROIT, MICH.

FRANK E. ROBSON, PRES.
TRUMAN B. GOODSPEED, Sec'y.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

Earning a Vacation by Pushing Premium Goods.

Written for the TRADESMAN.

"Are you going to take a vacation this summer, Joe?"

"I don't know how I can, Ed. I haven't any money saved up and vacations cost money, you know."

"That's just my fix too," replied Joe. "It'll take all I can scrape until the 1st of August to get my wheel paid for and by that time it will be too late to save up for a vacation. I guess, from present indications, my wheel will have to take the place of a vacation."

Joe Chalmers and Ed. Wright were great friends. They roomed together, worked behind the same counter and were to be seen on their wheels together, riding about the city during the evening or on Sunday afternoons. They were the youngest fellows in the dress goods department and both had the faculty of making some of the veteran dress goods men hustle to keep up with them in point of sales.

Mr. Fanning, the manager of the dress goods department, chanced to overhear the young fellows' conversation and, remembering that he had once been a young fellow himself, his sympathy was promptly enlisted in their favor. Besides, he saw in this wish of the young men for a vacation a chance to spur them to extra effort. He at once began to put his theory into practice. Approaching M. Snelly, the head clerk at the novelty dress goods counter, where the two boys worked, Mr. Fanning said: "Snelly, I am going to put a premium of 5 cents a yard on all your stuff that is not moving. You have a great many more shop-worn goods than there is any need of carrying and I feel certain from a little conversation which I just now overheard, that the premium of 5 cents a yard will stimulate your boys to unload the old goods; and, by the way Snelly, it may stimulate your own efforts in that direction. It's a great mistake to carry over those pronounced styles from one season to the other. If I had had charge here last season, I would have put the knife into that whole line whenever it was seen that the sale of it was slow. It would have brought cost price then. At any rate, we'll see what you fellows can do with it when you get something extra for trying."

Mr. Fanning went through the novelty dress goods stock and marked a premium sign on the price ticket of each slow seller and shopworn piece of goods. "Now, boys," said he, "it seems to me that between now and the 1st of August both of you should have earned premiums enough to enable you to spend at least two or three weeks in the mountains. If you haven't I shall be very much disappointed."

"By Jove! Ed, he must have heard what we were saying about vacation," said Joe Chalmers, as Mr. Fanning went to his desk; "but he's a dandy, anyway, to put 'spiffs' on those old goods."

"That's what he is, Joe; and if we don't have a vacation in August, it won't be our fault. Gee-whiz! five

cents a yard on this old beauty and I have a customer coming back after seven yards of it at 3 o'clock. It's as good as a Portland mine or an Anacanda. Snelly, you want to look to your laurels now or we'll wrest 'em from you."

The old, out-of-date stuffs—some of it had been carried several seasons—and all goods marked "P'm" were placed in a fixture together, in order to be handily reached. Never did any "P'm" line, as the boys called it, receive more attention. While they were not always the first goods shown to customers, they were sure to be brought out and their many merits dwelt upon before a sale was completed. The arguments, which Joe and Ed prepared and delivered in favor of the shopworn goods against adverse comment, were remarkable. Their methods in presenting the old goods were distinctly different, although both were equally successful. Chalmers' training would not allow him to misrepresent the goods, while Wright believed that the old saw, "All things are fair in love and war," applied to trade as well. Before showing any of the out-of-date goods, Wright displayed both tact and judgment by sounding his customer and finding out just how well posted she chanced to be in regard to styles and fabrics. If a specially reduced price attracted her, he brought out the old goods, truthfully explained the reason of the cut in price, showed the quality of the cloth by pulling a clipping of it to pieces; and, if necessary to convince his customer that it was all wool, he lighted a match and applied it to the threads, to show that the wool would only singe and not blaze. In fact he left no stone unturned to make the sale, and success usually crowned his efforts; but his particular delight was a woman, who did not know last year's styles from this. Usually, such a one left his counter fully convinced that he was the most obliging clerk she ever saw and that she had become the possessor of one of the newest, most stylish and desirable dress patterns to be had in the city. For all that, she had paid full price for it.

Chalmers always talked his goods for what they were, believing that it paid in the long run. His straightforward, matter-of-fact way of putting things always won for him his customer's confidence, so that he was even more successful in selling the P'm line than Wright was.

It was astonishing to see that line of old goods shrink; but it was not only the old goods that went out. The enthusiasm which Mr. Fanning's theory had excited helped to make many a sale on regular goods which, otherwise, might easily have fallen through.

The premium goods netted the boys an average of \$3 a week each above their regular salary and as Ed has already said, if they don't get a vacation in August, it won't be their fault.

MAC ALLAN.

Ex-Mayor Washburne, of Chicago, has given to the historical society of that city the saddle and bridle used by General Grant during the war.

The Successful Butcher.

From the Butchers' Advocate.

He is the man who, in every civilized land, provides mankind with the sustenance which makes life worth living. He is a necessity that came with civilization; he is an essential part of the powers of the world, adding to the pleasures and caring for the necessities of life. High and low, rich and poor, the honest and dishonest require and must have a living, and the butcher has to help provide it. The clothes they wear and the food they require are all that a large majority get in this world. The clothing costs us, perhaps one-sixth as much as the food, and from this fact we estimate the value of the butcher as a factor in their existence.

The butcher in his business is a public benefactor. He is an honest, courteous, educated gentleman. He may not be up in Greek and Latin, but he is educated in the ways of the world and its people. He is honest with his patrons and with himself. He is courteous to the poor as well as to the rich, to the young and to the aged. He is patriotic, public-spirited, open-hearted and generous. He is interested in the church, the school, societies and in business associations. He takes an interest in all for the benefit they are to him and for the good he may do others. He is a man in whose judgment the people place implicit confidence. In every town and in every community the butcher holds a prominent place with the people. He is a good man, because he is honest and just in business, in the affairs of the people and in personal matters. He always receives a friendly greeting, because he always extends one. The influence of the butcher among his people is extensive. His influence in the affairs of the church, school, societies, associations and politics is always exerted in the line of what he thinks is right. He is always looked upon as a leader, and in local and national politics his influence is powerful. Beyond and above all else he is the moderator of his customers and neighbors. If any one is in trouble they go to the butcher; if they desire advice, the butcher is the one to whom they apply; and if it is information they desire, the butcher's education and good judgment furnish it.

When President McKinley and Vice-President Hobart went to Philadelphia last Friday to attend the Washington monument exercises they traveled by different roads. It is not generally known that the President and Vice-President of the United States never travel by rail together. It is one of the precautionary measures that hedge about the lives of the two foremost men in the National Government—the idea being that if an accident upon the rail should cause the death of one of the illustrious men, the other would still be spared to the country. It was for this reason that Ex-President Cleveland invariably rode upon the Pennsylvania Railroad when he journeyed from the capital to Philadelphia or New York, and Vice-President Stevenson traveled on the Baltimore & Ohio. President McKinley and Vice-President Hobart, when they attended the recent Grant celebration in New York, followed the same plan.

A London policeman was asked by a coroner the other day whether he had taken any steps to resuscitate a man on whom an inquest was being held. "Yes," said the constable, "I searched his pockets."

Bicycles

News and Gossip of Interest to Dealer and Rider.

Nearly twenty years ago General Grant, in enumerating necessary lines of public improvement, named the public schools and highways. Once when he and General Sheridan were in a reminiscent mood, the old commander said to "Little Phil," speaking of the latter's famous ride to the battle of Cedar Creek: "Sheridan, if that battle had taken place after a prolonged rain, and there had not been a good pike from Winchester, you would never have been promoted to the head of the United States Army. You would not have reached the battlefield to cheer your men, and there would have been a great defeat for the Union forces instead of a great victory. That would have left Meade and Thomas a long distance ahead of you in the line of promotion."

Numbness and cramp in the hands, due to the vibration of the handlebars, so commonly suffered by riders, have been the cause of many inventions and expedients designed to obviate these difficulties, and now some new style of grips have appeared which are said to fill the bill perfectly. One pattern is made of soft, spongy rubber, and covered with a thin jacket of leather. Another style is made in the same manner, but is open at both ends, so that it can be slipped to any position on the bars, and accommodate those who like to ride with their hands on top instead of on the ends. Still another pattern is made so that the air circulates freely inside and, coming up from below, strikes the palm of the hands.

Membership in the League of American Wheelmen cannot be estimated by the simple cash outlay necessary to become a member. The cost is \$2 the first year and \$1 a year thereafter, but this by no means represents the value received. Some of the more important advantages may be enumerated as follows: "A road book giving information regarding all routes and roads in the state in which you live, 10 to 30 per cent. reduction at good hotels throughout the country when traveling, guarantee of legal protection of your rights as a wheelman and fifty-two issues of a bright and interesting cycle paper. There are 101 other reasons why every rider of a wheel should be a member of the organization, but these appeal more than the others because of the direct personal benefit gained." The membership is growing at a rapid rate, and this State is making a most remarkable showing.

Almost every day brings fresh converts to the pastime of bicycling, and it is highly diverting to hear the ingenious explanations of those who had previously posed as rabid opponents of the sport. An occasional one is found who has the courage of his new convictions and openly avows his surrender to the fascinations of the wheel, but the majority of the tardy converts beat about the bush and patch up most transparent excuses. Many of these are veterans who had been devoted to some other form of sport and who feel squeamish about deserting the old love for the new. A well-known athlete accounts for his recent investment in a second-hand wheel by the fact that he had picked up a handle bar and a saddle as bargains and hated to let them go

to loss. Another star in another line got a present of a pair of trouser clips and a lamp and had to get a wheel to make the outfit complete. Before bicycles were ever heard of there was an old story to the effect that a rural miser had secured some chimney pots so cheaply at an auction that he built a house to put them on. He apparently has some descendants in this vicinity. It is certain, however, that the wheeling ranks are being steadily reinforced.

The indecision of the prominent professional riders this season as to whether they will follow the National Circuit is due to a big change in the racing customs. Riders in the professional class who have been enabled to travel around the country and take part in all the leading meets at the expense of manufacturers find that the latter are not disposed to engage racing men this season at munificent salaries. Dealers will readily furnish racing wheels to riders with reputations, but salaries and trainers have been withdrawn, and this change will keep some of the fast men on the local circuits this year. This change will have a beneficial effect upon racing. The various cracks will race in different sections, and when they come together at the National meet there will be a true test of their abilities. Riders who have commanded big salaries in former years have up to the present time been unable to secure contracts with the manufacturers. The latter have very wisely decided, in order to get the best work out of men using their wheels, to remunerate them only upon a percentage of victories or the capture of some big races.

The Modern Maid.

She rides a bicycle, of course, in bloomers or in skirts;
At tennis and at golf alike she's classed with the experts;
She pulls an oar almost as well as her big brother can,
And drives a horse as skilfully as if she were a man
She knows a lot, too—Greek and things that she has got from books;
She paints and plays the mandolin, and talks real French, and cooks.
She dances like an angel you know how angels dance!
And countless more accomplishments her natural charms enhance.
She's most attractive; in a word, the very sort of girl
To make a young man crazy and set his brain a-whirl;
She even knows, her mother says, just how to keep a house;
But, bless you! How that girl will squeal when'er she sees a mouse!

A new terror threatens the cyclist. It is asserted that bicycling injures the power of dancing. People who cycle a lot, according to a medical man, find it almost impossible to perform the graceful movements required by waltzing, says Answers. "Wheeling," says the doctor, "causes the muscular portion of the calf of the leg to bulge out considerably beyond its natural line, and any cyclist will admit that after a ride of ten or fifteen miles walking is irksome. The muscles that are brought into play by dancing are deadened by riding a wheel. The lightness of toe so necessary in a waltz becomes impossible to the man or woman who is continually pedaling, as the one set action contracts the muscles, and the whirling, twirling motion of a dance can only be performed in a clumsy fashion. The joints should be free for dancing. After a spin on a bicycle they are stiff and clogged. The continual bending over the handles, too, makes the upright posture used in dancing painful. A cyclist who uses the wheel in moderation would be very little affected. It is those persons who cycle from morning until night that are the sufferers."

Jamaica limes are said to be small and somewhat inferior on account of an extended period of dry weather which prevailed in the producing sections.

IT'S
WORTH
A
CENT!

IF YOU ARE

A dealer and thinking of adding a line of Bicycles, or a dealer with a line of Bicycles, or a rider in the market, you are

INTERESTED

in knowing what there is on the market.

We presume you know something about Cycloid, Keating, Winton, Columbus and Stormer Bicycles. It's certainly worth a cent (or postal) to get catalogues and prices.

We have a very attractive proposition to make to you. Spend a cent.

Studley & Jarvis,

Grand Rapids, Mich.



Buying a Bicycle

from a jobber, a department store, or in an auction room, is like trying to catch an eel in a barrel of snakes. You may get the eel, but the chances are you'll get snakes. It's worse than a case of "heads we win, tails you lose." If you buy a Clipper, you'll be satisfied. There's no bicycle the equal of a Clipper, sold at the price of a Clipper. If you buy a Clipper, you buy a certainty, you get a bicycle which is sold only through the legitimate channels of trade, by responsible dealers who pay cash for what they sell, and sell at a profit which any fair buyer is willing to pay. Clippers are made of the finest materials, with the finest machinery, and by expert workmen, who are under the instructions of an organization with but one aim in its life, "the most perfect bicycles at fair prices."

The kind of bicycles you ought to buy at the prices you ought to pay.

Made by **GRAND RAPIDS CYCLE CO.** Grand Rapids, Mich.

No. P. 30 N.

Use Tradesman Company's Bicycle Contracts

WALKING SIGNS.

Some of the More Familiar Among Them.

From the New York Sun.

The walking sandwich, the man between two billboards slung around the neck, and hanging, one in front, the other behind, is not seen so much as he was. He was the most picturesque of all the walking sign carriers, and he was at one time the most commonly seen. His decline is doubtless due to a belief that an elevated sign, one carried above the head line, is of greater utility. The sandwich man was striking when you met him, but in a crowd you might miss him altogether; the elevated sign, carried above the heads of the people, is expected to be seen by all, and in one form and another it is now the sign most commonly carried.

There are, however, still some signs besides sandwich boards that are carried below the head line. Of these the most familiar is the coat sign, a coat with a sign painted upon it, worn by men who may, perhaps, remain near the establishment to which they belong, or who walk about. There is at least one man in New York who has worn a sign coat—a canvas coat in dry weather, a rubber coat in wet, with the same sign painted on each—daily for years. Wearing a sign coat is as much his regular occupation as writing is the occupation of the man who writes this brief article about signs that are carried.

There is another sign carried below the head—the valise sign, which scarcely comes within the purview of this article, for the reason that the carrier of the valise sign is in costume, and signs so carried by men, whose curious outfit is relied upon to attract attention, form a group by themselves. Still, perhaps, mention may be made of the valise sign here. It is painted upon the flat side of an old-fashioned alligator mouth valise, whose carrier walks about the street, visiting at intervals the store whence he comes. Pausing there for a moment on the sidewalk, he looks up intently at the sign over the door, and then enters in, saluting forth again. Presently he starts on another round.

Another form of portable sign which depends in a measure upon the manner in which it is brought to the attention, although its carriers are not in uniform, is the painted block. The sign is painted upon the sides of a block of wood of about the shape and size of a small dress suit case, and has a handle at the top. Such signs, to the number of four or five, are carried by two boys, who to begin with set them down upon the curbstone fifteen or twenty feet apart. Then they begin moving the blocks, one at a time, from rear to front along the curbstone. The rear boy picks up his block and carries it along the sidewalk past the other blocks and puts it down upon the curbstone twenty feet ahead of the first block and then goes back for another. On the way to the rear he meets the other boy going to the front with a block which he will put down in the same manner, and so they keep going; forever picking up the last block and carrying it to the front and setting it down at the head, and so working along the street.

Between the signs carried below the head and those carried above it there are some that are carried on or about the head. There is, for instance, the tall hat sign, which the carrier wears, with the sign painted upon it or painted upon something attached to it. Carried at night is the electric hat sign, with light from lamps fed by a storage battery shining through letters perforated in a tall hat. The illumination can be turned on or off at the will of the wearer of the hat as he walks. A day sign carried about the head is in the form of a transparency, the lower part of the frame resting upon the carrier's shoulders.

Among the signs carried above the head is an electric sign, which is carried at night. It is in the form of a thin transparency. Electric light shines through transparent letters in the sides

of the sign and the illumination is under the control of the carrier, who may make the sign dark or light it up as he goes along. One of the elevated signs carried by day—and by far the greater number of all the signs that are carried are carried by day only—is in the form of a great frying pan upon which is painted the sign of a restaurant; the big frying pan is borne aloft by the handle. Various other devices are used in elevated portable signs and various materials, but the elevated signs most commonly used are either banner signs or shoulder signs, the ordinary banner signs being the more common, though the shoulder signs are increasing.

The common banner sign is simply a wooden frame upon which is stretched a glazed white cloth, the sign being painted upon that; by means of a handle attached to it the banner is carried over the shoulder or above the head. The shoulder sign is held up above the head in an iron frame that is carried upon the shoulders. The shoulder pieces of this frame bend down over the shoulders of the carrier, front and back, and are held in place by straps. This sign is tolerably heavy, but it leaves the hands free and is the easiest sign to carry.

The Bicycle Sombbrero.

From the Chicago Record.

There's another ill to be charged to the bicycle in Chicago. It is the broad, white, leather-belted, leather-bound sombrero, which on the few fine days of spring has seemed to dot the variegated millinery of State street with suggestions of cowboys in petticoats. It has been too early in the wheeling season to class the startling headgear, but assurance is given by milliners that neither revolvers, lariats nor bucking broncos go with it; that as soon as roads are smooth and dry it will associate itself with pneumatic tires and short skirts.

The venturesome few who have appeared in downtown streets under the shadow of these fluttering brims of white felt have had clear pathways made for them in the crowds.

It has all come about because of the inability of some genius to perfect a small, comely bicycle cap which will prevent freckles and sunburn. There are golf caps, jockey caps, yachting caps, tennis caps and kindred headgear for wheelwomen, but until now there has not been a bicycle hat. And such a hat!

It is less evanescent than the airship, but its origin is about as obscure. The manager of a big millinery house in State street introduced them to the Chicago public.

One warm Sunday in February I saw a woman wearing one and wheeling through Jackson Park," he said. "It as a rakish, catchy thing, with the brim teetering in the wind, and we ordered something of the kind from an Eastern manufacturer. We liked the effect, ordered a good stock, and I understand that they are stopping clocks all over town."

There is no sham in the make-up of this breezy, flopping hat. It is of felt, bound with genuine oak-tanned leather and buckled about with a strap that would hold a bulldog from the trousers of a tramp.

"Straw wouldn't do as a bicycle hat," explains the hat man; "the wind would wreck an old-fashioned leghorn straw before the first windy mile was made. These sombreros tilt gracefully, letting the wind slip by, and they 'stick' better."

Bicycle Contracts.

We make a compact contract drawn up by one of the ablest attorneys in the country, which we are able to furnish at following prices:

100, \$2; 500, \$3; 1,000, \$4.

No bicycle dealer can afford to get along without this form.

TRADESMAN COMPANY,
GRAND RAPIDS.



3 GREAT BICYCLES THE WORLD THE HAMILTON THE AMERICA

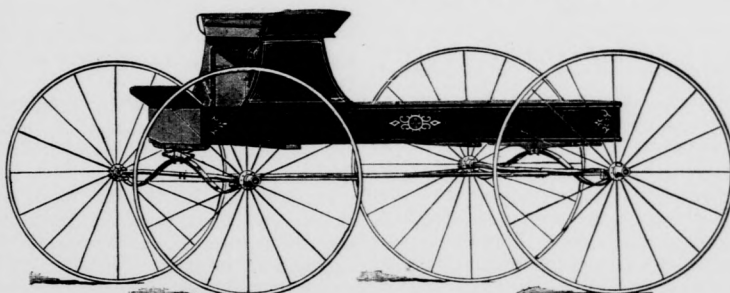
Write for Catalogues and Prices. A few more good Agents Wanted. Bicycle Sundries. 1897 Catalogue now ready.

ADAMS & HART, Grand Rapids, Mich.
State Distributing Agents.

WHEELS! WHEELS! WHEELS!

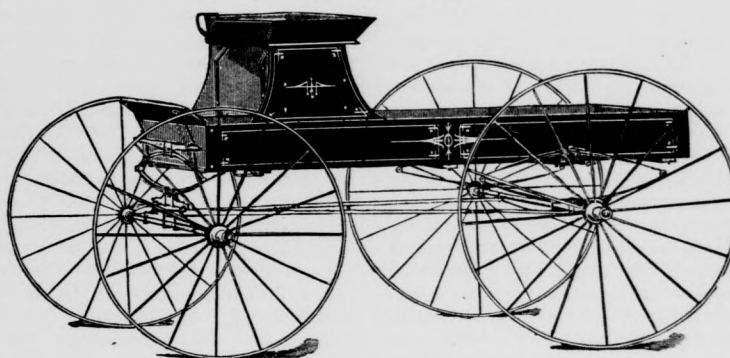
While you are buying wheels, do not neglect the

GROCERS' SAFETY



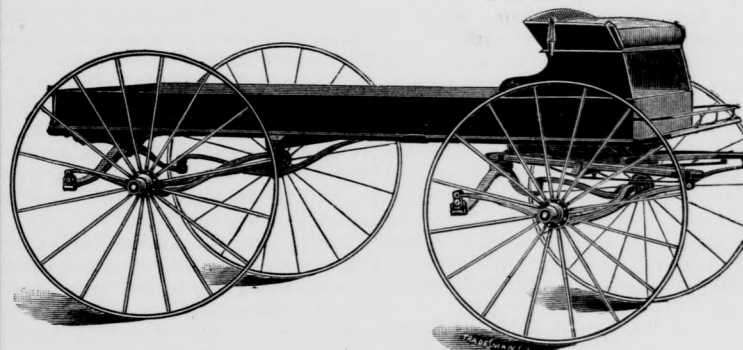
No. 1 Cross Spring Delivery Wagon.

Body, 6 ft 6 in. Width, 2 ft 7 in. Depth, 7 in. Capacity, 1,000 pounds. Patent wheels, double collar, steel axles. Price, \$28.



Three Spring Delivery Wagon—Made in Two Sizes.

No. 1. Body, 6 ft 6 in. Width, 31 in. Capacity, 600 to 800 pounds. Drop end gate. Price, \$34.
No. 2. Body, 7 ft. Width, 3 ft. Depth, 8 in. Capacity, 1,200 to 1,500 pounds. Body hardwood. Price, \$36.



Full Platform Spring Delivery Wagon.

No. 1. 1 1/2 Concord steel axles. 1 1/2 tread Sarven patent wheels. Oil tempered spring, 1 1/2-4 and 5 leaf. Body, 9 ft. Capacity, 1,500 to 1,700 pounds. Hand made and fully warranted drop tail gate. Price, \$50.
No. 2. 1 1/4 Concord steel axles. 1 1/4 tread Sarven patent wheels. Oil tempered springs, 1 1/2-5 and 6 leaf. Body, 9 ft. Capacity, 1,800 to 2,500 pounds. Drop tail gate. Price, \$55.

Here's the wagons and here's your prices! Take your choice!
Full value in each wagon for the money!

BROWN, HALL & CO.,

Manufacturers of BUGGIES, WAGONS AND HARNESS,
GRAND RAPIDS.

Around the State

Movements of Merchants.

Harbor Springs—M. V. Barns has opened a cigar and confectionery store in the Cox block.

Portland—M. J. Dean has put in a merchant tailoring department, placing it in charge of J. W. Ward.

Grand Ledge—Hixson & Bromley succeed Hixson & Epley in the drug, grocery and bazaar business.

Saginaw—J. W. Ippel, the West Side dry goods merchant, has reorganized his baseball club for this season.

Saginaw—H. T. Wilson asks permission of the council to sell goods at auction without license, as he is suffering from a paralytic stroke.

Portland—Ralph Derby has purchased a half interest in the grocery stock of P. M. Moore. The new firm will be known as Moore & Derby.

Petoskey—Thompson Bros. have purchased the grocery stock of W. A. Major in his Emmet street store and will conduct the business at the same stand.

Lansing—Charles Piella has removed his stock of jewelry from the Bennett & Drake drug store to his newly fitted quarters, 121 Washington avenue north.

Union City—S. G. Newman has sold his interest in the grocery and crockery stock of Newman & Fisk to his partner, who will continue the business under the style of H. G. Fisk.

Saginaw—Louis A. Goecker, for many years in the employ of D. E. Prall & Co., has severed his connection with that firm to assume the management of the factory of the E. Feige Desk Co.

Houghton—Joseph H. Hodgson and Wm. B. Hoar have formed a copartnership under the style of Hodgson & Hoar to continue the general merchandise business formerly conducted by R. M. Hoar.

Detroit—F. D. McAdams, for six years engaged in the retail grocery trade at Addison, is closing out his stock and will shortly engage in the wholesale eggs, butter and fruit business on Greenwood avenue.

Stanton—W. H. Owen, formerly of the firm of Hawley & Owen, who is now engaged in the grocery business at Lake Odessa, will soon move his stock here and form a copartnership with T. S. Earl in general trade.

Adrian—John W. Gunsolus, the flour and feed dealer, is having the old wooden building on the northeast corner of Main and Church streets torn down, preparatory to erecting a handsome two-story brick and iron building.

Saginaw—L. G. William Kohn has uttered a chattel mortgage to Adolpheus Fixel as trustee for \$5,767.90, covering the goods in his general store at 601 and 603 Gratiot street, to secure the claims of thirty-six creditors. The mortgage provides for a continuance of the business.

North Lansing—Receiver Stone, of the Central Michigan Savings Bank, has sold the Hart flouring mill here to Senator Hughes, of Barry county, who has sold his mill at Irving and will make North Lansing his future home. The consideration was \$5,000. Although the mill has been in the hands of the receiver for four years, he has never been able, on account of the hard times, to dispose of it. Some years ago the water power, upon which the mill has the first claim, was mortgaged for \$10,000 and the mortgage was paid. The machinery originally cost \$12,000.

Hemlock—William Pahl's general store was burglarized last Tuesday night. Nine dollars in cash and \$150 worth of goods were taken. After securing the booty, the thieves took a handcar from the tool house and escaped eastward.

Manufacturing Matters.

Holland—Walter Van Kuren has opened a restaurant on Eighth street.

Sodus—G. Handy has established a factory for the manufacture of berry crates.

Cheboygan—Pelton & Reid are running their mill night and day, with a double crew.

Big Rapids—C. W. Barton has sold his millinery stock to Mrs. Harris, who will continue the business at the same location.

Cheboygan—Swift & Clark have received 1,500,000 feet of logs from Carp River, which will be manufactured at their mill.

Boyne Falls—C. F. Hankey & Son will erect a grain elevator here and also enlarge the capacity of their mill at this place.

Oskar—Oscar Eliason has contracted to furnish half a million feet of birch, oak and basswood lumber to Leopold & Austrian, of Chicago.

Petoskey—C. B. Henika & Co. are closing out their furniture stock and will devote their entire attention to the undertaking business.

Central Lake—F. E. Barry, formerly engaged in the manufacture of cigars at Charlevoix, has concluded to embark in the same business at this place.

Bay City—Green & Braman have begun running their mill a day and a quarter time. The firm has a stock of logs to keep the mill running during the season.

Gaylord—A. C. Teer has resigned his position as clerk at F. A. Kramer's clothing and dry goods store, to take a position with the Jackson Sleigh Co., at Jackson, as office manager.

Plainwell—C. W. Machemer has purchased a half interest in the leather and web suspender business of Fred D. Havens. The new firm will be known as the Michigan Suspender Co.

Cheboygan—The Cheboygan Wood Turning Co. has leased the old Nelson mill site, on the river above the dam, and will build a new plant to consist of a dry kiln, factory and warehouse.

Ludington—Louis Bockes, who has been clerking in the drug store of Dr. Carroll for some time, has removed to Frankfort with the avowed intention of engaging in the drug business there.

Saginaw—The planing mill of Charles Lee, which has been idle some time, is being fitted up for business, and the firm has work in sight for it. The sawmill on the same premises will also be operated this season.

Detroit—Articles incorporating the Davis Rail Brake Co. have been filed. The purpose given is the manufacture of car brakes, and the equipping of street and railway cars. The capital stock is \$1,400, all paid in.

Battle Creek—The officers of the Postum Cereal Co., Ltd., are elated over the decision of Judge Cox, in the United States Court at Rochester, who granted an injunction against the Genesee Pure Food Co., of LeRoy, N. Y., prohibiting the use of a red seal trade mark in imitation of the design used by the Postum Cereal Co. The Genesee Co. accepted the injunction as final and settled the case by paying money damages. Other suits will follow against other concerns.

Menominee—The Edward Hines Lumber Co., of Chicago, has purchased 10,000,000 feet from the Perley Lowe cut of the Witbeck mill. This includes all of the rougher grades to be manufactured this season. It is the largest sale of the past two weeks.

Saginaw—The Central Lumber Co., of which Col. A. T. Bliss is the principal stockholder, has bought 5,000,000 feet of logs in the Lake Superior district, which are to be rafted to the mill here to be manufactured. The mill will start for the season next week.

Adrian—A. H. Bailey, of the Bailey & Walker Oil Co., of Detroit, has just returned to Adrian from the East with drilling outfits which will be used in developing promising oil fields in Lenawee and Monroe counties, where options have been secured upon 6,000 acres of land.

Clare—The stave and heading plants of C. W. Althouse, at this place and at Ithaca, will manufacture this season 18,000,000 staves and 1,600,000 sets of heading. The product goes to New York, Philadelphia, and San Francisco. It requires 35,000 cords of bolts to stock the plant in a single season.

Traverse City—The Fulghum Manufacturing Co. has exhausted its season's supply of logs, which consisted of 550,000 feet of custom work, and as far as is known now the sawmill is shut down for the summer. The only machinery now in motion at the factory is in the flooring department, which is running full blast and furnishes employment for about twenty-five men.

East Tawas—The Tawas Bay Lumber Co. has been organized to do business here, with Temple Emery at the head. The company has purchased a large store building here and has leased what is known as the White mill property, and will operate the mill this season. The company has 5,000,000 feet of logs already secured and the mill is being repaired and put into shape to begin operations.

Benton Harbor—J. B. Graves has sold his stock in the Fontaine Milling Co. to W. C. Cantrell, who has been interested in the company for the past two years. C. M. Edick and C. H. Porter have also purchased stock in the company, the former taking the office of President, while the latter will serve the corporation in the capacity of Vice-President. Mr. Cantrell will continue in the management of the business.

Negaunee—The Jackson Iron Co. has put some men at work exploring for ore on the north side of the county road leading to Ishpeming, between the Lake Superior & Ishpeming Railway line and the hill opposite the Anthody Powder Company's works. It is the opinion of many, especially those who have worked at the Jackson mine, that there is ore in that hill. Some test pits are being put down but it is likely that a diamond drill will be put at work there later, particularly if good indications of ore are found.

There is now going on some legal controversy concerning a movable campaign platform. This is a useful but not a new thing. A candidate that has been nominated on one platform often does his stump-speaking on one that is quite different; and if he is elected he generally forgets both the convention and the campaign platforms. The movable article is useful.

Women displayed more courage than men at the Paris bazaar fire.

The airship appears to have gone up.

The Church Was Never Built.

A leading citizen once called at the office of D. P. Clay, when that gentleman had his headquarters at the foot of Lyon street, several years ago, and found Mr. Clay, D. A. Blodgett and the late D. M. Benjamin discussing the plans of the church edifice the Unitarian society contemplated erecting at that time on the lots now occupied by the Hartman wooden row on East Fulton street. Mr. Blodgett opposed the idea of a steeple and frankly stated that if his objection was not sustained, he would not contribute a d—d cent; Mr. Benjamin objected to some other feature and presented the same alternative, equally as emphatically stated; Mr. Clay failed to agree with the architect in some other respect and those who know him at all are willing to concede that his alternation was expressed in even stronger terms than had been used by the other gentlemen. The caller could not repress the mirth which the scene had evoked and intimated that a church erected under the supervision of gentlemen who had such an emphatic way of expressing themselves ought to be a model of its kind. Fortunately or unfortunately, the edifice never got further than the architect's drawings.

Retain Trade Secrets.

A merchant's good-will is just as necessary to his business as is his capital; but it is by no means as well protected. Employees, however, do not view this matter in the light they should, and therefore do not realize the importance of betraying trade secrets. An employee frequently does, upon entering a new house, either in order to make himself appear smart, or from spitefulness or thoughtlessness, impart business secrets which are of serious moment to a former employer and which sometimes results in wrecking his business. Whatever the motive, no employee who is guilty of such a thing is worthy to be trusted. There is no more justification for doing this than there is for stealing money, and, rest assured that an employer is pretty sure to size this sort of person up and drop him when there is nothing more to be acquired.

ALL JOBBERS SELL

THE FAMOUS

ROYAL KNIGHT

AND

AMERICAN QUEEN

THEY ARE

Ten Cent Cigars

FOR

5 Cents

It is a pleasure to smoke them. They are up-to-date. They are the best

5 Cent Cigars

ever made in America. Send sample order to any Grand Rapids jobbing house. See quotations in price current.

Grand Rapids Gossip

Wm. E. Martin succeeds John Wilkinson in the meat business at 661 South Lafayette street.

Stiles & Phillips have closed out their stock and retired from the produce and commission business.

Ignatz Skula has removed his grocery stock from 249 Butterworth avenue to the corner of Seventh and Davis streets.

B. De Wolf will shortly open a new grocery store at Mackinaw City. The Musselman Grocer Co. has the order for the stock.

F. E. Prestel, dry goods dealer at Sheridan, has added a line of groceries. The Ball-Barnhart-Putman Co. furnished the stock.

Geo. H. Kirtland has purchased the grocery stock of B. Doyle & Son and consolidated it with his general stock at 1161 South Division street.

Jno. Odejewski has arranged to open a grocery store at the corner of Fifth and Davis streets. The Ball-Barnhart-Putman Co. has the order for the stock.

John W. Olin, formerly engaged in the meat business at 699 South Division street, has purchased the market of E. J. Moore, at 447 South Division street.

John C. Becker has sold his grocery stock at 659 South Lafayette street to Philip L. Faulk and Levin D. Blackford, who will continue the business at the same location under the style of Faulk & Blackford.

The net earnings of the Grand Rapids Gas Light Co. for April amounted to \$9,195, in comparison with \$8,138 during April of last year. From January 1 the net earnings have increased over 6 per cent. in comparison with the first four months of 1896.

The Grain Market.

The phenomenally fine weather, the large Northwestern receipts and the dullness in trade combined were too much to sustain prices, notwithstanding, the visible decreased 2,125,000 bushels, being 600,000 bushels more than was anticipated. The Argentine shipments were small, being only 1,671,000 bushels during the past sixteen weeks, while the shipments during the corresponding time last year were 13,250,000 bushels. It is a mystery that wheat should be continually selling lower in the face of all these facts. In ordinary times, with this large decrease in the visible it would have advanced fully 5c per bushel, especially as the visible is now only 29,737,000 bushels, against 71,492,000 bushels on the same date in 1893, when wheat was being sold at 67c per bushel here. However, we have to take things as they are and await developments. The receipts of winter wheat still continue small, if not smaller than ever, and this is because there is none left in the farmers' granaries. Even the elevators are being cleaned out and the mills that are running find it very difficult to get wheat enough to keep the mills in operation. Another thing makes matters still worse—it will be fully two months before new wheat will be suitable for milling purposes. There are only 26,000,000 bushels of available wheat to-day in Chicago, Minneapolis, Duluth and on the lakes. The balance will be used locally. New York has only 710,000 bushels, against 7,000,000 to 10,000,000 bushels

as a usual amount. The bears do not seem to be daunted in the least, but, on the contrary, continue to sell. However, they will have to buy in some day and then they will find there is no wheat to fill the contracts. Even after the new wheat comes on the market it will take some time to fill the empty bins in the elevators and mills, so that there will be any to ship. The short sellers seem fearless, however.

Corn is about 1c per bushel higher than one week ago, but oats remain unchanged.

The receipts during the week were not large, being only 28 cars of wheat, 8 cars of corn and 4 cars of oats.

Local millers are paying 83c for wheat C. G. A. VOIGT.

The Produce Market.

Asparagus—Home grown has declined to 15@18c per doz. bunches.

Beets—50c per doz. bunches.

Butter—Separator creamery is held at 14@14½c. Dairy grades are very plentiful and command only 8@9c per lb. for the best.

Cabbage—85c per doz. for Mobile stock.

Cucumbers—Home grown command 50c per doz. Southern fetch 30c.

Eggs—The market is fairly steady on the basis of 7@7½c on track. Cold storage operators have ceased taking eggs, on account of the deterioration in quality.

Honey—White clover is in fair demand at 12@13c. Buckwheat is not so salable, bringing 8@10c, according to quality and condition.

Lettuce—Grand Rapids forcing 10c per lb.

Onions—Dry stock from Mississippi commands \$2.25 for 1½ bu. sack. Green fetch 10c per doz. bunches.

Pieplant—1c per lb.

Pineapples—\$1.50 per doz.

Potatoes—New Bermudas command \$4 per bbl. Home grown are still dull and sluggish.

Radishes—20c per doz. bunches.

Spinach—Home grown commands 75c per bu.

Squash—Illinois stock brings 5c per lb.

Strawberries—The market is higher than a year ago by 50c a case. There has been a steady decline to \$2.50 per case and the tendency is downward. The movement is heavy and the quality is averaging very good. When arrivals come from points nearer home the market is expected to go still lower. Medium and poor stocks sell at less than quotations, but they are unsatisfactory for shipping.

Tomatoes—\$2.75 per crate of 6 baskets.

Wax Beans—\$2 per bu. crate.

The G. J. Johnson Cigar Co. sold over a million S. C. W. cigars during 1896 and, judging by the enormous increase in the demand, the sales will aggregate about 2,000,000 this year. In spite of the rapid increase in facilities, the demand keeps pace with the capacity of the factory, so that the manufacturer is sometimes compelled to ship out goods before they are fully seasoned. Dealers are requested to keep their surplus stock in a dry place, so that the brand may be as dry as possible when taken by the smoker.

Henry Kronemeyer and Miss Jessie Brummeler have joined hands and fortunes and taken up their residence at 373 Grandville avenue. Mrs. Kronemeyer has been an esteemed employee of the Commercial Credit Co. for the past five years and will continue in her old position.

K. T. Vanden Bosch, manager of the Enterprise Clothing Co., at Grand Haven, will be married this evening to Miss Cora Home, one of the fairest denizens of the Sand Hill City.

The Grocery Market.

Coffee—No advances have been made in quotations, although they are promised every week. The large receipts of Rio and Santos coffee tend to keep the market down. It is hard to see how the market can go lower than it now is. The war is still on with the roasters, but as they are still making money, even at the low prices at which they are offering their products, it is hard to say when the war will cease. As soon as the tide turns in bulk coffees, an advance in roasted package coffees may be looked for. As the market goes lower the retailers are more careful buyers. The reverse of this was true at the beginning of the decline. Many retailers were caught with large stocks of coffee on hand which they have had to use in competition with their neighbors' lower priced goods.

Tea—The expectation that the tea duty portion of the tariff bill will pass seems to be held by many, although there will be strong opposition to it from the trade. The most of the buying is being done on this account. High-grade teas are very firm, although there has been no further notable advance during the week. Low grades are stiffening up a notch every day. The consumptive demand seems to be about as usual, although jobbers are selling considerable tea, probably more from speculation than anything else.

Rice—Eastern markets are strong. The crop of India rice is larger than usual, and the stocks in hand for this country are larger by 75,000 tons than last year, but this excess will not avail to bring up stocks to normal conditions in this country.

Canned Goods—Reports from the East show that cheap tomatoes have been pretty well cleaned up and the market is stronger in consequence. There is a shortage in lemon cling peaches and apricots, and an increased demand for Southern peaches. The cheaper grade of apricots has been cleaning up at a concession from former asking price, and the market is firmer because of it. The loss of a cargo of 14,000 cases of Alaska salmon has made the market in that fish firmer in the East. Reports from the Sacramento River canneries say that the run of salmon thus far is fair, but on the Columbia the run is light, owing to cold weather. When the weather warms, it is expected that the run will be good. A considerable part of the catch on the Columbia now is going as fresh fish to consumers East, and sales are made to canners at 4c, but it is expected that the price will drop soon to 3½c. The prices of futures are so low that nothing above this price for fresh fish could be possible and let the canners out whole.

Dried Fruits—Prune prices show no change and the market is steady. The demand for peaches is small, some fancy and low grades selling. The prices show no change, but it is generally agreed that few, if any, peaches will be carried over. Nothing new in currants can be reported. Prices are unchanged and the demand is light. Raisins are also in very light demand. Some few are selling, but price is unchanged. Apricots are in fair demand and the supply is getting well cleaned up. The price is unchanged.

Provisions—The provision trade has disclosed no striking feature during the past week and prices are not much at variance from the position a week ago, there continuing relatively more of weakness in lard than for meats. The

export clearances of product are largely of both lard and meats, and decidedly in excess of the corresponding time last year.

Fish—Cod is practically unchanged, the market being slow, as is usual at this season. Lake fish are in fair demand, and rule at unchanged prices. Mackerel is lower and is likely to go still lower. The explanation of the downward movement is thus given by John Pew & Son under date of May 14: "The catch of new mackerel thus far is about six fold increase over the same period last year and indicates a large body of mackerel on our coast. When they are fatter they will be excellent in quality; and should the catch off our New England coast during the summer and fall months be what is anticipated in quantity the prices will rule reasonable, more so than for a number of years, and the trade will enjoy having nice mackerel once more, as aforetime."

Flour and Feed.

The conditions are such that conservative buyers prefer not to carry heavy stocks of breadstuffs, and, in consequence, the buying for the past week has been of hand-to-mouth character. The weather has been universally favorable for growing crops and, although the present condition of growth is fully two weeks later than last year, and some fields of wheat have rather a pinched, yellow appearance, the real condition may be better than last year, when the early warm weather hurried the wheat plant forward so rapidly that it was in poor condition to withstand the difficulties of the season to be encountered later, and resulted in a disastrous failure. On the whole, however, the conditions are favorable for a good, fair crop of winter wheat in Michigan this year.

Stocks of flour are light at the seaboard and at interior points, but the trade is in a somewhat congested condition on account of the manipulator playing football with wheat and the fact that holders of cash grain demand so large a premium over future delivery, that buyers of flour are extremely cautious, and the miller as well, not knowing what a day may bring forth. Until after harvest and the trade gets settled down to a working basis, we must naturally expect a nervous, excited market; but if statistics have any value, better prices should soon prevail.

Millstuffs are dull, with prices about the same as last week. Feed and meal are nominally unchanged.

WM. N. ROWE.

In the death of Nelson B. Clark Michigan loses a representative man and Grand Rapids suffers the loss of a patriotic citizen. Embarking in the tanbark business over twenty years ago, he gave that industry the benefit of his best thought and most energetic effort, and much of the remarkable development of the business was due to his shrewdness and business sagacity. Mr. Clark seldom had any serious disagreement with those with whom he came in contact, possessing to an unusual degree the happy faculty of smoothing over all differences by the employment of the jovial good nature which appeared to be always on tap when he was around. The Tradesman joins the trade in extending its heartfelt sympathy to the family and friends of the deceased in their affliction.

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

GOTHAM GOSSIP.

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

Special Correspondence.

New York, May 15--The week has been without interesting features and trade has not been very active. But matters might be a good deal worse. Somebody said "Tariff on tea," and immediately the article was galvanized into life, the price was advanced 2@5c per pound, and thus it is that the tariff works, whether there is a tariff or simply a rumor of one. Our leading grocery jobbers are doing a pretty good trade, and practically all of them, although still deploring the lack of energy displayed on the part of buyers, admit that their sales are ahead of last year by a very respectable amount.

A call has been issued to the stockholders of the American Grocery Co. to assemble on May 22 and discuss the feasibility of closing out the business of the concern. It is alleged that its enemies have so injured its reputation, that the best thing to do is to suspend operations. Should this be done, it will be the ignominious ending of a wonderful career. As is well known, this concern is the successor of the Thubers. It has been in existence less than three years, but has had a hard struggle most of the time. Such is life.

Our own "Macy" is going to erect a gigantic department store in Philadelphia, it is said, just to return John Wanamaker's incursion into their territory. The war of the giants in the business world is as interesting as that of Greeks and Turks. Every day is fraught with events that are making history, and now we are waiting to see the outcome of the controversy against Havemeyer and Searles by the Government.

Eight cents seems to be the stopping place for Rio No. 7. The volume of business being done is not excessive. The market is fairly steady, however, and holders hope there will be no further slump. The supply here and afloat is double that of last year and quotations on the Exchange for futures are about 50 per cent. lower than twelve months ago. Mild coffees are decidedly firm, and this is true of all sorts of milds, too. Good Cucuta is worth 14@14½c. Sales in no one instance have been very large; but nevertheless the feeling is one of confidence in the outlook.

Some fair orders for granulated sugar have come to hand, but, upon the whole, the market lacks animation at the moment, although the future is looked to hopefully. Raw sugars have sold very slowly and refiners seem to be resting or, rather, working up the liberal supplies they already have.

As mentioned last week, tea has taken on a new lease of life, owing to the tariff "bogey," and the mails are full of cards urging the importance of "immediate purchases" if it is desired to take advantage of the "present very low rates." Nearly every sort of tea has advanced and the demand is active for line goods. Everything is lovely and the advance seems likely to be followed by another.

Rice is steady. Orders coming to hand have been chiefly from the South and foreign grades are seemingly in the most demand. Prices are practically unchanged. A big rice mill began operations in Brooklyn this week, turning out many hundred bags of the finished product every day, and the out-turn will be increased in a short time.

Pepper is in a stronger position than last week. All sorts of spices are firmly held and the chances favor an advance. Cloves are in somewhat better request. The rest of the line is easy, and trading therein is of an average character.

In molasses low grade centrifugals have met with a pretty good enquiry from grocers in the interior, but, aside from this, the market is quiet within the former range of prices. Syrups are quiet and are selling at steady quotations.

In canned goods, not a ripple of interest has taken place during the week. A shipload of canned salmon has gone to the bottom of the ocean by the burn-

ing of a vessel on the Jersey coast, just as it was completing its long voyage from the Pacific Coast. This causes considerable scarcity, comparatively, yet there is probably "enough to go round." Tomatoes are doing a little better than last week, and corn, too, is getting out of the deep ditch into which it had fallen. Aside from a better feeling on these two articles, there is very little of interest.

Oranges are suffering from the arrival of large quantities of strawberries and can be purchased at low rates for nice fruit. Lemons are selling more freely, as the weather and the circus create demand, and prices are higher. Bananas are also higher, the advance having been very considerable. Pineapples are dull, as are other sorts of foreign fruit.

The butter market is weak under increased accumulations and present indications are not particularly full of cheer. Best Western creamery is held at 15c, and if, by virtue of holding at this figure, a customer is likely to be lost, then the figure declines a fraction. The keeping quality of a great deal of the incoming supplies has not been very great and holders are making great efforts to work off any such supply.

Western eggs are worth about 10½c. Receipts, while not very heavy, are yet large enough to keep down prices and the demand is light, too.

The cheese market is about steady, with full cream fetching about 10½c and, if strictly choice, perhaps 1c more. Exporters have done a little better business during the week, but trading generally is quiet in this respect.

In beans, the general situation is very quiet, and the market is easy. Choice marrows are worth \$1.15½. Choice pea, 85@87½c.

Elgin System of Creameries.

It will pay you to investigate our plans, and visit our factories, if you are contemplating building a Creamery or Cheese factory. All supplies furnished at lowest prices. Correspondence solicited.

R. E. STURGIS,

Allegan, Mich.

Contractor and Builder of Butter and Cheese Factories, and Dealer in Supplies.

Established 1780.

Walter Baker & Co. LTD.



Dorchester, Mass.
The Oldest and
Largest Manufacturers of
**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**
on this Continent.

Trade-Mark. No Chemicals are used in their manufactures.

Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children.

Buyers should ask for and be sure that they get the genuine goods. The above trade-mark is on every package.

Walter Baker & Co. Ltd.,

Dorchester, Mass.

Seeds

When in want of Seeds for the farm or garden we can supply them at low prices consistent with quality. Don't deceive yourselves and your customers by handling seeds of questionable character.

**CLOVER, TIMOTHY, GRASS SEEDS,
ONION SETS, FIELD PEAS, ETC.**

GARDEN SEEDS IN BULK.

ALFRED J. BROWN CO., GROWERS AND MERCHANTS,
GRAND RAPIDS, MICH.

SEEDS

CLOVER AND TIMOTHY.

All kinds of
FIELD AND GARDEN SEEDS.
Correspondence solicited. Your order will follow, we feel sure.

BEACH, COOK & CO.,

128 to 132 West Bridge St. GRAND RAPIDS, MICH.

SEEDS

The season for **FIELD SEEDS** such as **CLOVER** and **TIMOTHY** is now at hand. We are prepared to meet market prices. When ready to buy write us for prices or send orders. Will bill at market value.

MOSELEY BROS.,

Wholesale Seeds, Beans, Potatoes, 26-28-30-32 Ottawa St., Grand Rapids.

The Vinkemulder Company,

JOBBER OF

Fruits and Produce

MANUFACTURER OF

"Absolute" Pure Ground Spices, Baking Powder, Etc.

We will continue to put up Baking Powder under special or private labels, and on which we will name very low prices, in quantities.

We make a specialty of Butchers' Supplies and are prepared to quote low prices on Whole Spices, Preservative, Sausage seasoning, Saltpetre, Potato Flour, etc.

We also continue the Fruit and Produce business established and successfully conducted by HENRY J. VINKEMULDER.

THE VINKEMULDER COMPANY,

Successor to Michigan Spice Co.,

Citizens Phone 555.

418-420 E. DIVISION ST., GRAND RAPIDS.

GREEN GOODS...

In the eyes of the law of **Supply and Demand** can now be handled at a good profit by grocers who receive our daily **confidential** price list. Drop us a postal if you want the largest assortment.

ALLERTON & HAGGSTROM,

JOBBER OF FRUITS AND VEGETABLES,

Both Telephones 1248.

127 Louis Street.

Grand Rapids, Mich.

Illinois Strawberries

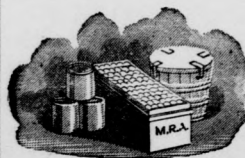
Are now in

They are Fresher and Cheaper.

Onions, Spinach, Radishes, Lettuce, Cucumbers, Tomatoes, Oranges, Lemons, New Potatoes, Summer Squash, Fancy Honey. All seasonable Vegetables.

**20 & 22 OTTAWA ST.,
GRAND RAPIDS, MICH.**

BUNTING & GO.



50,000 Pounds Butter

Wanted to pack and ship on commission.

Good outlet.

Eggs on commission or bought on track.

M. R. ALDEN,

98 S. DIVISION ST.,

GRAND RAPIDS.

Loss Off on Eggs.

From the New York Produce Review.

The Egg Committee of the New York Mercantile Exchange has enacted a rule that sales of eggs between members should, on and after May 10, involve the element of "loss off" unless otherwise expressly agreed. This is the signal for a general reversion to the "loss off" system for the rest of the season.

Last week we took occasion to advance some arguments in favor of case count egg business the year around. We did not expect that anything would come of it at present, but the matter has occasioned some discussion here and there which brings up some rather interesting facts. First, as might naturally be expected, dealers in eggs who buy from receivers seem to be chiefly opposed to any change in the present system of selling off during most of the year. Second, we have talked to but very few receivers who do not admit that the change to a case count system at all seasons would be a great advantage to the trade, and that it would produce the result which we claimed—a finer quality of eggs and a saving in the freight and expense of handling of thousands of cases of useless eggs.

Of course, the first thought as to this latter proposition is that the effect might be different; that if shippers knew their goods would be sold at market they would be inclined to put in everything—good, bad and indifferent and that our receipts would grow poorer instead of better. We are convinced that this would not be the result, because if buyers were compelled to take eggs at market they would discriminate so closely as to quality that the really fine eggs—those which were properly graded as to size and cleanness and freshness—would be salable so much higher than ungraded and defective eggs that shippers would find it greatly to their interest to leave the defective eggs at home. It is very probable that during the heated term, and in the fall when collections are of all ages, the ungraded eggs would sell so low that they would be forced out of market. The forced grading would then give us all the "seconds" which could be sold in cheap channels of trade and the really useless eggs would be mostly thrown out in the West. This would have another important and salubrious effect. Shippers, knowing that the reputation of their brands would have to be kept on a high plane in order to retain their hold upon our market, would be obliged to discriminate more closely in their own purchases. Poor eggs—bad or stale—would soon be thrown back upon the producer. Poor eggs would lose their value entirely and farmers would be compelled to take better care of their stock. Improvements in methods of collecting would be devised because their need would become imperative and the egg industry in general would get a move in the right direction.

It is all very well to talk of improvements in egg production and handling; they will never be attained until the system of business is so arranged as to compel them by making any other

course unprofitable. Nothing argues like a man's pocket book.

When we first tackled this subject about a year ago we advocated a close grading of eggs under the present system. We still believe it to be best, but we are now convinced that it will not be obtained under a system of "loss off" selling. We are satisfied that it would be forced within two or three months by a change to "case count" sales in the summer.

He Was a Judge of Tea.

A certain gentleman, who is somewhat of a gourmet, discovered one day that his wife was giving him 25 cent tea to drink. Although he had never made any complaints about the quality of the tea, no sooner did he discover the price than he detected all sorts of shortcomings in the article supplied, and when he went down to business that morning he dropped into a tea store and bought a pound of orange pekoe at 80 cents. This he carried home in the night, and, taking the opportunity of the kitchen being empty, he hunted around until he found the tea caddy nearly full. The contents of this he threw away and replaced it out of his own package. It had not been his intention to say anything about the substitution, but next morning he could not help referring to the improved quality of the beverage.

"This is something like tea this morning," he said. "Don't you notice the difference?"

"No, I don't," said his wife. "It tastes to me exactly like the tea we have been drinking for the last month, and so it should, for it is the same tea."

The husband laughed.

"That's just like a woman," he said. "You never know what is good and what isn't unless we tell you. Now I could have told you with my eyes shut that this tea is better than what we have been drinking."

"It's a pity you haven't been drinking with your eyes shut all along," retorted the lady. "Anyway, it is the same tea."

"Now I'll just prove it to you," said her husband, "how defective a woman's sense of taste is. Yesterday I bought a pound of 80 cent tea, threw out what was in the caddy, and put mine in its place. And to think you never noticed the difference."

"Which caddy did you empty?"

"On the upper shelf of the pantry," was the reply.

"I thought so," said the lady, quietly. "That was some special tea I keep for special occasions. The caddy with the cheap tea is in the cupboard of the kitchen; and this," she added with an exasperating smile, as she lifted the teapot, "was made out of the self-same caddy as it has been every morning. What a blessing it must be to you to possess such a cultivated taste. I have heard that tea tasters get very high salaries. Now, why don't you—"

But the gentleman cut her remarks short by leaving the room.

How the Dog Died.

Herr Oil—Haf you heard dot dog of mine ate a tape measure undt died?
Herr Kut—I suppose he died py inches, nicht var?
Herr Oil—Abernit; he vent oudt in der alley und die py der yard.

Wm. H. Thompson & Co.,

Wholesale

Potato Commission Merchants

156 and 158 South Water St., Chicago.

REFERENCE:

Bank of Commerce, Chicago.



A PURE MALT SUBSTITUTE FOR COFFEE
MANUFACTURED BY

KNEIPP MALT FOOD CO.

C. H. STRUEBE, Sandusky, Ohio,
Agent for Ohio, Indiana and Michigan.

MARK

Your next shipment of BUTTER to Harris & Frutchey.

They will pay cash on track at your station for EGGS and BUTTER.

Correspondence Solicited.

DETROIT.

HARVEY P. MILLER.

EVERETT P. TEASDALE.

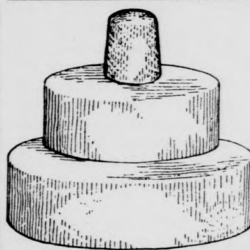
Miller & Teasdale

Fruit and Produce Brokers.

BEANS OUR SPECIALTY POTATOES

Consignments solicited. Advances made.
Reference: American Exchange Bank, St. Louis.

601 N. Third Street,
ST. LOUIS, MO.



R. Hirt, Jr.,

Market St., Detroit.

Eggs are always in demand with me. Will buy same at point of shipment, or delivered, in small or large lots. Write for particulars.

Use Tradesman Coupon Books and Avoid Loss

REFERENCES.

CORN EXCHANGE NATIONAL BANK, PHILADELPHIA, PA.

FOURTH NATIONAL BANK, GRAND RAPIDS, MICH.

W. D. HAYS, CASHIER, HASTINGS NATIONAL BANK, HASTINGS, MICH.

D. C. OAKES, BANKER, COOPERSVILLE, MICH.

W. R. BRICE.

ESTABLISHED 1852.

C. M. DRAKE.

W. R. BRICE & CO.,

PRODUCE COMMISSION MERCHANTS,

23 SOUTH WATER STREET, PHILADELPHIA, PA.

Largest receivers of Fancy Michigan Creameries and Michigan Eggs in Philadelphia. Stencils furnished on application.

We solicit your shipments. Cold storage on the premises.

OTHER

REFERENCES.

Our many friends in Michigan, many of whom have been shipping us for years.

Other references if requested.



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, - - - MAY 19, 1897.

THE WORLD IS GETTING BETTER.

That the world, or, more properly, human society which makes up the world of human life and work, is growing better there can be no question. This fact is seen in the enormous growth of charitable and humane work. It extends to every department of life and business, and is carried on not only by vast united effort, but by individual exertion which embraces a great majority of the population. There never was in any age of the world so great a number of hospitals, of asylums, and of other institutions for the relief of human misery and the amelioration of human suffering, as at present, and whether they are established and conducted by national, state or municipal governments, or by private charity and enterprise, they all go to testify to the immense upgrowth in the people of the present age of pity, human sympathy and loving kindness for the unfortunate and the wretched among their fellows.

Then there are the libraries, the grand and extraordinary system of free schools, and the universities and colleges endowed by states or individuals which have sprung up in all parts of the country to enlighten the dark places of the human intellect, and to make war on those twin relics of barbarism and foes of progress, ignorance and bigotry. On every hand there is seen this general and almost universal effort to lift up the lowly, to enlighten the ignorant and to bring human beings into such condition of improvement and mental, spiritual and physical elevation as that they may be fitted for the enjoyment of the kinship which is claimed for them. The whole of mankind is incapable of fulfilling the functions of brotherhood, and if there be any such relationship, the population of the earth must be brought to it through such humanizing influences as only charity, benevolence and education can provide.

This beneficent work is being carried on to a most remarkable degree and it is the crowning glory of an age that has been characterized by the greatest advance in liberty and enlightenment. There could be nothing more auspicious for human welfare than that the Twentieth Century should be ushered in by a grand sunburst of spiritual and intellectual illumination qualified by widespread love and charity for one's fellow-creatures.

In such a state of society, every individual is given an opportunity to make the best of his capacities and talents. Those who can help themselves are encouraged to do so. Those who cannot, by reason of incapacity, engage in the struggle unassisted, will be helped at need. Those who refuse to make any exertion will be made to suffer the just consequences, and those who prefer to do evil will be punished by the firm and strong arm of the law.

The evidence that the world is growing better, that ignorance and bigotry are being dispelled, and that love and charity among the human race are having uncommon growth and scope, is indisputable. Professions and pretensions are being discredited and discarded everywhere, and people are now judged by their works, and the enormous development of practical beneficence proves that good works are vastly more the rule than ever before. A man's works are the only test by which his fellows can properly judge him, and the wide growth of love and charity among men is attested by the vast development of practical beneficence which crowns the age.

PASTERS ON SILVER COINS.

So many enquiries have been made in regard to the legality of putting "pasters" on silver dollars that the Treasury Department has issued the following circular:

A new way of using the Government coins for advertising purposes was brought to the attention of the Secretary of the Treasury to-day. In a remittance from a Southern bank were found a number of silver dollars, on one side of which was pasted the printed card, or label, of a business firm. As the paper on which the notices are printed is cut a little smaller than the coin and stuck on with the most adhesive glue, the removal of the paper is made with great difficulty. The inventor of the scheme evidently counts on doing an extensive business, as at the bottom of the card is printed "Copyrighted, 1892." There seems to be no end to the ways and means used in the effort to use the coin as an advertising medium and evade the law. This latest scheme, if permitted, would make all such pieces simply tokens for advertising purposes. The Department will not receive the pieces so defaced, but will return them at the sender's expense for cleaning; otherwise the coin would have to be specially treated by the Department for the removal of the paper before it could be reissued.

It would seem from the reading of the above that unless Congress should enact a law regarding the pasting of these coins the persons now using the coins for advertising purposes are not violating any law.

Chattanooga stands as a shining light to all American municipalities. Oct. 1, 1893, the city had a floating debt of \$75,000, with no outlook for paying it, except resort to increased taxation. The city authorities adopted the method of retrenchment instead of increased taxation. Headed by the mayor, they wrought so wisely and well that in two years they brought this debt down to \$5,000. They not only did not increase the tax rate meantime, but actually reduced it. This story teaches that other city authorities can do likewise if they are as honest and shrewd as those of Chattanooga.

One of the bank wreckers in New Orleans has been sentenced to three years hard labor in the penitentiary. It will be seen that even a banker has often to work hard for his money.

GENERAL TRADE SITUATION.

The fact that the general aggregate of business continues so large in spite of the continued decline in prices, argues that the quantity of goods handled is normally large and is constantly increasing. When it is considered that prices in 1892 averaged over 23 per cent. more than at present, it will be seen that the current statements of transactions measured by values means the production, distribution and consumption of a much greater quantity than for a number of years past. The tendency of manufacturing prices continues in the wrong direction, especially as to iron and textiles. The most unfavorable indication as to general prices is the tremendous rush of imports to anticipate the new tariff. It looks as though this must result in a cheapening of such merchandise to an extent that bodes no good to our own manufactures, for a time, at least, whatever it may mean for low prices to consumers.

The movement of the wheat market seems to be in sympathy with the war outlook in the East, although the decline this week is, perhaps, not quite so pronounced as might be expected in consideration of the situation there. The general market conditions seem to be such as will prevent any great decline.

The iron and steel situation continues very unsatisfactory as to prices. The failure in agreement between the prominent manufacturers, as to prices of beams and other productions, has operated to depress quotations still further below the figures which had already broken the records. The low prices for ores seem likely to affect all lines of iron and steel production in similar proportion.

The situation in textiles continues without material change except that the price of cotton has advanced somewhat as a consequence of the lessened production, caused by the Southern floods. Both cotton and woolen fabrics continue in poor demand and the outlook is for further restriction of production.

The demand for general merchandise is reported better at many Western and Southern points, although there is still complaints that the tendency continues for hand-to-mouth orders.

Bank clearings for the week slightly exceed the billion point again—\$1,004,000,000—a decrease, however, of 10 per cent. from the preceding week. Failures are larger again—251, as compared with 228 last week.

AN ANTI-BRITISH ALLIANCE.

The report cabled from Berlin to the effect that an agreement had been entered into by Germany, Russia and France, whereby affairs in Africa are to be settled on a distinctly anti-British basis, evidently voices rather the hopes and wishes of Emperor William than describes an accomplished fact. It is said that the three continental powers have agreed among themselves to insist upon the complete independence of the Transvaal, and are prepared to offer armed opposition to any British attempt at coercion in South Africa. It is also reported that the price of France's support is a promise by the other powers to join her in a demand for England's withdrawal from Egypt.

There is no reason whatever to doubt that Germany and Russia are endeavoring to create an anti-English feeling, and would gladly bring about a continental coalition against Great Britain. It is not at all probable, however, that

France has been led into any such agreement as that described, for several very good reasons, the principal of which is the opposition of the masses in France to any rapprochement to Germany as long as that power retains the conquered provinces of Alsace and Lorraine. As much as France dislikes the presence of the British in Egypt, that is really a small matter compared with the presence of Germany in Alsace-Lorraine. As far as the Transvaal is concerned, France is not likely to display any concern whatever, as she has no interests in that part of the world. The only power showing any concern at the possible fate of President Kruger's little republic, so-called, is Germany, even Russia having no motive for action, except a general conflict of interests with Great Britain.

The prospect that England will soon coerce the Boers is a very bitter pill for Emperor William, and a realization of how utterly helpless he is to offer any interference has, no doubt, goaded him into proposing to the other continental powers a coalition against the British. The absence of a formidable navy would make Germany utterly helpless as against England. It is a knowledge of this fact which has been at the bottom of the frantic efforts Emperor William has recently made to induce the Reichstag to authorize the building of a number of additional warships, and his chagrin and rage at the refusal of the legislative body to accede to his wishes is amusing.

France has a very good navy, but that the French people will submit to being made a catspaw for Germany is not in the least probable; hence Emperor William will have to bear the mortification of witnessing the coercion of the Transvaal, should President Kruger prove obstinate and refuse to accede to the demands of Great Britain as best he may. Russia is not to be relied upon for a moment, as her policy is too utterly selfish to permit of her aiding anybody where her own interests are not at stake.

THE IMPORTATION OF SUGAR.

The very heavy importations of sugar into the United States for some weeks past show clearly that the Sugar Trust is preparing to fortify itself against the increased duties which are expected to follow, whether the Senate bill or the Dingley tariff becomes law. One or the other of these measures, or a combination of both, is sure to pass; hence the refiners feel safe in accumulating quite a year's supply of raw sugar.

These importations have been going on at all the ports of the United States. The most serious feature of these enormous importations is the result which they will have on the collection of revenues for the next year or eighteen months. With so much sugar accumulated in advance, the imports are sure to be very small for a long time after the new tariff bill passes; hence the expected increase in revenue will not be developed for some time.

There is very little basis for the expressed hope that the approach of warm weather will cut off the length of the speeches in the Senate. These old talkers, like old ball players, never limber up for their best work until the weather gets good and hot.

The old saying about "the hand that rocks the cradle is the hand that rules the world" should be called in. Scientists say that the baby should no longer be rocked; that the motion disturbs the growth of its brain.

THE REVOLUTION IN BRAZIL.

No attempt is now made to disguise the fact that a serious revolutionary movement is in progress in Brazil. What was at first described as an outbreak of religious fanatics is now admitted to be a formidable political upheaval. The federal troops of Brazil have been unable to cope successfully with the so-called fanatics, but have met with disastrous defeats on several occasions.

As an evidence of the grave character of this outbreak, which originated apparently in the province of Bahia, the President, in his recent message to the Brazilian Congress, urges the necessity for the prompt reorganization of the army, so as to put it in a condition to cope successfully with the revolutionists. This is tantamount to an admission that the Brazilian army is not sufficiently numerous nor properly equipped to cope with a serious uprising. Since the dethronement of the Emperor Dom Pedro the army has been the mainstay of the republic; in fact, it has wielded a paramount influence. If, therefore, the army has decayed it is evident that the republic itself has lost in strength, hence there is grave reason for fearing that the revolution in progress may prove serious.

Brazil is now suffering from serious financial difficulties. The shrinkage in the price of Brazil's principal products has materially cut down the revenues, and this fact, joined to a general lack of thrifty administration, has greatly impaired the credit of Brazil and created a spirit of discontent which makes the time propitious for revolutionary attempts.

It is a notorious fact that but few of the old-time public men who won fame and reputation under the Empire have taken any prominent part in public affairs since the advent of the republic. These men control very largely the wealth of the country, and their influence is, without doubt, being secretly directed towards the undermining of the existing regime. Just what form of government they propose to substitute for that now prevailing is not so clear, but it is scarcely probable that they would attempt to place the old Emperor's daughter on the throne, as she was never very popular, even during the existence of the monarchy. A restoration of monarchy in some form will, no doubt, be attempted, but that a monarchical government can again be made permanent in Brazil is very doubtful.

THE NEW GUN BOATS.

During the past few weeks several new gunboats, recently completed for the Government, were given their trial trips, and in every case they not only came up to contract requirements, but gave great satisfaction to the naval experts appointed to superintend their trials.

These new gunboats are nine in number, three having a displacement each of 1,400 tons and six of only 1,000 tons. Five of the boats are twin-screw vessels, with only sufficient sail power to aid them in a seaway, while the remaining four boats are equipped with single screws and have large sail power, being able to make as good time with sails alone as with steam. All the vessels are so equipped as to be able to cruise with very small expenditure of coal, and will need docking but seldom, hence they will prove very economical ships.

Owing to the light cost of maintaining these ships in commission, their

heavy armament, considering their small size, and their capacity for berthing quite large crews, it is proposed to utilize these boats on foreign stations, to replace the larger and costlier cruisers whose maintenance proves a heavy drain on the resources of the Navy Department, and whose presence is more necessary at home, where such powerful vessels could be made available for any call for serious service.

As fast as the new gunboats are commissioned, it is expected that a corresponding number of the larger ships will be put out of commission, and, after being thoroughly repaired, placed in the reserve fleet, with only sufficient crews on board to keep their machinery and armament in condition for instant use. The Department has long contemplated the creation of this reserve fleet, and the time now seems to have come when it is possible to carry the plan into effect.

Greatly to the disgust of the good people of Brussels, their international exhibition, as usual, was so far from ready on the day officially fixed for the opening that the latter had to be postponed, and, under the circumstances, the King and the royal family were unable to take part in the ceremonies. The same thing has happened with every show of the kind held in Belgium and has invariably marred the success of the affair. The Belgian government has determined to hold an international colonial congress at Brussels in connection with the exhibition in the middle of July next and has already sent out invitations to the foreign powers. Among the principal questions to be submitted to the congress by King Leopold is that of the introduction into Africa of the colored population of the United States.

At the coming jubilee in England, Queen Victoria will follow precedent by responding to the salutations of her loyal subjects as she passes along the streets in her state coach, drawn by six cream-colored horses gaudily appareled in a \$5,500 harness. But Queen Victoria is not so young as she used to be, and is hardly equal to the task of bowing repeatedly to the thousands of cheering subjects that will line the way. It has been necessary, therefore, to resort to an expedient that is worthy of the ingenuity of a Connecticut Yankee. The coach will be provided with a rocking seat, which will move automatically. Of course, the queen will move with it, and as she inclines forward she will convey the impression that she is bowing her acknowledgments of her vociferous greetings.

There is a rich and fertile field for typewriter girls in China and Japan. The innovation is a pleasing one and has taken immensely with Chinese merchants particularly. A number of American girls who have gone there during the past year are now reported married or engaged. A Denver stenographer who left last November writes that she is engaged to a Chinese mandarin. Hong Kong, Shanghai and Yokohama are the cities where the American women catch on the best.

The suggestion is advanced that perhaps the ultimate field of acetylene will be in the lighting of lighthouses and on board ships. Its compactness and the ease with which it can be stowed away in the form of carbide and ease of generation of the gas, together with great brilliancy, all point to its adaptability for this purpose.



The Flour That Sells

The real value of any flour—the profit either to you or to your customers—depends upon its baking qualities. If it will make the lightest, whitest and most nutritious bread, it will please your trade.

Pillsbury's Best Flour

does this. It will please your trade and keep you on other lines. It is the King of all Family Flours. If our salesman does not call on you, write us for quotations on carload or less quantity.

Clark-Jewell-Wells Co.,

Western Michigan Agents,
Grand Rapids.

Getting the People

How the Merchant Should Study the Needs of His Customers.

Written for the TRADESMAN.

Were I to open a store in a new location, the first matter I should attend to would be that of getting acquainted with the class of trade I intended to cater to, whether it were dry goods, groceries or coffins. There are several reasons why this preliminary step is important, and the chief of these is the bearing it will have on methods of advertising. The prospective merchant may profitably spend a month in thus acquainting himself with the personal peculiarities of his clientele. He may have been satisfactorily successful in business in his previous location, his knowledge of the neighborhood having put him in position to understand what goods and what advertising would best suit the existing conditions; but he will find, if he attempts to pursue the same policy in Bungtown he pursued in Bangtown, that social habits, natural prejudices and instincts are entirely different, making what would be considered good advertising in the one place, bad advertising in the new location. Such a policy is a great deal like feeding oats to a cat because a horse likes them. The merchant who knows and understands his customers or the trade he desires to reach, can talk to them profitably and understandingly in his advertising.

* * *

The Dry Goods Economist well says that "the study of the problems of advertising is exceedingly fascinating. It is really a study of some of the most complicated and hidden springs of human nature, and he who would succeed as an advertiser is imperatively called upon to study that great book, a page of which is open to him on the countenances and in the actions of each man and woman he meets." And the man who would be successful must begin his study of the book of human nature when he makes his selections for salespeople. As the proprietor may not expect to supply the wants and study the peculiarities of each customer, this most important duty devolves upon the clerk, and selections must be made of men and women who are, in their turn, expert judges of humanity and able to find its best side.

* * *

To write successful publicity, it is one of the essentials to first study the matter from the reader's standpoint. "If intended to purchase a new spring suit, how would such and such a description strike me, and how would it affect my decision in buying?" "Would I consider such and such statements as over-confident and savoring of humbug, or would I be convinced that the language of advertising conveyed absolute truth?" Such questions as these should be asked and answered, and every possible objection looked squarely in the face and either answered satisfactorily or removed. "Putting yourself in his place" saves a great many dollars which would otherwise be wasted. Be sure you are properly primed and loaded before you fire. Advertising guns which go off "half cocked" never hit the mark.

* * *

As in everything else under the sun, there are extremes in advertising, and every journal exemplifies this fact. Cheek by jowl, we see the advertisement of the merchant who pays for a

large space and uses it simply as a cheap sign—name, location and business—leaving it unchanged for months, with that of the man who writes enough matter, most of which is of interest to no one, to fill the same space in small type. Simplicity is a virtue in advertising, but not to the extent to which the first extremist carries it. To interest people and make your advertising pay, you must tell them something more interesting than merely "My name is John Smith and I sell shoes at Bungtown." The chances are very good that your customers will find out what your name is, and if they do not, it will be probably because they do not care particularly to know. If you sell shoes, the shoeless public wants to know if they are just the kind of shoes which will best suit their needs at prices which are in conformity with the wearing and other qualities of the shoes as well as the pocketbook. On the other hand, while people want to know all these points, they will not devote their time to a careful review of what the writer probably considers a well written story principally about himself, his goods being a secondary consideration. Buyers are not interested in the personal characteristics, etc., of the merchant with whom they deal, only so far as these may be in the line of honesty and courtesy, and this they will find out by personal observation. You may have sold shoes eighty years continuously, and even be able to state the fact that you were born with a little red-topped, copper-toed shoe in each hand, and if this statement is not made very briefly and with the purpose of convincing the buyer that you are better fitted than others to select good stock, all your carefully chosen verbiage in stating these facts are worse than wasted. There is a sharply-drawn line between "too much" and "too little," and the closer the advertiser comes to this line, the more profitable is his advertising.

NEMO.

A Lieutenant in Business.

There is one point about business affairs that is quite frequently neglected and yet which is to be approached with a considerable degree of hesitancy. Almost every merchant insures his stock, and his building if he owns it, against loss by fire. He even carries life and possibly accident insurance. But has he so arranged his affairs that in case of his demise a qualified successor can take his place and conduct the business, preventing a closing out sale with its probable consequent loss? There are not many business men who take this precaution, and especially among those smaller merchants whose estates may require it the most. A lieutenant in business is as useful as in military affairs, and will certainly be called upon to take command if he continues in the service. Corporations guard against such contingencies and in so doing set a strong example to individuals and firms.

The Nine Longest Words.

Below are the nine longest words in the English language at the present writing:

Subconstitutionalist.
Incomprehensibility.
Philoprogenitiveness.
Honorificabilitudinitas.
Anthropophagenarian.
Disproportionableness.
Velocipedianistical.
Transsubstantiationableness.
Proantitransubstantiationist.

An Instantaneous Success



Ask the price; we'll ship the soap.
Not for sale by department stores.

Ball-Barnhart-Putman Co.,
Grand Rapids, Mich.

You Can Sell—

Armour's Washing Powder

2 Packages for 5 Cents.

For particulars write your jobber, or THE ARMOUR
SOAP WORKS, Chicago.



Armour's White Floating Soap

is a sure seller. Name is good, quality is good, and price is right.

Peddlers and Their Ways.

Written for the TRADESMAN.

I am not often afflicted with presentments, but one day as I saw a vehicle attached to a mis-matched and disreputable team draw up in front of my house, I knew in an instant that something of a disagreeable nature was likely to occur. My wife had been frugally saving for two years every scrap of cloth that had survived its usefulness in all departments of household economy except as paper rags; and five flour sacks, solidly packed, were then awaiting the remorseless clutch of some traveling collector. As a general thing, I have confidence in my wife's business qualifications. She has always shown a remarkable talent in making profitable purchases where the equivalent paid was spot cash; but here another element entered into the transaction about to take place, and, judging from what I had observed of previous deals, I feared that she would in this instance fail to maintain her well earned reputation. The sequel proved my presentment correct.

On being asked the price he paid for rags, the peddler replied briskly "50 cents a hundred ma'am." This being twice the amount usually offered for waste paper collections, it seemed liberal enough and a legal delivery of the stock was thereupon made. He then carefully weighed each bag with a sort of antediluvian apparatus called steelyards. These were properly named, whether used by either buyer or seller—since they appear to possess a judicial instinct and invariably give the manipulator in all cases of uncertainty "the benefit of the doubt." After weighing and footing the total, the verdict of the scales as announced in due form was 30 pounds, and judgment was accordingly rendered for the seller to the amount of 15 cents, to be paid in tinware. The stock was at once placed with the miscellaneous cargo previously gathered on the deck of the van and carefully mixed with other packages of similar appearance, ostensibly with a view to secure safe stowage, but, perhaps, also to hide their identity in case of possible ulterior complications in the matter of final settlement.

The next proceeding was to deliver the goods. The thrifty dealer brought out for inspection sundry kitchen implements upon which he had mentally made an invoice that no insurance company would O. K. for more than 20 per cent of its face. They were for the most part of equal commercial value, but the spoken price of each usually tallied with the verdict of the scales whether more or less in pounds avoirdupois. This was, no doubt, done to save the fatigue of close computation, as peddlers always seem to have a horror of vulgar fractions, and prefer to lose(?) a profit rather than not have exchanges of property equally balance. The fertile brain, however, of my domestic purveyor perceived that, admitting the price and weight fixed on the rags to be equitable, the quid pro quo offered must have swelled to enormous proportions. Her first thought was to annul the contract not yet legally terminated and personally replevin the five bags; but the idea of trying to identify them while practically in chancery effectually precluded that sort of relief. She appealed to the dealer's sense of right to give at least two of the least expensive articles in stock, instead of one—since that would still leave him a profit of 100 per cent. above the ordi-

nary retail price—but his heart and conscience were both adamant. At length, advised by the gathering crowd of neighbors that further diplomatic effort to reduce the price of dippers would be only a waste of time and further advertise her weakness of judgment in parting with goods before an equivalent was agreed on, she selected the largest one to be found and retired to the solitude of her own better reflections. There she mentally registered a vow never again to spend dollars of valuable time in carefully collecting 30 pounds of good paper rags to be exchanged for 5 cents' worth of tinware. I believe that vow has been religiously kept, for often since then, when I have caught a peculiar scent floating in the house and suggested fire, the following was a common explanation: "It's nothing but some paper rags I just threw into the stove to spite that old peddler and keep my word good."

We are both relieved somewhat of the chagrin naturally produced by such a transaction by finding, through confessions made at odd times by other practical housekeeping neighbors, that they also were caught in the same net and profited by a similar lesson in domestic economy. We wonder what the New Woman would have done in a like case; but perhaps the New Woman neither saves rags nor deals with the peddler whose style of doing business has never varied since the first one left his New England home to seek fortune and fame in his peculiar system of exchange.

PETER C. MEEK.

Personal Influence in Business.

Scribner's Magazine.

Few competitive businesses of any sort, great or small, are made successful without a vast deal of influence from the personal and social qualities. We contract a habit of buying our paper from a particular newsboy, simply because his cheery voice, red cheeks and engaging quickness have attracted us—may be unconsciously on either side. We find it far easier to withstand a book agent or drummer or advertising solicitor, if he be bilious-looking, diffident or awkward, if he possess no spark of intrinsic interest, and if we haven't chatted with him in the casual smoking car. In professional ranks one notices the incomparable advantages enjoyed by the physician, the lawyer and the clergyman, who has a good physique, an imposing presence and a well-selected stock of stories.

The Value of Tact.

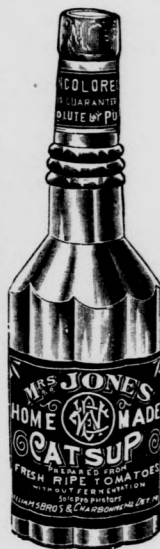
From the Chicago Dry Goods Reporter.

Tact is the silk lining of business talent, and no man's commercial equipment is complete without it. Its warp and woof are patience and unselfishness. These threads of character are not very common, and the peculiar weave of them called tact is still more rare. But its value never shrinks, and scarcely any price is too high for the merchant to pay for it. The more tact he has in his own person, in his salesmen and in all those around him, the more certain is the merchant of doing a steady and prosperous business at all seasons and in bad times or good.

A night watchman in Portland, Me., who has more ingenuity than fidelity, has been caught in two labor-saving devices. First, he rigged up an arrangement which should push in the buttons supposed to record his hourly progress through the mill. He was caught at this, but instead of discharging him the proprietors made him use a pedometer for his rounds. On the third morning he was found asleep, but the pedometer was so connected with some moving apparatus that it registered. The trouble was he had forgotten it too long, and the dial showed 209 miles.

Mrs. Jones' Home Made Catsup

is prepared from Fresh Ripe Tomatoes and has a Peculiarly Delicious Flavor



Large Fluted Bottle Retail for 10 cents.



Full Pint Size Retail for 15 cents.

This Catsup has been analyzed by the Chemist of the Ohio Pure Food Commission and found to be **ABSOLUTELY PURE** and in conformity with the rigid Ohio state laws.

Take no Chances and Sell Mrs. Jones' Uncolored Catsup.

At wholesale by **Clark-Jewell-Wells Co., Ball-Barnhart-Putman Co., Grand Rapids,** and the best jobbers everywhere in the United States.

WILLIAMS BROS. & CHARBONEAU, Detroit, Sole Proprietors.

The Universal Verdict

Manitowoc Lakeside Peas have sold the best of any line of canned vegetables this season. In fact, they are now hard to secure and will be until new pack. Price is advancing daily. This tells the story.

The Albert Landreth Co.,
Manitowoc, Wis.

Worden Grocer Co., Agent.

JANE CRAGIN.

Quiet Game of Cribbage in the Hotel Parlor.

Miss Cragin's threat to give Mr. Huxley her opinion upon certain developments brought out by the supper was not destined to be early carried out. There was no early rising on the part of the latest guest at the Alta Vista, and when later the following day his eyes were opened and he found that the afternoon was making its mark, he calmly turned his pillow for his usual morning nap with that additional sense of rest which came to him with the knowledge of his whereabouts and that the long tiresome journey was over and that Jane was in the next room.

The nap, however, was a short one. It began with Jane and a rich red rose, which she had placed most unbecomingly in her hair and then the red became mysteriously duplicated upon her breast. Then, strangest of all, it wasn't Jane any more but a face wholly strange to him, made up of Miss MacDonald's bright eyes and Miss Birkenmayer's delicate complexion and the pretty mouth and chin of—of—for the life of him he couldn't for a minute recall Miss Marchland's name. There wasn't any need of it. In less time than it takes to write it, the features of all except her own had vanished and the same lovely face which had leaned towards him over the table leaned towards him now. "How pretty she was," he thought, and with the hope of seeing her soon, he got up and looked out of the window.

"Rain!" He had already lost a day! Worse than that he felt that in some way he had been imposed upon. From Jane's letters, at least indirectly, he had caught the idea that this was the land of eternal sunshine; that never, in the memory of the oldest inhabitant had it been known to have more than a passing shower; that umbrellas was the provoking sign of the offensive tenderfoot and that rubbers and a mackintosh in the eyes of the citizens of the Centennial State furnished sufficient grounds for a hanging bee. In the face of all this, here was the first day after his arrival a regular soaker. Across the street the number of umbrellas and the ease in carrying them showed that they were no novelty; and the single street-crosser who had made the venture of ignoring the crossing had before his very eyes gone into the mud over his ankles. That was a pretty way to begin a summer vacation. It was going to be a fine thing to tramp to the Garden of the Gods through the red sandstone soil; and with mankind's usual imprecation when his plans are interfered with by the weather he, "cross as two sticks," found his way to the dining room.

He found Smith there, scolding the waiter for not boiling his eggs hard enough; and with a good morning, which the lawyer declared had come right off the ice in the refrigerator, the two exchanged curses over the weather and were gloomily going on with the breakfast, when the Captain and the Doctor came in. That the Captain had had a bad night his face too plainly showed. Pale and spiritless, he sank into his place, with the evident feeling that life was hardly worth the living. The Doctor was at first disposed to be philosophical in spite of his discouraging environment; but he, too, after a glance from face to face yielded to the influence of the weather and ate in silence.

This became soon so impressive that the New Englander, especially pleased

with his steak and coffee and accustomed to a regular rainy day found himself inclined to be hilarious at, the "glumness" on the faces before him. He looked from one to the other to find the best place to begin; but when his eyes fell on the Captain he felt that something more than fun was needed. "You are not quite equal to the weather, I see, Captain Walker, and if these two gentlemen are not equal to it, we may possibly find a little comfort in a quiet game of cribbage out by the window where we can hear the rain patter on the tin roof of the verandah. Do you gentlemen want to try a hand at whist?"

There was no inclination on the part of the other two to take advantage of the offer; and when the meal was over, Cy slipped his strong hand under the Captain's arm and led him to a cosy corner of the sun-parlor where the table and cards were soon in place and the game began. The "pegging" was lively at first, but the rain on the roof seemed to be familiar music to both players and they often stopped the game to listen. Then there were thoughts of other roofs where the same home song was played and sung and by and by the Captain forgot to count, and then to play; and then from a single remark about the far-off home, he put down the cards he had been half-consciously holding and told his simple story of home-leaving to the very end, Cy listening as if it was a part of his own life that was passing in review. When it was over, with a smile that told of the passing away of a storm, more to be dreaded than that which had been going on outside, the Captain thanked his friend for the game and the cheer that came with it and left the room. Conscious then for the first time that the deep seat in the luxurious bay-window was occupied, Cy looked up and found the cushions in the possession of Marjorie Marchland.

"Are you always so successful, Mr. Huxley? Because in that case I shall be only too glad of your services? You'll find, I fancy, a more obstinate case in me."

"It depends on the cards," was the answer. "They didn't run well for the Captain and he didn't seem to care much for the game. If you'd like, I should be glad to have a game with you. Let me bring the table to the window, Miss Marchland. Now just a little change in the cushions and you will have the most comfortable seat imaginable. Allow me;" and a few deft turns of the pillows realized his ideal.

"Thank you, that is comfortable; but I can't let you think you deceive me in that way. You played a better game than cards with the Captain, Mr. Huxley, and I wonder if you are always so successful. Are you?"

"One does not keep account of such cases; I don't. If, however, the weather doesn't change and you get as blue as the Captain, I shall be glad to be called in to prescribe for you. I'll be magnanimous, Miss Marchland, and give you the deal."

"O, no, you won't; we'll cut for deal. I want no favors; and to be told at the close of the game that the beating you are going to get is due to your magnanimity. That's the way brother Tom and papa do."

So the game began and soon the storm and the rainsong on the roof were forgotten in the "fifteen-two—fifteen four," which the players counted and pegged until dinner time, when Jane Cragin found them still intensely interested in the game and far more so in each other.

RICHARD MALCOLM STRONG.

SIXTY YEARS AGO.

The Commercial Traveler a Modern Institution.

Written for the TRADESMAN.

In 1840 and for some years later the season for jobbing business in New York was confined to the interval between the opening of the Erie Canal for the passage of boats, which was usually about the first of May, and the closing of the season, about the first of November. During the winter months the drop curtains were seldom raised. Very few goods were ordered by Western merchants, for want of shipping facilities. Navigation by the Hudson River and the Erie Canal was closed and no system of through railroad freighting had been perfected. Each separate railroad corporation regulated its own traffic and scale of freight charges. Under such a crude system, subject to so many transfers and so much vexatious delay, the cost of freight by railroad on merchandise was greater than would now be charged by express. During this suspension of active business the stores were regularly opened and the book-keeper was always supposed to be at his desk. The proprietors usually came in after the mails were received, to dictate the correspondence, after which we saw no more of them until the next day. The services of a porter were usually dispensed with at this season, the clerks making their own arrangements for carrying the keys and opening the store. Their salaries went on just the same, their spare time being spent in visiting their friends or amusing themselves in any other way they might choose.

All this was long before the advent of the Gripsack Brigade. The only commercial travelers were employed by small jobbers doing an exclusive city or near-by trade, which was usually confined to Long Island, New Jersey and some points on the Hudson River. At night, the streets devoted to the jobbing trade were entirely deserted. The hotels, so crowded during the busy season, were dark and cheerless, showing scarcely a sign of life. Even Broadway did not exhibit as much life as is seen on Monroe street in Grand Rapids at the present time. The canal commissioners' notice, giving the time at which the Canal would be filled and the boats commence their regular trips, soon changed the scene into one of great activity. Buyers poured into the city from every direction, with the hope of getting their purchases on board the return fleet. Sometimes discouraging delays occurred in consequence of the incoming boats being loaded with wheat, flour, pork and every variety of farm produce, which had laid over winter in warehouses along the line or in the boats themselves, having been frozen fast by the early closing of navigation. Every buyer was in a hurry and the jobbing business in every department of merchandise was strained to its utmost tension. For eight weeks the faithful salesman got but little sleep. He was selling goods all day, at night calling them off to the entry clerk, then packing and marking them for shipment, which frequently carried him into the small hours of the morning. In addition, he was expected to visit the hotels and look over the arrivals for old customers, and have an eye open for as many new ones as he could find. This rush continued about six weeks. Then trade gradually settled into a normal condition, until three or four weeks be-

fore the close of navigation, when was experienced again the same rush to buy and ship goods before the close.

What a change from then to now! The whole machinery of jobbing goods is transposed. Instead of the country merchant visiting the New York jobber, at a considerable expense of time and money, the jobber sends a trusted representative to the country merchant's store with a full line of samples of all the goods he needs, often guaranteeing prices, and always selling the goods at the lowest possible market price. Unquestionably, the present practice of purchasing goods by samples, so generally adopted by country dealers, is better for both seller and buyer than the old method. The merchant has more time to consider what he is doing, and to compare what he has on hand with what he needs. All the bustle and confusion of a crowded jobbing house, where perhaps the salesman that he prefers to have wait on him is busy with another customer and he is turned over to a stranger, is avoided. He is in his own domain, and can compare former purchases with the new samples placed before him. He has the opportunity and time to talk freely and confidentially with the salesman from whom he is buying, and in that way he can many times get better posted upon matters pertaining to his business than in any other way. Commercial travelers, as a rule, are honorable men, who answer mercantile questions cheerfully and truthfully as far as they are posted themselves. It is of the utmost importance to them that all the representations they make should meet the approval of their employers and win the confidence of their customers; hence it is for their personal interest to be truthful. On the other hand, if the order comes from an old customer the jobber fills it promptly and to the letter. If the goods ordered are not in stock, he supplies them from outside purchases. He does not substitute other goods or those ordered unless it is unavoidable. Better to leave that part of the order unfilled. Should the order come from a new customer, after the proper enquiries as to mercantile standing, the order is filled with the same promptness and fidelity. The salesman who fills it knows just where to place his hand upon every item ordered. There is no tumbling over of stock for exhibition. Goods are less liable to get soiled or shopworn. All confusion is done away with. The jobber will be doing an extensive business, but his salesrooms will have an air of quiet repose.

These be some of the advantages of modern business methods.

W. S. H. WELTON.

Owosso, Mich.

Real Question at Issue.

He was pressing, but she hesitated. She had had some experience and was inclined to be cautious.

"You will be mine?" he exclaimed. "Say you will consent to make me the happiest of mortals!"

She thought it sounded a good deal as if it had been memorized from a love story, but she let that pass.

"Can you afford to marry?" she asked. He looked startled.

"I'm sure I don't know," he answered. "How is your father fixed?"

An enterprising postmaster of Putnam, Conn., has adopted free mail delivery at his own expense, his office not doing quite the business necessary to secure this advantage from the Government.

Shoes and Leather

Shoemaker Joe and His Peculiarities.

"Shoe Shop by Joe."
"Salus Populi Suprema Lex Esto."
"The World Made Itself."

There are shoemakers and shoemakers. But there are not many shoemakers who put Latin proverbs on the big boots which stand in front of, or over the doors of, their establishments. Neither do many shoemakers place dogmatic assertions as to the origin of the world on their signs. When a shoemaker's sign is found adorned as indicated, it may safely be assumed that the shoemaker within is somewhat different than the ordinary run of his class, no matter what his reasons may have been for using Latin proverbs to letter his sign with. Still, for some reason or other, we are not greatly surprised when we find a shoemaker talking theology or using ancient proverbs, partly because of the fact that certain writers have resorted to this trade for important characters in cases where they have had some pet religious idea that they wished to air, and partly because there seems to be some kinship between mending soles and mending souls.

But there is a big boot, perhaps six or seven feet tall, which stands on the roof of a small establishment on one of the principal thoroughfares of the city of Minneapolis, and which is lettered with the lines quoted above.

What possible connection there could be between mending old shoes and the fact that the welfare of the people was the highest law, except in a remote way, was what aroused the curiosity of the writer. Of course, the boot with its Latin and its declaration as to the origin of the world was and is intended to attract attention, but why were these propositions relating to the two most interesting questions concerning man, chosen for this purpose? It only required a word or two to set "Joe" going, and the listener had only to fold his hands or hug his knee and pull at his "coffin nail" and listen. The unusual character of the sign had prepared the enquirer for something original, and he was not disappointed.

The sign had a history and had not always informed the public concerning the origin of the universe and the highest law which governs its inhabitants. On the contrary, its former legend was of a very different tenor from one of those it bears now. Not long ago it used to proclaim to the world, "In God We Trust," although, according to the statement of its owner, this was almost the exact opposite of the truth. How he came to use this motto, however, is not an uninteresting tale.

Joe came to this country something over twenty years ago, and early located in Minneapolis, where he devoted himself to his trade as a shoemaker and to his duty as a prospective citizen of the United States in learning the English language, being a German by birth. At this time Joe was a regular attendant upon church services, and according to parental training a believer in the doctrines of the church he attended. He was also in the employ of a church-goer who had a pretty daughter in whom he was naturally interested. This interest, contrary to the accepted canons in such cases, was not resented, but encouraged, to the extent that Joe was invited to share his employer's pew. This he declined to do, and here the schism began, and with it Joe's inclination to skepticism. For it led to a disagree-

ment between Joe and his employer, which resulted in Joe's seeking employment elsewhere and to his final abandoning of his attendance upon church services and to his regarding matters religious with some doubt.

Soon after leaving his old employer he opened a little shop for himself, where young men used to gather to discuss questions ethical and political. But while they came sometimes to talk politics, they did not come often enough with work to suit him, and on Sunday mornings, when people were passing on their way to church, a chance remark now and then caught his ear, to the effect that this "shoemaker fellow" was not, as they were, an attendant at church. And so Joe set himself to find a way to overcome what he regarded as their prejudice, and finally hit upon the idea of putting the motto "In God We Trust" upon his sign, although his faith was certainly not much more than the size of a mustard seed, an abnormally small one at that. Still his doubts were evidently not regarded as a very serious matter by him; at the most they were not as serious as his business success.

It was several years after this that wind and weather made a new sign a necessity. It was then decided that the efficacy of his old motto was nil, at least from a purely human standpoint; doubtless his patrons were onto the fact that he trusted more in his sign for success than in any other agency. So he had resort to two sources for new inscriptions. When he came to this country he set out with commendable energy and originality to learn the language. His method was decidedly unique. He purchased an abridged Webster's dictionary, not an unusual proceeding at all, but his manner of using it was. Beginning at the title page, he read it through from beginning to end, including the quotations and proverbs from foreign tongues. One of these, "Salus Populi," etc., had struck his fancy, and now, in the constructing of a new sign was made to do service as an advertisement on a gigantic bootleg. Joe doubtless believes more in this legend than in the one he used formerly. Possibly it was some compunction on account of his former inconsistency that caused him to add, "The world made itself," a statement which he got from a Polish newspaper long since.

A man with Joe's originality would make a success in getting up startling advertisements and some realist in fiction might find him an interesting acquaintance to cultivate.—Minneapolis Journal.

Tit for Tat.

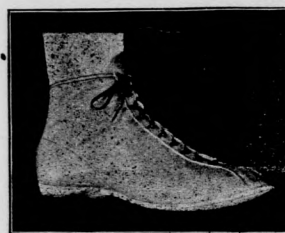
First Boy—My ma says I mustn't play with you, because your father is nothing but a shoemaker.

Second Boy—So's your father a shoemaker.

First Boy—Ma says he's a manufacturer. He makes a thousand pairs to your father's one pair.

Second Boy—Then he must be a thousand times worse than my father. I guess I won't play with you any more.

Japan is about to go into the bounty business. A bounty is to be given to native exporters of raw silk, the grant to be made only in cases where the silk has been reeled in the empire. There is a provision providing for a fine in every case where it is proved that the grant has been got by fraud. The bounty in these cases is to be refunded and the parties committing the fraud are to be debarred from ever getting the grant in the future.



This shoe represents our Perfect Fitting Bicycle Shoe, made of moose tanned stock which is soft as kid. The soles are white tanned stock and made for this kind of shoes. They are light, cool and durable, and for fast or slow riding there are no better shoes made. Every pair stamped with our trade mark.

Snedicor & Hathaway Co.,
DETROIT, MICH.

Michigan Shoe Co., Detroit, Agents for Michigan.

New Prices on Rubbers

LYCOMING, 25 and 5 off.
KEYSTONE, 25 and 5 and 10 off.

These prices are for present use and also for fall orders. Our representative will call on you in due time with our specialties in

**Leather Goods, Felt Boots,
Lumbermen's Socks . . .**

and a full line of the above-named rubber goods, and we hope to receive your orders.

Geo. H. Reeder & Co.,
19 South Ionia St.,
Grand Rapids, Mich.



**Do you sell Shoes?
Do you want to sell more Shoes?**

Then buy Rindge, Kalmbach & Co.'s factory line—the line that will win and hold the trade for you. We handle everything in the line of footwear. We are showing to-day the finest spring line in the State—all the latest colors and shapes.

See our line of socks and felts before placing your fall order. We can give you some bargains.

We are agents for the Boston Rubber Shoe Co. and carry a very large stock of their goods, which enables us to fill orders promptly.

Our discounts to October 1 are 25 and 5 per cent. on Bostons and 25, 5, and 10 per cent. on Bay States. Our terms are as liberal as those of any agent of the Boston Rubber Shoe Co.

Rindge, Kalmbach & Co.,
12, 14 and 16 Pearl St.,
Grand Rapids.

Now that the price is right be sure you get the right brand.

The Goodyear Glove Rubbers

December 1st dating. Don't overlook this.

Hirth, Krause & Co.,
Grand Rapids, Mich.

State Agents for

Wales-Goodyear Rubbers

"The Earth's Best"

Place your orders with our boys on the road. Call on us when in the city.
Our discount is 25 and 5 off.

Herold-Bertsch Shoe Co.

5 and 7 Pearl St., Grand Rapids.

The Family Tree of Work.

From Farm Machinery.

1. These are the generations of the sons of Get, in the day that men began to multiply upon the face of the earth.

2. Work, the first born of Necessity and the grandson of Culminating Circumstances, begat Get. And Get journeyed with exceedingly much speed to a land called There, and therefore was it that his brethren surnamed him Get-There. And his children called themselves the sons and daughters of Get-There.

3. And Get-There begat a son and called him Get-To-Work. This was he whom the children of men surnamed Energy. They also called him Enterprise, and not a few named him Persistent Application.

4. And Get-There begat a son whom he called Get-Through, surnamed Prompt Execution. And Get-Through was called by the uncircumcised "Aah Hustler," which, when interpreted, means "Eli."

5. And Get-Through, he also begat a son and called him Get-Away, surnamed Get-On, concerning whom the sons of men hath said "he hath a move on him."

6. And Get-Away begat a son and called him Get-At-Some-Thing-Else. And this is he that caused men to wonder much. And they surnamed him Genius, because they understood him not.

7. And these are the generations of the sons of Get, after he had been surnamed Get-There.

8. Get-There begat Get-To-Work. And Get-To-Work begat Get-Through. And Get-Through begat Get-Away. And Get-Away begat Get-At-Some-Thing-Else. All these came forth out of the loins of Work, who was born of Necessity, who was born of Culminating Circumstances.

9. And about this time began the children of men to build for themselves monuments of gold, and silver, and brass and stone. And some there were who built for themselves monuments of wood filled with hay and stubble, but the monuments of wood endureth not.

10. And the monuments called they each by its own name. And each separate monument bore a name. And the first called they Desire. And the second they called Ambition. And yet a third was named after the will of man, and the name of it was Fame. And concerning this monument the people were wont to talk much, even exceeding much. And they added to these three, yet four others, namely: Wealth, Power, Knowledge and Goodness. And the seventh monument was made of beaten gold, within and without was it made of gold. And the gold was pure gold, like unto the gold of Ophir.

11. Then began men to amalgamate and to organize, and to systematize. And then also was it that men began to scrutinize and analyze. And some there were who utilized, but some there were who criticised. And there was heard about this time a great noise in the land.

12. And a voice was heard like unto the voice of many smatterers, saying: "Who among the sons of men is like unto us? For we have alone discerned the freckle spots of history's scorching suns upon the wrinkled physiognomy of Divine Revelation. Listen, oh earth and give ear oh ye Heavens!"

13. And there was another voice, like unto the voice of the children of Despair, groping blindly through the dark courts and dismal corridors of Night, and exclaiming in a loud voice: "Where are we at?" And there was a dead calm of about two centuries and half a century. And the afflictions of men decreased not, until the sons of those whose voice had been as the voice of many smatterers, slept with their fathers, even unto the seventh generation.

14. And then men began to cogitate. And, behold, the sons of men said, one to another, "Go to, now, and let us build a city. And the city," said they, "shall be for our sons and for our sons' sons, that they fail not wholly from off the

face of the earth." And they built a city. 15. And the city prospered which the sons of men had builded, and, behold, the foundations thereof rested upon the high table lands, high up among the immovable mountains of Unchangeable Truth. And the walls of the city were built of the gray granite dug out of the everlasting hills of Eternal Rectitude. And the streets of the city were paved with pure gold brought from the Empire of the Sons of Righteousness.

16. Then began men to love one another. And there was great joy in the city. And every green valley and every high mountain, and every nestling forest, and every retreating woodland breathed forth an atmosphere of love, and daily lifting up their leafy hands toward heaven's highest throne they were daily baptized with the richest dews distilled in the lavatory of the gods.

Good Things Said by Up-to-Date Shoe Dealers.

If you knew positively that for two dollars and forty-five cents you could buy a shoe as good in every particular as some people charge three dollars for, would such knowledge influence your choice, or would you insist on paying that extra fifty cents? We know your answer, so let us show you our ladies' special value \$2.45 shoes.—Hahne & Co., Newark, N. J.

Ask the cobbler who re-soles your shoes why "hand-sewed welts" make better shoes; he can give you most convincing reasons. Our "Lenox" \$3 high boots, with hand-sewed welts, are favorites with women who like to get wear and style together. We had special lasts designed for them, toes not pointed, yet not so blunt and awkward as the "bulldog;" they have a peculiarly handsome style of their own.—Gimel Bros., Phila.

We are pushed for shelf-room. To secure the lowest possible prices we had to buy many of our shoe lines in quantities that can generally only be used by wholesalers. We are compelled to increase our phenomenally large output—and we'll do it by selling some of our lines for a few days at even less than wholesaler's prices.—William Hahn & Co., Washington.

We are playing havoc with prices this week, just to make it interesting for shoe buyers and competitors.—Johnson's Shoe Palace, Altoona, Pa.

It is almost a quarter of a century since you first bought Easter oxfords in this store, and ever since, with each recurring Easter, you've looked here for prettier and prettier styles. And why shouldn't you? This was the standard for other stores—is to-day.—P. T. Hallahan & Co., Phila.

Compare the Sales Daily.

At the close of every day's business, compare the sales with those for the same date last year. If they are better this year, it should encourage you to still greater efforts. If not so good, it should spur you on to renewed efforts to come out ahead of last year. No business can stand still. It must either advance or decline. A slight advance is cause for encouragement, for it shows progress, even though it may be slow. A falling behind should be regarded as a danger signal, for it may be the forerunner of a backward tide, which, once it starts in, is almost impossible to stem. Every business man knows it is harder to build up a business that is run down than to build up an entirely new one. See to it that yours does not slip back.

The Sunshine State

Is the title of a generously illustrated pamphlet of sixteen pages in reference to South Dakota, the reading matter in which was written by an enthusiastic South Dakota lady—Mrs. Stella Hosmer Arnold—who has been a resident of the Sunshine State for over ten years. A copy will be mailed to the address of any farmer or farmer's wife, if sent at once to Harry Mercer, Michigan Passenger Agent, Chicago, Milwaukee & St. Paul Railway, 7 Fort street, W., Detroit, Mich.

A Difference of Opinion

exists in regard to which method of advertising pays best. Newspapers are down on our method, as they want you to pay your cash to them.

Result is What tells

If you give your customers the benefit of your advertising bill they will appreciate it; and who is any more entitled to it than the people who give you their patronage? We will take charge of your advertising and guarantee you satisfactory results. No newspaper will do this—but we know what we are successfully doing for others in your line, we can do for you.

POLISHED ANTIQUE OAK PARLOR TABLE.

We would like to send you our catalogue of useful premiums and have you make a selection. Coupons, circulars and placards are furnished free. We send the entire outfit subject to approval after 60 days' trial.

Stebbins Manufacturing Co., Lakeview, Mich.

[MENTION TRADESMAN]

Dry Goods

Window Display of Doubtful Expediency.

Written for the TRADESMAN.

Our manager was an awfully smart fellow. What he didn't know about running a big dry goods store wasn't worth knowing. The head clerk in any department who had ever been foolish enough to offer a suggestion to him as to the best way to do this or to advertise that had forever after been a subdued and reticent man.

Window display had always been one of his great hobbies. Now, if my ideas are worth anything, an up-to-date window display, coupled with the right kind of a newspaper advertisement, is a hummer and can't be beat; but I have yet to discover how a Punch and Judy show or a cage of monkeys, displayed in the best window of a dry goods store, helps to sell or to advertise dress goods or any of the variety of goods usually kept in a store of the kind. To be sure, a cage of monkeys will always attract attention; but of what kind? I have watched a crowd of people that blocked the sidewalk and hindered traffic as they stood gaping at the monkeys in the window; and I venture to say that not one of them ever thought of those monkeys as a dry goods advertisement or as being connected with dry goods at all.

Well, we had had the monkeys and a Punch and Judy show and a man with a trick bear and a variety of other things equally absurd, when Mr. Knowitall, the manager, ordered the window dresser to clear the corner window of a fine display of new dress fabrics which for two days had been attracting a great deal of attention and helping us materially in selling the same.

"I've got an attraction now that will make the people wonder," said the manager. "It's a regular corker."

About an hour later four men entered the store, carrying a stretcher upon which lay a man who was said to have been thrown into a hypnotic sleep by a professional who was giving exhibitions of his power in the opera house. The sleeping man was placed in the window in full view of passers by and the unusual spectacle at once attracted a large crowd of curious people. A card stated that the man would remain in the hypnotic sleep for three days and nights and would be awakened the third night at a performance at the opera house. Splendid advertisement for the hypnotist; but where did our firm come in?

They did come in for a great deal of adverse criticism. We heard it on all sides. Many of our most valued lady customers declared that it was "indecent" to permit an exhibition of the kind to go on. Another said, "Why, the very idea of a man, no matter how mean, being kept in that state for such a length of time! I can scarcely endure coming in here, knowing that your proprietor is willing to allow such a thing!"

The entrance to the window was immediately at the end of our counter and behind it, and we were pestered continually by morbidly curious people who wanted to get into the window to look closely at the hypnotized man; but we saw no increase of business resulting from the curiosity excited.

Now, I believe that, notwithstanding the adverse criticism which the man in the window caused our firm to undergo, had the manager taken the right meth-

od, a great deal of this criticism would have been obviated. The window was plenty large enough to be furnished as an elegant bedroom; and in this way carpet, curtains and the entire furnishings of a bedroom, all of which the firm carry in stock, could have been shown in a pronounced way. The hypnotized man, lying asleep in bed, could then have been made a secondary matter and the house could have then displayed some of its goods to advantage.

We have never discovered whether it was the result of Mr. Knowitall's last window; but he turned up missing a day or two after the hypnotized man was awakened. MAC ALLAN.

Sop to Cerberus.

It has become a fashion with too many of us to condone with the devil rather than give him a kick. Bouquets in that quarter are more acceptable than broomsticks. Many of our social and industrial problems and burdens would starve to death if we stopped their spoon diet. It is that kind of nutrition that keeps many of them fat and kicking. We prate about the nuisance, but deny the broom. Perhaps there never was a time in the history of man when his troubles and wrongs were so vigorously denounced and so freely exposed. We rake them out of the mud and pull them down from the stars. Everybody has a knowledge of one or more of these cobwebs, in which some of us are flies and some of us are spiders, and everybody presumably has his special broom to assist in the house-cleaning. If wagging the tongue and dipping pens in ink could save the world, the means of doing so are certainly on hand. So far so good, but talk is one thing and practice another thing. It is one thing to run a wind mill and another to grind grist. Nothing is so cheap as talk, and nothing so deceptive as opinion. What we want is less tongue and more fingers. Convictions as to right or wrong are not so well defined or sharply cut as they might be. To tell the truth, we have more heads in the world than honest convictions. In the matter of opinions, we are suffering from mixed drinks. We have too many of them. They can be had by the dozen as eggs are at Easter. Some of us are stocking up with borrowed opinions all the time. They are gratis and innumerable. We hear and forget, and read and go silly. Men can be found by the gross who have no convictions on anything, and are as innocent of decision as a jelly-fish is of bones. It is this vague and nebulous condition of knowing too much or not knowing enough that accounts for so many of our social and industrial evils, continuing to punish us like an angry hornet, and tap our vitality as a leech does our veins. Hence the glib tongue and the impotent hand. What the steel-tip on a plowshare is to tangled grass and stubborn clay, personal conviction is to the removal of wrongs and the success of reforms. Men may be excited by harangues, and their passions let loose by demagogic diatribes. They may be stirred up like the lurid lava in the thorax of Vesuvius, and the growl of discontent like that of a lion in an African solitude, but the end thereof, so far as practical reform goes, may be practically nothing. Intelligent conviction is the only stone in the sling that can reach the forehead of Goliath. History is full of explosions, of which nothing is left but the wadding. There is not an evil on the face of the earth that

has not had a mob at its heels, but the force that brought it to its knees was not clamour but conviction. When men are convinced as to the causes and nature of a wrong, the axe is laid at the root of the tree; but when they do nothing but lop the branches and fertilize the roots, the same old evil continues to work its mischief. When we denounce strikes as industrial jingoism, and complain on the housetops our horror of starving men and silent mills, we do well; but when we provide a brass band, public banquets and a sky full of caps for men or men who acted as Sachems for the Mohawks and congratulate jingos for success in opposing arbitration, we practically blockade the road of reform. When we denounce the coercion of labor by capital and set about coercing capital by labor, we are simply dethroning one Czar to find a sceptre for another. When we demand a more equitable distribution of the profits of labor and the heritage of the race in common, our hands are bravely held out to regain a stolen sheaf, but when we lampoon co-operation and profit sharing, and personally dodge our boarding bills, underpay the widow who washes our socks, and drive hard bargains with the man who paints the fence, or saws the wood, we are simply putting lead into the wolf and milk into its cubs. When we beat the tocsin in a crusade against corrupt aldermen and boodle-hunting politicians, and close the great comedy by voting for a scoundrel who buys our vote with a promise of a public plum, we are simply giving sop to Cerberus. Society can never right a wrong unless it rights itself. It is no use killing cats so long as we suckle kittens. FRED W. DROW.

Cedar Chests

Season for these goods is just beginning.

Moth Proof



Made of Tennessee Red Cedar. Orders and correspondence from the trade only, solicited.

U. S. RED CEDAR WORKS, Nashville, Tennessee.

Awnings and Tents



Best goods and lowest prices in the State. All work guaranteed. Send for prices.

CHAS. A. COYE, 11 Pearl Street.



Big Money

for you to show the Michigan Galvanized Iron Washer with reversible washboard. Any kind of wringer can be used.

Write for special inducements to introduce it.

REED & CO., Eagle, Mich.

We Manufacture Window Shades

If you are in need of new shades for your store front send us the measurements and we will send you samples and prices. We also carry in stock, packed in dozen boxes, a big assortment of six and seven foot shades, with and without fringe, mounted on spring rollers, to retail at 25 to 50c. Mail orders receive prompt attention.

Voigt, Herpolsheimer & Co.,

Wholesale Dry Goods,
Grand Rapids, Mich.



ALWAYS TO THE FRONT

in our Hosiery department. The shrewd buyer is sure to get our prices before buying. And the variety? We feel confident of suiting everyone.

Just received a case of Misses' Hosiery in the new Oxblood shade. Ladies' Seamless Hosiery from 45c per dozen up. You should see those 75c per doz. Ladies' Fast Black Hosiery. They are worthy of your inspection. Just received a new supply of Tan Hose. Ladies' and Misses, all sizes.

Socks in all qualities, from 25c per doz. up. We have the best quality of 75c per doz. Socks in the market. We want you to investigate.

P. STEKETEE & SONS.

Commercial Travelers

Michigan Knights of the Grip.

President, JAS. F. HAMMILL, Lansing; Secretary, D. C. SLAGHT, Flint; Treasurer, CHAS. McNOLTY, Jackson.

Michigan Commercial Travelers' Association.

President, S. H. HART, 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 Commercial Travelers' Mutual Accident Association.

President, A. F. PEAKE, Jackson; Secretary and Treasurer, GEO. F. OWEN, Grand Rapids. Board of Directors—F. M. TYLER, H. B. FAIRCHILD, JAS. N. BRADFORD, J. HENRY DAWLEY, GEO. J. HEINZELMAN, CHAS. S. ROBINSON.

Lake Superior Commercial Travelers' Club.

President, W. C. BROWN, Marquette; Secretary and Treasurer, A. F. WIXSON, Marquette.

Gripsack Brigade.

Wm. Connor (Michael Kolb & Son) is spending the week in Wisconsin, interviewing the trade at Milwaukee and La Crosse.

Wm. H. Sigel, who recently engaged to travel for the Clark-Jewell-Wells Co., has been confined to his home most of the time for a fortnight by reason of a severe heart trouble.

Chas. H. Phillips has been engaged by the Clark-Jewell-Wells Co. to cover a portion of the city and suburban trade. He is posting up this week and will make his initial visit to the trade next week.

Chas. G. Perkins, Jr., has been engaged by the N. K. Fairbank Co. as extra salesman. He is putting in the month of May in this State, assisting Fred. H. Ball. Mr. Perkins is a son of Capt. C. G. Perkins, of Henderson, Ky., well known here through his former connection with the Hazeltine & Perkins Drug Co.

Wm. A. McWilliams (Clark-Jewell-Wells Co.) is the happy possessor of a six-year old pacing horse, yclept Dan, which gives promise of developing exceptional speed in the near future. Mac insists that his nag went so fast on one occasion last winter that the shoes melted off the cutter and his friends ascertained that when he drives a couple of blocks on the avenue the momentum is so great that the buggy keeps going for half an hour.

Two More Deaths—Hearty Response to Assessment.

Flint, May 15—I have received proof of the death of Eliphated Averill (No. 866), of Jackson, who died May 4 of meningitis.

I have also received notice of the death of Wm. Jewett (No. 3,279), of Detroit.

Eleven hundred and seventy of the members have responded to the call for death assessment No. 1 and each mail brings in many more.

DELL C. SLAGHT, Sec'y.

The Right Time to Marry.

"When should a drummer marry?"
I asked a room-mate,
With years of care upon his brow
And manners most sedate.

"In youth, when first he enters
Upon his road career,
With hopes built on the future,
And heart devoid of fear.

"Or later on, when drumming
Has brought the mind to bear
Upon the serious side of life,
Its troubles and its care?"

He answered with a twinkle
In that bright eye of his:
"The time for him to marry,
Is when he quits the 'biz'."

The pay of a Greek soldier is four dollars per month, when he gets it.

SUCCESSFUL SALESMEN.

C. W. Dierdorf, Vice-President of the Johnson Cigar Co.

Calvin W. Dierdorf was born on a farm in Summit county, Ohio, Feb. 3, 1868. His parents were of German descent, although born in this country. Shortly after birth, his parents removed to Inland, Ohio, where he remained until 17 years of age, attending such schools as the village afforded. He then came to Ross, Mich., where his brother was a section foreman, spending a year in learning the trade of telegraph operator. For the next three years he was employed by the G. R. & I. Railroad, being located at different times at Rome City, Kalamazoo and Richmond, Ind. At Kalamazoo he occupied the position of commercial and railroad operator. Receiving a more lucrative offer from

his trade once a week and is a welcome visitor wherever he goes.

Mr. Dierdorf is a member of the Elks and is said to have afforded the members much enjoyment on the occasion of his initiation. Mr. Dierdorf is somewhat remarkable for the smallness of his stature. Although he was the youngest of a family of nine, and was heavier than any of the children at birth, he has never gotten beyond 46 inches in height, although his brothers and sisters are all large people, one brother weighing upwards of 190 pounds. Mr. Dierdorf does not regard his smallness of size in the light of an affliction, and insists that he derives as much enjoyment out of life as though he weighed a ton. He attributes his success as a salesman to the fact that he keeps continually at work, and claims that he regularly sells more cigars to the city



the C. & W. M., he spent six months as operator and agent at Avenue Junction, Grand Rapids, subsequently removing to Muskegon, where he filled the position of night operator in the general offices for two years. He was then promoted to the position of clerk in the office of the general baggage agent at Detroit and, on the removal of the general offices to this city, six months later, he continued in the employ of the D. L. & N. in the same capacity for about three years. Believing he could do better than pounding keys, he embarked in the retail cigar business at 265 South Division street, where he remained in trade about eighteen months, discontinuing the business to enter the employ of G. J. Johnson as city salesman. This position he still holds, with satisfaction to all concerned, and, on the incorporation of the business of the company, he became a stockholder and was elected a director, filling the position of Vice-President and Treasurer of the corporation. He covers

trade than any other man in the business. He is a pronounced bicycle crank and has entered the road races to be contested here and at Kalamazoo on May 31. He is a universal favorite with the ladies and deservedly popular with the men.

A Leading Question.

When the last order is entered upon the Great Book
That is kept by the angels on high,
And the last town is made and the last excess paid
And the last freight is caught on the fly,

And the expense account shows the proper amount
In keeping with the cost of the trip,
And St. Peter meets you as you get out of the 'bus,
And silently snatches your grip,

And you are let through the door, all weary and sore,
Tired out with life's race all up hill,
Will the angel who meets you come up to greet you
With the remark, "We have just ordered a bill?"

Will the rooms be damp and the sheets all wet?
Can catarrh be contracted in heaven?
Will we each with one girl be permitted to whirl,
Or, will we be allowed six or seven?

All these things are of interest to drummers, you know,
And the enquiry respectfully made is—
"Will the boys feel at home in that beautiful land,
Or, must they double back down to 'hades'?"

This Peddling Amendment Not Likely to Be Defeated.

The Mayer-Belknap amendment to the present peddling law still stands a good chance of being enacted, judging by the following letter from a leading member of the Legislature, written under date of May 18:

I think there is a first-class chance for the bill to become a law yet. The House, last week, refused to concur with the conference committee's report. This report you no doubt know graduated the license according to the population of the townships, as follows: Townships of 1,000 population, \$5; from 1,000 to 2,500, not less than \$10 or over \$20; above 2,500, not less than \$15 or over \$30. I think that with proper management the House will concur this week and there will be no trouble in the Senate, as last week it only lacked six votes to carry in the House and a good many were absent when the report came up. Any influence that may be brought to bear on House members to accord with the conference committee's report would have good effect.

The father of Senator Foraker, of Ohio, was a farmer with eleven children and very little money. The boys all did work on the farm, and the one who was one day to be Governor and Senator was taught to wash and iron, to milk, cook and spin and to pick geese at the proper time of year. His first schooling was in a log cabin, and it was there he wore his famous coffee-sack trousers, which his mother provided for him when he had torn all others beyond recognition.

EAGLE HOTEL

\$1 Per Day. GRAND RAPIDS.

Equal in every respect to a \$2 house. Large rooms. Good beds. Superb Table.

J. K. JOHNSTON, Prop.

THE WIERENGO

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

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

COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE
AND FREIGHT WAGONS

15 and 17 North Waterloo St.,
Telephone 381-1 Grand Rapids.

Commercial House

Iron Mountain, Mich.

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

\$2 per day. IRA A. BEAN, Prop.

NEW REPUBLIC

Reopened Nov. 25.

FINEST HOTEL IN BAY CITY.

Steam heat,
Electric Bells and Lighting throughout.
Rates, \$1.50 to \$2.00.

Cor. Saginaw and Fourth Sts.

GEO. H. SCHINDHETT, Prop.

Will Pay
YOU

Young men and women acquire the greatest independence and wealth by securing a course in either the Business, Shorthand, English or Mechanical Drawing departments of the Detroit Business University, 11-19 Wilcox St., Detroit. W. F. Jewell, P. R. Spencer.

Cutler House at Grand Haven.

Steam Heat. Excellent Table. Comfortable Rooms. H. D. and F. H. IRISH, Props.

Drugs--Chemicals

MICHIGAN STATE BOARD OF PHARMACY.

C. A. BUGBEE, Traverse City	Term expires Dec. 31, 1896
S. E. PARKILL, Owosso	Dec. 31, 1897
F. W. R. PERRY, Detroit	Dec. 31, 1898
A. C. SCHUMACHER, Ann Arbor	Dec. 31, 1899
GEO. GUNDRUM, Ionia	Dec. 31, 1900

President, S. E. PARKILL, Owosso.
Secretary, F. W. R. PERRY, Detroit.
Treasurer, GEO. GUNDRUM, Ionia.

Coming Examination Sessions—Star Island (Detroit), June 28 and 29; Sault Ste. Marie, Aug. —; Lansing, Nov. 2 and 3.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, G. C. PHILLIPS, Armada.
Secretary, B. SCHROEDER, Grand Rapids.
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Executive Committee—A. H. WEBBER, Cadillac;
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The Drug Market.

Acetanilid—Quiet and unchanged.

Acids—Salicylic has been advanced in price on account of increased cost of raw material. Tartaric, quiet and unchanged.

Cacao Butter—Quiet but prices are yet maintained.

Cassia Buds—Prices are held firm on account of small supplies.

Castor Oil—In fair demand for consumption with prices firm.

Chloral Hydrate—The old prices are still maintained notwithstanding the continued limited supply.

Cinchonidia—Quiet, but with prices nominally maintained.

Cocaine—Prices continue firm although foreign markets are unsettled on account of competition.

Codeine—Advance is maintained although there is no especial activity.

Cod Liver Oil—In spite of improving demand prices have declined on account of unfavorable speculative influences.

Cream Tartar—Quotations have not been reduced, although influences have been of a depressing character.

Cubeb Berries—Quiet and steady.

Essential Oils—Anise, prices are firmer. Citronella is easier. Clove is held steadily at old quotations. Sassafras, steady although threatened by the abundant supplies of natural. Artificial wintergreen is held firm on account of advance in salicylic acid.

Glycerine—Steady with fair demand.

Gums—Camphor is in healthy demand, with product mostly taken on contract orders. Asafoetida, steady at fair demand. Tragacanth, quiet with only small jobbing sales.

Iodine—Quiet, limited demand.

Iodoform—Steady and unchanged.

Juniper Berries—Prices of the best qualities are held firm on account of limited supply.

Leaves—Short buchu, steady with fair demand. Senna is in fair request with the demand attracting foreign supplies.

Lycopodium—Unchanged, with moderately fair demand.

Manna—Quiet with small transactions, although prices are maintained.

Menthol—Depressing foreign news and slow demand have had effect in weaker conditions.

Morphine—Supplies limited and prices well maintained.

Opium—Improved consumption has operated to maintain prices more firmly, all concessions being refused.

Quinine—Fair seasonable demand continues to hold prices steady at former quotations.

Rochelle Salts—Quiet and unchanged.

Roots—Ipecac, firm with advance well maintained. Jamaica ginger continues firm. Jalap dull and quiet. Senega is in small demand and on account

of large supply prices are weak. Golden seal, firm on account of small supply. Powdered Florentine orris has declined in price.

Salicylate of Soda—On account of the advance in price of salicylic acid quotations have been advanced.

Salicin—Unchanged with moderate jobbing demand.

Seeds—Canary has been reduced on account of the restoration to the tariff free list. Coriander lower on account of the same influences. Mustard generally quiet, although California is firmer. Poppy is also stronger.

Sponges—Firm for desirable grades on account of unfavorable news from the fishing fleets.

Sugar of Milk—Prices steady with good demand.

The Patent Medicine Man's Crop—It Came with a Rush.

"It was more than twenty years ago that I decided the thing was ready to be put on the market," said the inventor of a compound that has now passed out of the category of patent medicines and become well introduced. "The question that bothered me was how to get the stuff before the people and make them personally acquainted with its qualities so that I might find out whether or not my own faith and confidence in the article was justified. But how was I to get it into people's hands? That was the question that I had to answer. I went to the wholesale druggists and they said it would be useless to put it on their shelves, as no body would buy it. I sent it to doctors, but that did very little toward getting the article into the hands of the people. I gave it away at fairs, and the result was that a small portion of the people there got nearly all of the stuff, while the others went without any. Plainly that would not do. But I didn't know yet what I would do.

"After a while it occurred to me that I would start a man in a buggy driving in a certain direction. He was to distribute the stuff to everybody he met in the road, and in that way the stuff would finally get into the hands of the people. I was going to have relays enough to stretch a line almost across the country, and start a man from the West to come East through the territory the other man could not reach. I was going to send the stuff on ahead, so that at different points on the road the man would be supplied with enough to give away.

"The fellow started on his long trip and distributed thousands of packages of the stuff. Other men started in different directions, and there were only a few thinly populated and remote corners of the country that could not have some personal experience of my invention. The men finished their trips and I waited. But no response came. The people whom I had expected to answer with a cry for what I had given them remained mute. A year passed and every cent of available capital had gone into the scheme. Thousands of dollars had gone and evidently no more had been done toward creating a demand than if the stuff had been locked in a closet and left there. I strained hard, but I never could hear the voice of the public calling for my invention. The months were miserable with suspense and despair until suddenly the public, to speak metaphorically, roared at me. The rush had started in a way I could never understand."

To Distinguish Between Hydrastis and Opium.

The tinctures of hydrastis and opium resemble each other somewhat in odor and a case has recently occurred in France where one was dispensed for the other. Gerock directs attention to the fact that hydrastine and narcotine are closely allied in chemical constitution, and in view of this similarity and of the similarity of odor of the two tinctures, he thinks it probable that some of the volatile constituents of these drugs resemble each other closely.

What Constitutes a Legal Prescription.

Indianapolis, Ind., May 3—A decision of great importance to druggists was handed down by the Appellate Court recently. A. H. Caldwell, a Martinsville druggist, sold a quart of whisky on a physician's prescription reading, "R. Whisky, one quart, for medical use," and was fined for selling intoxicating liquor on Sunday, but attempted to justify the act on the ground that he filled the prescription of a reputable physician.

The court holds that the presentation of a prescription that does not request that the sale be made on Sunday, nor to whom it shall be sold, nor the manner in which the liquor shall be used, is not authority for selling on Sunday, and that the burden of proof is on the druggist to show that the liquor was used for medical purposes.

A resident of Lewiston, Me., refuses to pay a tax on his bicycle, saying it is worn out and useless. He demands to know of the assessors whether they could tax a man for a dead horse. If not, he wishes to know why he should pay for a dead bicycle with a punctured wheel.

PATENT MEDICINES

Order your patent medicines from
PECK BROS., Grand Rapids.

The Best On Earth Clydesdale Soap

Manufactured by

Schulte Soap Co.,

Detroit, Mich.

Premium given away with Clydesdale Soap Wrappers.

"MASTER" "YUMA"

The best 5 cent cigars ever made. Sold by

BEST & RUSSELL CO., CHICAGO.

Represented in Michigan by J. A. GONZALEZ, Grand Rapids.



Morrison, Plummer & Co., Wholesale Druggists, Chicago.
Cigar Department.

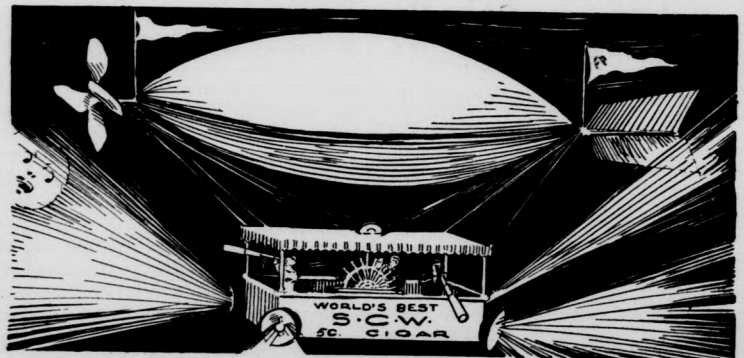
For only one cent you can have an expert examine

YOUR LEAKY

roof and tell you why it leaks and how much it will cost to "stop that hole." We have had 28 years' experience in this business, and are reliable and responsible. We have men traveling all the time and can send them to you on short notice. All kinds of roofs put on and repaired by

H. M. REYNOLDS & SON,
GRAND RAPIDS OFFICE, CAMPAU & LOUIS.
DETROIT OFFICE, FOOT OF THIRD STREET.

AIR SHIP



As photographed by Prof. Leo Shiappocasse at Chicago, Ill., April 9, 1897.

WHOLESALE PRICE CURRENT.

Advanced—Ipecac Root.
Declined—Opium, Linseed Oil.

Acidum	
Aceticum.....	80¢ 10
Benzolium, German	80¢ 10
Boracic.....	15
Carbolicum.....	29¢ 41
Citricum.....	44¢ 46
Hydrochlor.....	32¢ 5
Nitrosum.....	80¢ 14
Oxalicum.....	12¢ 14
Phosphoricum, dil.	15
Salicylicum.....	45¢ 50
Sulphuricum.....	13¢ 5
Tannicum.....	1 40¢ 1 60
Tartaricum.....	36¢ 38
Ammonia	
Aqua, 16 deg.....	42¢ 6
Aqua, 20 deg.....	62¢ 8
Carbonas.....	12¢ 14
Chloridum.....	12¢ 14
Aniline	
Black.....	2 00¢ 2 25
Brown.....	80¢ 1 00
Red.....	45¢ 50
Yellow.....	2 50¢ 3 00
Baccæ	
Cubebæ..... po. 18	13¢ 15
Juniperus.....	62¢ 8
Xanthoxylum.....	25¢ 30
Balsamum	
Copaiba.....	60¢ 65
Peru.....	2 60
Terebinthina, Canada	40¢ 45
Tolutan.....	80¢ 85
Cortex	
Abies, Canadian.....	18
Cassia.....	12
Cinchona Flava.....	18
Euonymus atropurp.....	30
Myrica Cerifera, po.	20
Prunus Virginiana.....	12
Quillaja, gr'd.....	12
Sassafras..... po. 18	12
Ulmus..... po. 15, gr'd	15
Extractum	
Glycerhiza Glabra.....	24¢ 25
Glycerhiza, po.....	28¢ 30
Hæmatox, 15 lb box.	11¢ 12
Hæmatox, 1s.....	13¢ 14
Hæmatox, 1/2s.....	14¢ 15
Hæmatox, 1/4s.....	16¢ 17
Ferra	
Carbonate Precip.....	15
Citrate and Quinia.....	2 25
Citrate Soluble.....	80
Ferrocyanidum Sol.	80
Solut. Chloride.....	15
Sulphate, com'l, by	2
bbl, per cwt.....	35
Sulphate, pure.....	7
Flora	
Arnica.....	12¢ 14
Anthemis.....	18¢ 25
Matricaria.....	30¢ 35
Folia	
Barosma.....	15¢ 20
Cassia Acutifol, Tin-	18¢ 25
nevelly.....	25¢ 30
Cassia Acutifol, Alx.	18¢ 25
Salvia officinalis, 1/2s	12¢ 20
and 1/4s.....	8¢ 10
Ura Ursi.....	8¢ 10
Gummi	
Acacia, 1st picked.....	45
Acacia, 2d picked.....	45
Acacia, 3d picked.....	45
Acacia, sifted sorts.....	45
Acacia, po.....	60¢ 80
Aloe, Barb. po. 30¢ 28	14¢ 18
Aloe, Cape.....	12
Aloe, Socotri.....	30
Ammoniac.....	55¢ 60
Assafetida..... po. 30	22¢ 25
Benzoinum.....	50¢ 55
Catechu, 1s.....	13
Catechu, 1/2s.....	14
Catechu, 1/4s.....	16
Camphora.....	48¢ 55
Euphorbium..... po. 35	4
Galbanum.....	1 00
Gamboge po.....	65¢ 70
Gualacum..... po. 35	4
Kino..... po. \$4.00	40
Mastic.....	60
Myrrh..... po. 45	40
Opi..... po. \$3.80 to \$4.00	2 50¢ 2 60
Shellac.....	40¢ 45
Shellac, bleached.....	40¢ 45
Tragacanth.....	50¢ 80
Herba	
Absinthium..... oz. pkg	25
Eupatorium..... oz. pkg	20
Lobelia..... oz. pkg	20
Majorum..... oz. pkg	28
Mentha Pip..... oz. pkg	23
Mentha Vir..... oz. pkg	25
Rue..... oz. pkg	39
Tanacetum V..... oz. pkg	22
Thymus, V..... oz. pkg	25
Lagnesia	
Calcined, Pat.....	55¢ 60
Carbonate, Pat.....	20¢ 22
Carbonate, K. & M.....	20¢ 25
Carbonate, Jennings	35¢ 36
Oleum	
Absinthium..... 3 25¢ 3 50	
Amygdale, Dulc.....	30¢ 35
Amygdale, Amaræ.....	8 00¢ 8 25
Anisi.....	2 10¢ 2 20
Aurant Cortex.....	2 00¢ 2 20
Bergamini.....	2 25¢ 2 30
Cajuputi.....	75¢ 80
Caryophylli.....	55¢ 60
Cedar.....	35¢ 40
Chenopæi.....	2 40
Cinnamonli.....	1 80¢ 2 00
Citronella.....	45¢ 50
Conium Mac.....	35¢ 65
Copaiba.....	1 10¢ 1 20
Cubebæ.....	90¢ 1 00
Exechthitos.....	1 20¢ 1 30
Erigeron.....	1 20¢ 1 30
Gaultheria.....	1 50¢ 1 60
Geranium, ounce.....	50¢ 60
Gossippii, Sem. gal.....	50¢ 60
Hedeoma.....	1 00¢ 1 10
Junipera.....	1 50¢ 2 00
Lavandula.....	90¢ 2 00
Limonis.....	1 20¢ 1 40
Mentha Piper.....	1 60¢ 2 20
Mentha Verid.....	2 65¢ 2 75
Morrhuæ, gal.....	1 50¢ 1 60
Myrica.....	4 00¢ 4 50
Olive.....	75¢ 3 00
Picea Liquida.....	10¢ 12
Picea Liquida, gal.....	10¢ 12
Ricinia.....	99¢ 1 04
Rosmarini.....	1 00
Rose, ounce.....	6 50¢ 8 50
Succini.....	40¢ 45
Sabina.....	90¢ 1 00
Santal.....	2 50¢ 7 00
Sassafras.....	50¢ 55
Sinapis, ess., ounce.....	65
Tigili.....	1 40¢ 1 50
Thyme.....	40¢ 50
Thyme, opt.....	1 60
Theobromas.....	15¢ 20
Potassium	
Bi-Barb.....	15¢ 18
Bichromate.....	13¢ 15
Bromide.....	48¢ 51
Carb.....	12¢ 15
Chlorate, po. 17¢ 19¢	16¢ 18
Cyanide.....	50¢ 55
Iodide.....	2 65¢ 2 75
Potassa, Bitart, pure	29¢ 31
Potassa, Bitart, com	15
Potass Nitras, opt.....	8¢ 10
Potass Nitras.....	7¢ 9
Prussiate.....	25¢ 28
Sulphate po.....	15¢ 18
Radix	
Aconitum.....	20¢ 25
Althæa.....	22¢ 25
Anchusa.....	12¢ 15
Arum po.....	25
Calamus..... po. 15	20¢ 40
Gentiana..... po. 15	12¢ 15
Glycerhiza..... po. 15	16¢ 18
Hydrastis Canad.....	40
Hydrastis Can, po.....	40
Hellebore, Alba, po.....	15¢ 20
Inula, po.....	15¢ 20
Ipecac, po.....	2 00¢ 2 10
Iris plox..... po. 35¢ 38	35¢ 40
Jalapa, pr.....	40¢ 45
Maranta, 1/2s.....	40
Podophyllum, po.....	22¢ 25
Rhei.....	75¢ 1 00
Rhei, cut.....	1 25
Rhei, pr.....	75¢ 1 35
Spigelia.....	35¢ 38
Sanguinaria..... po. 40	40
Serpentaria.....	30¢ 35
Senega.....	40¢ 45
Similax, officinalis H	40
Smilax, M.....	25
Scilla..... po. 35	10¢ 12
Symplocarpus, Feti-	25
dus, po.....	25
Valeriana, Eng. po. 30	15¢ 20
Valeriana, German.....	12¢ 16
Zingiber.....	12¢ 16
Zingiber j.....	25¢ 27
Semen	
Anisum..... po. 15	12
Apium (graveleons).....	13¢ 15
Bird, Is.....	4¢ 6
Cardui..... po. 18	10¢ 12
Cardamom.....	1 25¢ 1 75
Coriandrum.....	8¢ 10
Cannabis Sativa.....	34¢ 4
Cydonium.....	75¢ 1 00
Chenopodium.....	10¢ 12
Dipterix Odorate.....	2 90¢ 3 00
Foeniculum.....	10
Foenugreek, po.....	7¢ 9
Lini.....	24¢ 4
Lini, gr'd..... bbl. 2 1/2	34¢ 40
Lobelia.....	34¢ 40
Pharlaris Canarian.....	34¢ 40
Rapa.....	44¢ 5
Sinapis Alba.....	7¢ 8
Sinapis Nigra.....	11¢ 12
Spiritus	
Frumentum, W. D. Co.....	2 00¢ 2 50
Frumentum, D. F. R.....	2 00¢ 2 25
Frumentum.....	1 25¢ 1 50
Juniperis Co. O. T.....	1 65¢ 2 00
Juniperis Co.....	1 75¢ 3 50
Saacharum N. E.....	1 90¢ 2 10
Spt. Vini Galli.....	1 75¢ 6 50
Vini Oporto.....	1 25¢ 2 00
Vini Alba.....	1 25¢ 2 00
Sponges	
Florida sheeps' wool	2 50¢ 2 75
carriage.....	2 00
Nassau sheeps' wool	2 00
carriage.....	2 00
Velvet extra sheeps'	2 10
wool, carriage.....	2 10
Extra yellow sheeps'	2 85
wool, carriage.....	2 85
Grass sheeps' wool,	2 65
carriage.....	2 75
Hard, for slate use.....	2 75
Yellow Reef, for	2 1 40
slate use.....	2 1 40
Syrups	
Acacia.....	50
Aurant Cortes.....	50
Zingiber.....	50
Ipecac.....	60
Ferri Iod.....	50
Rhei Arom.....	50
Smilax Officinalis.....	50
Senega.....	50
Scilla.....	50
Menthol.....	2 40

Morphia, S.P. & W.....	1 95¢ 2 20
Morphia, S.N.Y. & Q.....	1 85¢ 2 10
C. Co.....	1 85¢ 2 10
Moschus Canton.....	65¢ 80
Myristica No. 1.....	10
Nux Vomica..... po. 20	15¢ 18
Os Sepia.....	15¢ 18
Pepsin Saac, H. & P.....	1 00
D. Co.....	1 00
Picea Liq. N.N. 1/2 gal.	2 00
doz.....	2 00
Picea Liq., quarts.....	1 00
Picea Liq., pints.....	85
Piper Nigra..... po. 80	50
Piper Alba..... po. 35	50
Pilix Burgum.....	50
Plumbi Acet.....	10¢ 12
Pulvis Ipecac et Opi.....	1 10¢ 1 20
Pyrethrum, boxes H.	60
& P. D. Co., doz.....	1 25
Pyrethrum, pv.....	30¢ 33
Quassia.....	80¢ 10
Quinia, S. P. & W.....	24¢ 29
Quinia, S. German.....	23¢ 27
Quinia, N.Y.....	23¢ 28
Rubia Tincturum.....	12¢ 14
Saccharum Lactis pv	24¢ 26
Salicin.....	3 00¢ 3 10
Sanguis Draconis.....	40¢ 50
Sapo, W.....	12¢ 14
Sapo, M.....	10¢ 12
Sapo, G.....	15
Siedlitz Mixture.....	20
Sinapis.....	18
Sinapis, opt.....	30
Snuff, Maccaboy, De	34
Voos.....	34
Snuff, Scotch, DeVo's	34
Soda Boras.....	6 6¢ 8
Soda et Potass Tart.	26¢ 28
Soda, Carb.....	1 1/2¢ 2
Soda, Bi-Carb.....	3¢ 5
Soda, Ash.....	3 1/2¢ 4
Soda, Sulphas.....	2
Spts. Cologne.....	2 60
Spts. Ether Co.....	50¢ 55
Spt. Myrcia Dom.....	9 00
Spts. Vini Rect. bbl.	2 42
Plix Burgum.....	2 47
Spts. Vini Rect. 10 gal	2 50
Spts. Vini Rect. sgal	2 52
Less 5c gal. cash 10 days	
Strychnia, Crystal.....	1 40¢ 1 45
Sulphur, Subl.....	2 1/2¢ 3
Sulphur, Roll.....	2¢ 2 1/2
Tamarinds.....	8¢ 10
Terebenth Venice.....	28¢ 30
Theobromæ.....	42¢ 45
Vanilla.....	9 00¢ 16 00
Zinci Sulph.....	7¢ 8
Oils	
Whale, winter.....	70 70
Lard, extra.....	40 45
Lard, No. 1.....	35 40
Paints	
Red Venetian.....	1 1/2¢ 2 28
Ochre, yellow Mars.....	1 1/2¢ 2 28
Ochre, yellow Ber.....	1 1/2¢ 2 28
Putty, commercial.....	2 1/2¢ 2 3
Putty, strictly pure.....	2 1/2¢ 2 3
Vermilion, Prime	
American.....	13¢ 15
Vermilion, English.....	70¢ 75
Green, Paris.....	13 1/2¢ 19
Green, Peninsular.....	13¢ 16
Lead, Red.....	5 1/2¢ 6
Lead, white.....	5 1/2¢ 6
Whiting, white Span.....	70
Whiting, gliders.....	70
White, Paris Amer.....	1 00
Whiting, Paris Eng.	
cliff.....	1 40
Universal Prepared.....	1 00¢ 1 15
Varnishes	
No. 1 Turp Coach.....	1 10¢ 1 20
Extra Turp.....	1 60¢ 1 70
Coach Body.....	2 75¢ 3 00
No. 1 Turp Fum.....	1 00¢ 1 10
Extra Turk Damar.....	1 55¢ 1 60
Jap. Dryer, No. 1 Turp	70¢ 75



Chamois

Sponges

We have a complete
line of all grades Sponges
in bales; also bleached
in cases.

All numbers of Chamois
at attractive prices






Hazeltine & Perkins Drug Co.

Grand Rapids, Michigan.



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 4 00 Frazier's.....75 9 00 IXL Golden, tin boxes 75 9 00 Nica, tin boxes.....70 9 00 Paragon.....55 6 00 BAKING POWDER. Absolute. 1 lb cans doz.....45 1 lb cans doz.....85 1 lb cans doz.....1 50 Acme. 1 lb cans 3 doz.....45 1 lb cans 3 doz.....75 1 lb cans 1 doz.....1 00 Bulk.....10 El Purity. 1 lb cans per doz.....75 1 lb cans per doz.....1 20 1 lb cans per doz.....2 00 Home. 1 lb cans 4 doz case.....35 1 lb cans 4 doz case.....55 1 lb cans 2 doz case.....90 JAXON 1 lb cans, 4 doz case.....45 1 lb cans, 4 doz case.....85 1 lb cans, 2 doz case.....1 60 Our Leader. 1 lb cans.....45 1 lb cans.....75 1 lb cans.....1 50 Peerless. 1 lb cans.....85 BASKETS.  Standard Bushel.....1 25 Extra Bushel.....1 75 Market.....30 1/4 bushel, bamboo del'ry. 3 50 1/2 bushel, bamboo del'ry. 4 00 3/4 bushel, bamboo del'ry. 5 00 Iron strapped, 50c extra. Diamond Clothes, 30x16.....2 50 Braided Split, 30x16.....4 00 BATH BRICK. American.....70 English.....80 BLUING. CONDENSED PEARL BLUING 1 doz. pasteboard Boxes.....40 3 doz. wooden boxes.....1 20 BRUOITS. No. 1 Carpet.....1 90 No. 2 Carpet.....1 75 No. 3 Carpet.....1 50 No. 4 Carpet.....1 15 Parlor Gem.....2 00 Common Whisk.....70 Fancy Whisk.....80 Warehouse.....2 25 CAKE FROSTING. Nacretin, per doz.....2 25 Two doz. in case assorted flavors—lemon, vanilla and rose. CANDLES. 8s.....7 16s.....8 Paraffine.....8 CANNED GOODS. Lanesboro Peas.....1 00 Lakeside E. J.....1 30 Lakeside, Cham. of Eng.....1 40 Lakeside, Gem, Ex. Sifted. 1 65 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	CHEESE. Acme.....@ 10 Amboy.....@ 10 1/2 Byron.....@ 10 Elsie.....@ 10 1/2 Gold Medal.....@ 10 3/4 Ideal.....@ 10 Jersey.....@ 10 1/2 Lenawee.....@ 10 1/2 Riverside.....@ 10 1/2 Sparta.....@ 10 1/2 Brick.....@ 10 1/2 Edam.....@ 75 Leiden.....@ 75 Limburger.....@ 15 Pineapple.....@ 85 Sap Sago.....@ 18 Chicory. Bulk.....5 Red.....7 CATSUP. Columbia, pints.....4 25 Columbia, 1/4 pints.....2 50 CLOTHES PINS. 5 gross boxes.....40 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 COFFEE. Rio. Fair.....17 Good.....18 Prime.....19 Golden.....20 Peaberry.....22 Santos. Fair.....19 Good.....20 Prime.....22 Peaberry.....23 Mexican and Guatemala. Fair.....21 Good.....22 Fancy.....24 Maracalbo. Prime.....23 Milled.....24 Java. Interior.....25 Private Growth.....27 Mandehling.....28 Mocha. Imitation.....25 Arabian.....28 Roasted. Clark-Jewell-Weils Co.'s Brands Fifth Avenue.....30 Jewell's Arabian Mocha.....30 Wells' Mocha and Java.....25 1/2 Wells' Perfection Java.....25 1/2 Sencabo.....23 Valley City Maracalbo.....20 Ideal Blend.....16 Leader Blend.....13 1/2 Worden Grocer Co.'s Brands Quaker Arabian Mocha.....31 Quaker Mandehling Java.....31 Quaker Mocha and Java.....29 Toko Mocha and Java.....26 Quaker Golden Santos.....23 State House Blend.....21 Quaker Golden Rio.....20 Package. Below are given New York prices on package coffees, 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 weight of package. In 60 lb. cases the list is 10c per 100 lbs. above the price in full cases. Arbuckle.....12 00 Jersey.....12 00 McLaughlin's XXXX.....12 00 Extract. Valley City 1/4 gross.....75 Felix 1/4 gross.....1 15 Hummel's foil 1/4 gross.....85 Hummel's tin 1/4 gross.....1 43 Kneipp Malt Coffee. 1 lb. packages, 50 lb. cases 9 1 lb. packages, 100 lb. cases 9 CONDENSED MILK. 4 doz in case. Gall Borden Eagle.....8 75 Crown.....6 25 Daisy.....5 75 Champion.....4 50 Magnolia.....4 25 Challenge.....3 50 Dime.....3 35	COUPON BOOKS.  Tradesman Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Economic Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00  Universal Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Superior Grade. 50 books, any denom.....1 50 100 books, any denom.....2 50 500 books, any denom.....11 50 1,000 books, any denom.....20 00 Coupon Pass Books. Can be made to represent any denomination from \$10 down. 20 books.....1 00 50 books.....2 00 100 books.....3 00 250 books.....6 25 500 books.....10 00 1000 books.....17 50 Credit Checks. 500, any one denom'n.....3 00 1000, any one denom'n.....5 00 2000, any one denom'n.....8 00 Steel punch.....75 DRIED FRUITS—DOMESTIC Apples. Sundried.....@ 2 1/2 Evaporated 50 lb boxes.....@ 4 California Fruits. Apricots.....@ 10 1/2 Blackberries.....6 @ Nectarines.....7 @ Peaches.....7 1/2 @ Pears.....8 @ Pitted Cherries.....12 Prunelles.....12 Raspberries.....12 California Prunes. 100-120 25 lb boxes.....@ 3 1/2 90-100 25 lb boxes.....@ 3 1/2 80-90 25 lb boxes.....@ 4 1/2 70-80 25 lb boxes.....@ 5 60-70 25 lb boxes.....@ 5 1/2 50-60 25 lb boxes.....@ 6 40-50 25 lb boxes.....@ 7 1/2 30-40 25 lb boxes.....@ 7 1/2 1/4 cent less in 50 lb cases Raisins. London Layers 3 Crown.....1 55 London Layers 5 Crown.....2 50 Dehesias.....3 25 Loose Muscatels 2 Crown 5 Loose Muscatels 3 Crown 5 1/2 Loose Muscatels 4 Crown 6 1/2 FOREIGN. Currants. Patras bbls.....@ 5 1/2 Vostizas 50 lb cases.....@ 5 1/2 Cleaned, bulk.....@ 6 1/2 Cleaned, packages.....@ 7 Peel. Citron American 10 lb bx @14 Lemon American 10 lb bx @12 Orange American 10 lb bx @12 Raisins. Ondura 28 lb boxes.....6 1/2 @ 8 Sultana 1 Crown.....@ 8 1/2 Sultana 2 Crown.....@ 9 Sultana 3 Crown.....@ 9 1/2 Sultana 4 Crown.....@ 9 1/2 Sultana 5 Crown.....@ 10 1/2 FLY PAPER. Tanglefoot. 	FARINACEOUS GOODS. Farina. Bulk.....3 Grits. Walsh-DeRoo Co.'s.....2 00 Hominy. Barrels.....2 25 Flake, 50 lb. drums.....1 00 Lima Beans. Dried.....3 1/2 Macaroni and Vermicelli. Domestic, 10 lb. box.....80 Imported, 25 lb. box.....2 50 Pearl Barley. Common.....1 1/2 Chester.....2 Empire.....2 1/2 Peas. Green, bu.....80 Split, per lb.....2 1/2 Rolled Oats. Rolled Avena, bbl.....3 30 Monarch, bbl.....2 80 Monarch, 1/4 bbl.....1 55 Private brands, bbl.....2 75 Private brands, 1/4 bbl.....1 50 Quaker, cases.....3 20 Sago. German.....4 East India.....3 1/2 Wheat. Cracked, bulk.....3 24 2 lb packages.....2 40 Fish. Cod. Georges cured.....@ 3 1/2 Georges genuine.....@ 4 Georges selected.....@ 5 Strips or bricks.....5 @ 8 Halibut. Chunks.....10 Strips.....9 Herring. Holland white hoops keg.....60 Holland white hoops bbl.....7 50 Norwegian.....2 50 Round 100 lbs.....1 30 Round 40 lbs.....13 Sealed.....13 Flackerel. No. 1 100 lbs.....10 50 No. 1 40 lbs.....4 50 No. 1 10 lbs.....1 20 No. 2 100 lbs.....7 00 No. 2 40 lbs.....3 10 No. 2 10 lbs.....85 Family 80 lbs.....10 Family 10 lbs.....10 Sardines. Russian kgs.....55 Stockfish. No. 1, 100 lb. bales.....2 30 No. 2, 100 lb. bales.....2 30 TROUT. No. 1 100 lbs.....4 25 No. 1 40 lbs.....2 00 No. 1 10 lbs.....58 No. 1 8 lbs.....49 Whitefish. No. 1.....25 No. 2.....25 No. 3.....25 No. 4.....25 No. 5.....25 No. 6.....25 No. 7.....25 No. 8.....25 No. 9.....25 No. 10.....25 No. 11.....25 No. 12.....25 No. 13.....25 No. 14.....25 No. 15.....25 No. 16.....25 No. 17.....25 No. 18.....25 No. 19.....25 No. 20.....25 No. 21.....25 No. 22.....25 No. 23.....25 No. 24.....25 No. 25.....25 No. 26.....25 No. 27.....25 No. 28.....25 No. 29.....25 No. 30.....25 No. 31.....25 No. 32.....25 No. 33.....25 No. 34.....25 No. 35.....25 No. 36.....25 No. 37.....25 No. 38.....25 No. 39.....25 No. 40.....25 No. 41.....25 No. 42.....25 No. 43.....25 No. 44.....25 No. 45.....25 No. 46.....25 No. 47.....25 No. 48.....25 No. 49.....25 No. 50.....25 No. 51.....25 No. 52.....25 No. 53.....25 No. 54.....25 No. 55.....25 No. 56.....25 No. 57.....25 No. 58.....25 No. 59.....25 No. 60.....25 No. 61.....25 No. 62.....25 No. 63.....25 No. 64.....25 No. 65.....25 No. 66.....25 No. 67.....25 No. 68.....25 No. 69.....25 No. 70.....25 No. 71.....25 No. 72.....25 No. 73.....25 No. 74.....25 No. 75.....25 No. 76.....25 No. 77.....25 No. 78.....25 No. 79.....25 No. 80.....25 No. 81.....25 No. 82.....25 No. 83.....25 No. 84.....25 No. 85.....25 No. 86.....25 No. 87.....25 No. 88.....25 No. 89.....25 No. 90.....25 No. 91.....25 No. 92.....25 No. 93.....25 No. 94.....25 No. 95.....25 No. 96.....25 No. 97.....25 No. 98.....25 No. 99.....25 No. 100.....25	Souder's. 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.....1 20 2 oz.....1 20 4 oz.....1 20 XX Grade Lemon. doz.....1 50 2 oz.....1 50 4 oz.....1 50 XX Grade Vanilla. doz.....1 75 2 oz.....1 75 4 oz.....1 75 GLUE. Jackson Liquid, 1 oz.....65 Jackson Liquid, 2 oz.....98 Jackson Liquid, 3 oz.....1 30 GUNPOWDER. Rifle—Dupont's. Kegs.....4 25 Half Kegs.....2 40 Quarter Kegs.....1 35 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 LICORICE. Pure.....30 Calabaria.....25 Sicily.....14 Root.....10 MINCE MEAT. Ideal, 3 doz. in case.....2 25 MATCHES. Diamond Match Co.'s brands. No. 3 super.....1 65 Anchor Parlor.....1 70 No. 2 Home.....1 10 Export Parlor.....4 00 MOLASSES. New Orleans. Black.....11 Fair.....14 Good.....20 Fancy.....24 Open Kettle.....25 @ 25 Half-barrels 2c extra. 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 PICKLES. Medium. Barrels, 1,200 count.....3 40 Half bbls, 600 count.....2 20 Small. Barrels, 2,400 count.....4 40 Half bbls, 1,200 count.....2 70 RICE. Domestic. Carolina head.....6 1/2 Carolina No. 1.....5 Carolina No. 2.....4 1/2 Broken.....3 Imported. Japan, No. 1.....5 1/2 Japan, No. 2.....5 Java, No. 1.....5 1/2 Table.....4 1/2 SEEDS. Anise.....18 Canary, Smyrna.....4 Caraway.....10 Cardamon, Malabar.....80 Hemp, Russian.....4 Mixed Bird.....4 1/2 Mustard, white.....6 1/2 Poppy.....8 Rape.....5 Cattle Bone.....20 SALERATUS. Packed 60 lbs. in box. Church's.....3 30 Deland'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	SALT. Diamond Crystal. Cases, 24 3-lb boxes.....1 50 Barrels, 100 3 lb bags.....2 75 Barrels, 40 7 lb bags.....2 40 Butter, 28 lb. bags.....30 Butter, 56 lb. bags.....60 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.....30 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.....21 Common Fine. Saginaw.....70 Manistee.....70 SNUFF. Scotch, in bladders.....37 Maccaboy, in jars.....35 French Kanpee, in jars.....43 SPICES. Whole Sifted. Allspice.....9 Cassia, China in mats.....10 Cassia, Batavia in bund.....20 Cassia, Saigon in rolls.....32 Cloves, Amboyna.....15 Cloves, Zanzibar.....9 Mace, Batavia.....30 Nutmegs, fancy.....60 Nutmegs, No. 1.....50 Nutmegs, No. 2.....45 Pepper, Singapore, black.....9 Pepper, Singapore, white.....12 Pepper, shot.....10 Pure Ground in Bulk. Allspice.....12 Cassia, Batavia.....22 Cassia, Saigon.....35 Cloves, Amboyna.....20 Cloves, Zanzibar.....15 Ginger, African.....15 Ginger, Cochin.....20 Ginger, Jamaica.....22 Mace, Batavia.....70 Mustard, Eng. and Trieste.....20 Mustard, Trieste.....25 Nutmegs.....40 @ 50 Pepper, Sing., black.....10 @ 10 Pepper, Sing., white.....15 @ 10 Pepper, Cayenne.....17 @ 20 Sage.....18 SYRUPS. Corn. Barrels.....12 Half bbls.....14 Pure Cane. Fair.....16 Good.....20 Choice.....25 SODA. Boxes.....5 1/2 Kegs, English.....4 1/2 SOAP. Laundry. Armour's Brands. Armour's Family.....2 70 Armour's Laundry.....3 25 Armour's White, 100s.....6 25 Armour's White, 50s.....3 20 Armour's Woodchuck.....2 50 Armour's Kitchen Brown.....2 00 Armour's Mottled German 2 40 JAS. S. KIRK & CO.'S BRANDS. American Family, wrp'd.....3 33 American Family, unwrpd.....3 27 Dome.....3 33 Cabinet.....2 25 Savon.....2 50 Dusky Diamond, 56 oz.....2 10 Dusky Diamond, 58 oz.....3 00 Blue India.....3 00 Kirkline.....3 75 Eos.....3 65
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Lautz Bros. & Co.'s Brands.



Acme, 70 lb. cakes.	
Single box	3 43
5 box lots	3 35
10 box lots	3 28
25 box lots	3 23
Acme, 60 lb. cakes.	
Single box	3 00
5 box lots	2 90
10 box lots	2 85
25 box lots	2 80
One box free with 5; two boxes free with 10; five boxes free with 25.	

Acme, 5 cent size.	
Single box	2 85
5 box lots	2 75
10 box lots	2 70
25 box lots	2 65
Acorn, 120 cakes, 75 lbs.	
Single box	2 55
5 box lots	2 45
10 box lots	2 40
25 box lots	2 35



100 cakes, 75 lbs.	
Single box	5 75
5 box lots	5 65
10 box lots	5 60
25 box lots	5 50
100 cakes, 5 cent size.	
Single box	4 00
5 box lots	3 90
10 box lots	3 85
25 box lots	3 80



Schulte's Family	2 75
Clydesdale	2 85
No Tax	2 50
German Mottled	1 85
Electro	2 25
Oleine, white	2 55

Thompson & Chute's Brand.



Single box	2 80
5 box lot, delivered	2 75
10 box lot, delivered	2 70
25 box lot, delivered	2 65

Wolverine Soap Co.'s Brands.



Single box	2 65
5 box lots, delivered	2 60
10 box lots, delivered	2 50

Allen B. Wisley's Brands.

Old Country, 80 lb. bars	2 20
Good Cheer, 60 lb. bars	3 75
Uno, 100 lb. bars	2 50
Doll, 100 lb. bars	2 25

Scouring.

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

STARCH.



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

Kingsford's Silver Glass.

40 lb. packages	6 1/2
20 lb. packages	7

Diamond.

64 lb. packages	5 00
128 lb. packages	5 00
32 lb. and 64 lb. packages	5 00

Common Corn.

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

Common Gloss.

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

STOVE POLISH.



No. 4, 3 doz in case	4 50
No. 6, 3 doz in case	7 20

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 13
Domino	5 00
Cubes	4 75
Powdered	4 75
XXXX Powdered	4 88
Mould A	4 75
Granulated in bbls	4 50
Granulated in bags	4 50
Fine Granulated	4 50
Extra Fine Granulated	4 63
Extra Coarse Granulated	4 63
Diamond Confection A	4 50
Confection Standard A	4 38
No. 1	4 25
No. 2	4 25
No. 3	4 25
No. 4	4 19
No. 5	4 13
No. 6	4 00
No. 7	3 94
No. 8	3 88
No. 9	3 75
No. 10	3 69
No. 11	3 63
No. 12	3 50
No. 13	3 38
No. 14	3 25
No. 15	3 19
No. 16	3 13

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

TOBACCOS.

Cigars.

Clark-Jewell-Well's Co.'s brand	
New Brick	35 00
Morrison, Plummer & Co.'s b'd	
Governor Yates, 4 1/2 in.	55 00
Governor Yates, 4 3/4 in.	65 00
Governor Yates, 5 1/4 in.	70 00
Monitor	30 00
H. & P. Drug Co.'s brand	
Quintette	35 00
G. J. Johnson Cigar Co.'s brand	



S. C. W.

Miscellaneous Brands	
American Queen	35 00
Mallory	35 00
Michigan	35 00
Royal Knight	35 00
Sub Rosa	35 00

VINEGAR.

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

WICKING.

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

Fish and Oysters

Fresh Fish.

	Per lb.
Whitefish	8
Trout	7
Black Bass	10
Halibut	12 1/2
Ciscoes or Herring	4
Bluefish	12
Live Lobster	15
Boiled Lobster	17
Cod	10
Haddock	8
No. 1 Pickerel	7
Pike	6
Smoked White	7
Red Snapper	13
Col River Salmon	7
Mackerel	20
Oysters in Cans	
F. H. Counts	30
F. J. D. Selects	30
Anchors	20
Standards	20
Shell Goods	
Oysters, per 100	1 25 @ 1 50
Clams, per 100	90 @ 1 00

Candies.

Stick Candy.

Standard	5 1/2 @ 7
Standard H. H.	5 1/2 @ 7
Standard Twist	6 @ 7
Cut Leaf	7 1/2 @ 8 1/2

Mixed Candy.

Competition	6
Standard	6 1/2
Leader	7
Conservé	7
Royal	7 1/2
Ribbon	8
Broken	8
Cut Leaf	8
Kindergarten	8
French Cream	8 1/2
Dandy Pan	10
Valley Cream	13

Fancy-In Bulk.

Lozenges, plain	9
Lozenges, printed	9
Choc. Drops	11
Choc. Monumentals	12 1/2
Gum Drops	5
Moss Drops	7 1/2
Sour Drops	8 1/2
Imperial	8 1/2

Fancy-In 5 lb. Boxes.

Lemon Drops	50
Sour Drops	50
Peppermint Drops	60
Chocolate Drops	65
H. M. Choc. Drops	75
Gum Drops	30
Licorice Drops	75
A. B. Licorice Drops	75
Lozenges, plain	55
Lozenges, printed	55
Imperial	55
Mottos	65
Cream Bar	50
Molasses Bar	50
Hand Made Creams	80
Plain Creams	60
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

Fresh Meats.

Beef.

Carcass	6 @ 7
Fore quarters	5 @ 6
Hind quarters	7 1/2 @ 9
Loins No. 3	10 @ 14
Rounds	9 @ 12
Chucks	4 @ 5
Plates	4

Pork.

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

Mutton.

Carcass	7 @ 9
Spring Lambs	9 @ 10

Veal.

Carcass	5 @ 6 1/2
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Crackers.

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

Butter.	
Seymour XXX	4
Seymour XXX, 3 lb. carton	4 1/2
Family XXX	4
Family XXX, 3 lb. carton	4 1/2
Salted XXX	4
Salted XXX, 3 lb. carton	4 1/2

Soda.

Soda XXX	4
Soda XXX, 3 lb. carton	4 1/2
Soda, City	5
Peppermint	10
Long Island Wafers	9
L. I. Wafers, 1 lb. carton	10

Oyster.

Square Oyster, XXX	4
Sq. Oys. XXX, 1 lb. carton	5
Farina Oyster, XXX	4

SWEET GOODS-Boxes.

Animals	9
Bent's Cold Water	13
Belle Rose	6
Cocoanut Taffy	9
Coffee Cakes	8
Frosted Honey	10
Graham Crackers	6
Ginger Snaps, XXX round	5
Ginger Snaps, XXX city	5
Gln. Snps. XXX home made	5
Gln. Snps. XXX scalloped	5
Ginger Vanilla	7
Imperial	6
Jumbles, Honey	10
Molasses Cakes	6
Marshmallow	12
Marshmallow Creams	13
Pretzels, hand made	6
Pretzettes, Little German	6
Sugar Cake	6
Sultanas	10
Sears' Lunch	6
Sears' Zephyrette	10
Vanilla Square	7
Vanilla Wafers	12
Pecan Wafers	12
Fruit Coffee	9
Mixed Picnic	10
Cream Jumbles	11 1/2
Boston Ginger Nuts	6
Chinmille Fadden	9
Pineapple Glace	12

Grains and Feedstuffs

Wheat.

Winter Wheat Flour.

Local Brands.

Patents	5 00
Second Patent	4 50
Straight	4 30
Clear	4 00
Graham	4 00
Buckwheat	3 40
Rye	2 65
Subject to usual cash discount.	
Flour in bbls, 25c per bbl. additional.	
Worden Grocer Co.'s Brand.	
Quaker, 1/2s	4 40
Quaker, 3/4s	4 40
Quaker, 1s	4 40

Spring Wheat Flour.

Clark-Jewell-Well's Co.'s Brand.	
Pillsbury's Best 1/2s	4 70
Pillsbury's Best 3/4s	4 60
Pillsbury's Best 1s	4 50
Pillsbury's Best 1 1/2s paper	4 50
Pillsbury's Best 1 1/2s paper	4 50

Ball-Barnhart-Putman's Brand.

Grand Republic, 1/2s	4 75
Grand Republic, 3/4s	4 65
Grand Republic, 1s	4 55
Grand Republic, 1 1/2s	4 55

Lemon & Wheeler Co.'s Brand.

Parisian, 1/2s	4 75
Parisian, 3/4s	4 65
Parisian, 1s	4 55
Parisian, 1 1/2s	4 55

Olney & Judson's Brand.

Ceresota, 1/2s	4 85
Ceresota, 3/4s	4 75
Ceresota, 1s	4 65
Ceresota, 1 1/2s	4 55

Worden Grocer Co.'s Brand.

Laurel, 1/2s	4 65
Laurel, 3/4s	4 55
Laurel, 1s	4 45
Laurel, 1 1/2s	4 45

Meal.

Bolted	1 50
Granulated	1 75

Feed and Millstuffs.

St. Car Feed, screened	12 00
No. 1 Corn and Oats	11 00
Unbolted Corn Meal	10 50
Winter Wheat Bran	9 00
Winter Wheat Middlings	10 00
Screenings	8 00

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

Car lots	27 1/2
Less than car lots	30

Oats.

Car lots	23
Carlots, clipped	25
Less than car lots	25

Hay.

No. 1 Timothy carlots	11 00
No. 1 Timothy, ton lots	12 00

Fruits.

Oranges.

Seedlings.

96-112	2 75
250	2 50
150-175-200	3 50

Med't Sweets.

126	3 25
150-175-200	3 75

Navels.

96	3 75
126	4 00

Messinas.

Fancy 200s	4 00
Valencias	6 00

Lemons.

Strictly choice 300s	3 00
Strictly choice 300s	3 25
Fancy 300s	3 50
Ex. Fancy 300s	4 00

Bananas.

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

Foreign Dried Fruits.

Figs, Choice Layers	10
Figs, New Smyrna	10
Figs, 14 and 20 lb. boxes	12
Figs, Natural in 10 lb. bags	6
Dates, Fards in 10 lb. boxes	8

Hardware

The Hardware Market.

Conditions of business remain without any material change. General trade in the small towns seems to be in fairly good condition and both mail orders and orders received by traveling men are numerous and in fairly good quantities. The demand for staple and seasonable goods continues brisk and, while there is no difficulty in filling all orders with a fair degree of promptness, in certain lines there is more or less delay. Prices, as a general thing, on various lines of hardware remain without any material change, and it is not believed that goods will be either higher or lower during the remainder of the spring business. While the retail trade are disposed to buy all that is necessary, there is an entire absence of speculation, both on their part and on that of the jobber. Collections remain only fairly good and dealers are pursuing a more conservative policy, refusing to give as extended credit as has been ruling in the past.

Wire Nails—Wire nails continue in good demand, with the consuming trade as well as with the dealer. As a general thing, factories are shipping with more promptness than has ruled in the past and, while lower prices are not being quoted by the mills, it is believed that no higher prices will be ruling and that the market is not in as firm a condition as manufacturers would like. There is no change in the market price, as quoted in trade reports, and it is desired by all manufacturers as well as dealers to hold the price where it now exists.

Barbed Wire—The demand for barbed and plain wire keeps up wonderfully. The mills have not yet caught up with their orders, so they are not giving immediate shipment on receipt of new business, although but very little delay is experienced in getting present orders filled. It is believed that the demand will soon drop off, as farmers will all be busy at other work and will not be in shape to use any wire for the present. Prices remain as quoted in our market report of last week and there is no indication of any immediate change.

Cordage—There has been a slight falling off of orders received by the manufacturers during the past week. The demand with the small trade continues as before, and there is no change to note in the price. We find, however, by reviewing the Eastern markets that there is a slight tendency to lower price, although no quotation is made without order in hand.

Binder Twine—The not very favorable crop report from different sections of the country does not encourage the placing of large orders for binding twine. Buyers are still slow about placing their orders. There is no immediate prospect of any change in prices.

Window Glass—The advance that was made by the mills May 1 is firmly maintained, but jobbers in window glass have not yet begun to feel the effect of this advance, as there does not seem to be any harmony of action among them, in consequence of which they have not yet made an advance. We find, however that they are not disposed to cut prices and are maintaining a uniform discount.

Mary Ellen Lease and the Traveling Man.

From the Topeka State Journal.

Mrs. Mary E. Lease last night boarded the Santa Fe train here for Atchison, where she had a lecture date. She found the car crowded, the only va-

cant seat being by the side of a Chicago traveling man. Of course, the traveling man moved his big grips and made room for her. This brought from the "uncrowned queen of the Kansas prairies" a "thank you" and a pleasant smile.

The ice thus broken, the traveling man proceeded to make himself agreeable. One word brought on another, and the traveling man soon had got far enough along in the conversation to ask Mrs. Lease where she lived.

"At Wichita," she replied.

"Ah! Wichita," said the traveling man. "I suppose you know the famous Mary Ellen?"

"I know her quite well."

"She's a great old girl; I'd like to meet her."

There was a merry twinkle in Mrs. Lease's eye. She saw some fun ahead.

The traveling man continued: "I learned a good deal about Mrs. Lease through a Topeka friend of mine who was her attorney—Hagan, Eugene Hagan—that's my friend's name—defended her the time Lewelling tried to remove her from the Board of Charities. Hagan said she was a great fighter, but notwithstanding her reputation as a crank was a very easy client to get along with. Hagan said she paid his fee of \$500 without a question, and he thought she would have paid \$1,000 just as willingly. She is the first woman I ever heard of who wouldn't quarrel about a bill, that is, if she had to pay it herself."

Mrs. Lease beamed upon the traveling man, and said she had heard the subject of the chat was that kind of a woman.

"What sort of a family has she?" asked the traveling man.

"She has a number of very bright children," Mrs. Lease replied, "two boys and a girl. The elder boy is grown."

"Is her husband living?"

"Yes; he is a druggist."

"He must be a queer kind of a man?"

"Why?"

"Well, Mrs. Lease is bright and famous and all that, but she is such a curiosity that I should think a man would hate to live with her."

Mrs. Lease bit her lip. "He has managed to stand it a good while—nearly a quarter of a century," she said.

"There's no accounting for tastes in this world," the traveling man remarked.

W. F. Guthrie, the Atchison attorney, who was sitting across the aisle and had heard the conversation, could contain himself no longer, so he roared. Then Mrs. Lease laughed and handed the traveling man her card.

"Nortonville!" the brakeman called out.

"I must get off here," said the traveling man, and, grabbing his grips, made a dash for the door. He left the train at Nortonville, but the conductor said his ticket read St. Joseph.

Asheville, the Attractive.

The sun has never shown upon a spot fairer than the Asheville, North Carolina, country. The climatic advantages and the beautiful scenery of Asheville have won for that section of our country that enviable name, "The Land of the Sky." So attractive is Asheville that Mr. Vanderbilt has chosen it, above all others, as the place for his magnificent new chateau, costing many millions of dollars. The elegant tourist hotels at Asheville and Hot Springs, N. C., are open the year around.

The line to this "Land of the Sky" is the Southern Railway. Wm. H. Taylor, Assistant General Passenger Agent, Louisville, Ky., furnishes handsome souvenir books of the country. The Asheville country is reached through Cincinnati or Louisville on conveniently arranged schedules via Queen & Crescent and Southern Railway.

An article of no small importance in Germany is tobacco juice, derived principally from Virginia and Kentucky tobacco, and used to a considerable extent for the manufacture of chewing tobacco in Bavaria.



A 700 Pound Barrel

can be handled with perfect ease by

One Man

And our Barrel Truck.

For further information address

BUYS BARREL TRUCK CO.

761 E. Fulton St.

Grand Rapids, Mich.

Handmade Harness



FOR THE WHOLESALE TRADE,
FROM RELIABLE, SELECTED STOCK,
MADE BY HONEST EXPERT WORKMEN,
WILL SATISFY YOUR CUSTOMERS.

Large assortment represented in our New Illustrated Catalogue.

BROWN & SEHLER, GRAND RAPIDS, MICHIGAN.

LOOK INTO THIS THING

YOU CAN SAVE \$300 EACH YEAR

BY USING THE **STANDARD ACCOUNT SYSTEM**

\$300 SAVED IS \$300 EARNED

THE STANDARD ACCOUNT CO. ELMIRA, N.Y. U.S.A.

It's Here at Last. What?

A Real, Practical, Duplicating Pass Book.

90 per cent. of the grocers who have seen it are using it. Wonderful what time and labor it saves and how easy it is to operate. **THE CARBON PASS BOOKS AND PADS** can be used with our **MECHANICAL LEDGERS**, which contain all the items in duplicates and constantly display the exact AMOUNT DUE from every customer.

Sample Pass Book and particulars sent for the asking.

THE STANDARD ACCOUNT CO., Elmira, N. Y.

A good salesman wanted in every town.



Spray Pumps

Now is the time for Barrel and Bucket Spray Pumps. Write for circular and prices.

Foster, Stevens & Co.,
Grand Rapids.

SUCCESSFUL SALESMEN.

S. T. Bowen, Representing John G. Miller & Co.

Stephen T. Bowen was born Oct. 20, 1849, at Albany, N. Y., where his father was professor of the musical and grammar departments of the State Normal School. His antecedents were Yankee on both sides, his father being of Welsh extraction. When he was 6 years of age, the family removed to Hopkinton, Ia., where his father engaged in general trade. Two years later the family removed to Sand Springs, Ia., where his father re-engaged in trade. During this time Stephen attended the district school of the place, supplementing his work in the local school by a couple of terms at the Chicago University, at the end of which time he was compelled to return home



on account of failing health. At the age of 18 years he embarked in general trade at Sand Springs in partnership with his cousin under the style of Bowen & Tuttle. Three years later he sold his interest to his partner and concluded to embark in agricultural pursuits. After remaining on a farm eighteen months, he accepted a position as clothing salesman for Clement, Morton & Co.—afterwards Clement, Bane & Co.—with whom he remained twenty-five years, covering the State of Michigan. A few weeks ago, he received a more lucrative offer from John G. Miller & Co., of Chicago, and decided to cast his fortunes with that house, although retaining the good will and friendship of his former employers. He now covers the States of Michigan, Ohio, Indiana and Illinois, but will pay especial attention to the trade of this State, having engaged two assistants to look after the trade in the more remote portions of his territory which he will be unable to attend to in person.

Mr. Bowen was married when 22 years of age to Miss Mary Pope, of Sand Springs, and has four children, two boys and two girls, the oldest boy, now 23 years old, being a music teacher and piano tuner in Chicago.

Mr. Bowen is a member of the Illinois Commercial Traveling Men's Association, a charter member of the Northwestern Traveling Men's Association and belongs to the Iowa Traveling Men's Association and the Michigan Knights of the Grip. He is a member of Hyde Park Baptist Church, of Chicago, and resides at 5406 Kimbark avenue, Hyde Park.

Mr. Bowen refers to himself as a plain, everyday traveling man, having no business interests aside from those connected with his position. He attributes his success to pluck, energy, perseverance and hard work, and those who know him best are frank to concede that—aside from his penchant for job lots—he is entitled to much credit for the energetic manner in which he has worked his way to the front rank.

Not in Stock.

Floor Walker—She complains that you didn't show her common civility. Salesman—I showed her everything in my department, sir.

WM. BRUMMELER & SONS, GRAND RAPIDS

Pay the highest price in cash for

MIXED RAGS,
RUBBER BOOTS AND SHOES,
OLD IRON AND METALS.

Send us a list of what you have and we will quote you our best prices thereon.



Secure the agency for the best Gasoline and Blue Flame Stove made on earth. 400,000 now in use. The Blue Flame Kerosene Stoves are a success. They are built with brass tanks and burners, also aluminum chimneys, with a simple wick adjustment. The Quick Meal Gasoline Stove is known the world over as the Best. For Beauty, Durability and Service, they have no equal. Write for catalogue and discount. Mention ad.

Vanderveen & Witman,

State Agents,
106 Monroe St. Grand Rapids, Mich
Phone 386.

SLUG SHOT KILLS INSECTS



The value of all work or action must be measured by the ultimate result.

There has been sold through the seed dealers considerably over five million pounds of SLUG SHOT. Unless SLUG SHOT had proved a useful and valuable article for common use, no amount of advertising could have developed the trade or held it. As a general insecticide it stands unrivalled.

BENJAMIN HAMMOND.

For pamphlet address,

HAMMOND'S SLUG SHOT WORKS,
Fishkill-on-the-Hudson, N. Y.

Hardware Price Current.

AUGURS AND BITS	
Snell's.....	70
Jennings', genuine.....	25&10
Jennings', imitation.....	60&10
AXES	
First Quality, S. B. Bronze.....	5 00
First Quality, D. B. Bronze.....	9 50
First Quality, S. B. S. Steel.....	5 50
First Quality, D. B. Steel.....	10 50
BARROWS	
Railroad.....	\$12 00 14 00
Garden.....	net 30 00
BOLTS	
Stove.....	60&10
Carriage new list.....	70 to 75
Plow.....	50
BUCKETS	
Well, plain.....	\$ 3 25
BUTTS, CAST	
Cast Loose Pin, figured.....	70&10
Wrought Narrow.....	75&10
BLOCKS	
Ordinary Tackle.....	70
CROW BARS	
Cast Steel.....	per lb 4
CAPS	
Ely's 1-10.....	per m 65
Hick's C. F.....	per m 55
G. D.....	per m 35
Musket.....	per m 60
CARTRIDGES	
Rim Fire.....	50& 5
Central Fire.....	25& 5
CHISELS	
Socket Firmer.....	80
Socket Framing.....	80
Socket Corner.....	80
Socket Slicks.....	80
DRILLS	
Morse's Bit Stocks.....	60
Taper and Straight Shank.....	50& 5
Morse's Taper Shank.....	50& 5
ELBOWS	
Com. 4 piece, 6 in.....	doz. net 55
Corrugated.....	1 25
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.....	25&10
GALVANIZED IRON	
Nos. 16 to 20; 22 and 24; 25 and 26; 27.....	28
List 12 13 14 15 16.....	17
Discount, 75 to 75-10.....	
GAUGES	
Stanley Rule and Level Co.'s.....	60&16
KNOBS—New List	
Door, mineral, jap. trimmings.....	70
Door, porcelain, jap. trimmings.....	80
MATTOCKS	
Adze Eye.....	\$16 00, dis 60&10
Hunt Eye.....	\$15 00, dis 60&10
Hunt's.....	\$18 50, dis 20&10
MILLS	
Coffee, Parkers Co.'s.....	40
Coffee, P. S. & W. Mfg. Co.'s Malleables.....	40
Coffee, Landers, Ferry & Clark's.....	40
Coffee, Enterprise.....	30
MOLASSES GATES	
Stebbin's Pattern.....	60&10
Stebbin's Genuine.....	60&10
Enterprise, self-measuring.....	30
NAILS	
Advance over base, on both Steel and Wire.....	
Steel nails, base.....	1 65
Wire nails, base.....	1 75
10 to 60 advance.....	Base
10 to 16 advance.....	05
8 advance.....	10
6 advance.....	20
4 advance.....	30
3 advance.....	45
2 advance.....	70
Fine 3 advance.....	50
Casing 10 advance.....	15
Casing 8 advance.....	25
Casing 6 advance.....	35
Finish 10 advance.....	25
Finish 8 advance.....	35
Finish 6 advance.....	45
Barrel 1/2 advance.....	85
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	60
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20.....	
"B" Wood's patent planished, Nos. 25 to 27 9 20.....	
Broken packages 1/4c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/4
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list
Blacksmith's Solid Cast Steel Hand 30c list 40&10.....	

HOUSE FURNISHING GOODS.	
Stamped Tin Ware.....	new list 75&10
Japaned Tin Ware.....	20&10
Granite Iron Ware.....	new list 40&10
HOLLOW WARE	
Pots.....	60&10
Kettles.....	60&10
Spiders.....	60&10
HINGES	
Gate, Clark's, 1, 2, 3.....	dis 60&10
State.....	per doz. net 2 50
WIRE GOODS	
Bright.....	80
Screw Eyes.....	80
Hook's.....	80
Gate Hooks and Eyes.....	80
LEVELS	
Stanley Rule and Level Co.'s.....	dis 70
ROPES	
Sisal, 1/2 inch and larger.....	5 1/4
Manilla.....	8
SQUARES	
Steel and Iron.....	80
Try and Bevels.....	
Mitre.....	
SHEET IRON	
Nos. 10 to 14.....	com. smooth. com. \$3 30 \$2 40
Nos. 15 to 17.....	3 30 2 40
Nos. 18 to 21.....	3 45 2 60
Nos. 22 to 24.....	3 55 2 70
Nos. 25 to 26.....	3 70 2 80
No. 27.....	3 80 2 90
All sheets No. 18 and lighter, over 30 inches wide not less than 2-10 extra.....	
SAND PAPER	
List acct. 19, '86.....	dis
SASH WEIGHTS	
Solid Eyes.....	per ton 20 00
TRAPS	
Steel, Game.....	60&10
Oneida Community, Newhouse's.....	50
Oneida Community, Hawley & Norton's 70&10&10.....	
Mouse, choker.....	per doz 15
Mouse, delusion.....	per doz 1 25
WIRE	
Bright Market.....	75
Annealed Market.....	75
Coppered Market.....	70&10
Tinned Market.....	62 1/4
Coppered Spring Steel.....	50
Barbed Fence, galvanized.....	2 05
Barbed Fence, painted.....	1 70
HORSE NAILS	
An Sable.....	dis 40&10
Putnam.....	dis 5
Northwestern.....	dis 10&10
WRENCHES	
Baxter's Adjustable, nickelled.....	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
Castors, Bed and Plate.....	50&10&10
Dampers, American.....	50
METALS—Zinc	
600 pound casks.....	6 1/4
Per pound.....	6 1/4
SOLDER	
1/2@1/2.....	12 1/2
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
TIN—Melyn Grade	
10x14 IC, Charcoal.....	\$ 5 75
14x20 IC, Charcoal.....	5 75
20x14 IX, Charcoal.....	7 00
Each additional X on this grade, \$1.25.	
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, {	
G. R. IXX DAIRY PAIL.	
Write for quotations and monthly illustrated Catalogue.	
W.M. BRUMMELER & SONS, Manufacturers and jobbers of Pleeced and Stamped Tinware. 260 S. Ionia St. - Grand Rapids, Mich Telephone 640	

Association Matters

Michigan Retail Grocers' Association

President, J. WISLER, Mancelona; Secretary, E. A. STOWE, Grand Rapids; Treasurer, J. F. TATMAN, Clare.

Michigan Hardware Association

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

Detroit Retail Grocers' Association

President, JOSEPH KNIGHT; Secretary, E. MARKS; Treasurer, N. L. KOENIG.
Regular Meetings—First and third Wednesday evenings of each month at German Salesman's Hall.

Grand Rapids Retail Grocers' Association

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.

Saginaw Mercantile Association

President, P. F. TREANOR; Vice-President, JOHN McBRATNEY; Secretary, W. H. LEWIS; Treasurer, LOUIE SCHWEMMER.
Regular Meetings—First and third Tuesday evenings of each month at Elk's Hall.

Jackson Retail Grocers' Association

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

Lansing Retail Grocers' Association

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

Adrian Retail Grocers' Association

President, MARTIN GAFNEY; Secretary, E. F. CLEVELAND; Treasurer, GEO. M. HOCH.

Traverse City Business Men's Association

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

Owosso Business Men's Association

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

Alpena Business Men's Association

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

Grand Rapids Retail Meat Dealers' Association

President, L. J. KATZ; Secretary, PHILIP HILBER; Treasurer, S. J. HUPFORD.

Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held Tuesday evening, May 18, President Winchester presided.

Chairman Winchester, of the Committee on Flour, reported progress and asked for further time, which was granted.

Chairman Harris, of the Committee on Sugar, presented a similar report, which took the same course.

Chairman Lehman, of the Committee on Licenses, reported the result of the work undertaken by the Committee before the License Committee of the Common Council and also before the Common Council. The report was accepted and the Committee discharged, with thanks.

Chairman Wagner, of the Committee on Yeast, reported the result of an interview with M. C. Goossen on the matter of suppressing the sale of bulk yeast. Mr. Goossen treated the Committee very courteously, but declined to discontinue the sale of bulk stock, his ideas on the subject being succinctly stated in the following letter, written Secretary Klap under date of April 27, but not mailed until a couple of weeks later:

I have your letter written to A. P. Callahan, Chicago, regarding the resolution taken by the grocers, to-wit: That we restore yeast to 2 cents per cake or reduce the wholesale price to 9 cents per dozen.

In reply will say that this is a matter which rests entirely with the retailer. You can never stop a man from selling less than cost, if he wants to; and should we reduce the price to 9 cents, it would be less than the cost of production and putting same on the market. We trust you will persuade the wayward grocers to sell at the established price—2 cents.

A communication was read from the Vienna Yeast Co., pledging the co-operation of that company in any movement having for its object the restoration of a healthy condition of the yeast

market. Accepted and placed on file. The following letter from L. Winter-nitz, Auditor of Fleischmann & Co., was presented by the Secretary:

Cincinnati, May 11—I am very much pleased to note that the members of the Retail Grocers' Association have, at last, taken the yeast question under consideration and that they are coming to their senses in regard to the discontinuance of the sale of bulk yeast and that they do not wish to be ruled by one man, who agitates the subject only for his own benefit. I have traveled a good deal East and West and find that in cities where the grocers unite their efforts they all meet with success and make fair profits. Remember Minneapolis and other associations. There is only one way to retail yeast, and that is put up in tin foil packages. It is the cheapest and easiest way and gives the dealer the best margin.

If the Committee can prevail upon Messrs. Goossen, Stryker, Hannink and a few others, I think the sale of bulk yeast can easily be stopped. It is in Mr. Goossen's power now. Mr. Callahan has been approached, but we could do nothing with him. As soon as the bulk sale is stopped, we can regulate our sales, in that we will sell only to such parties as will agree to maintain the 2 cent retail price and secure the profit for the dealer.

J. Geo. Lehman offered the following resolution, which was unanimously adopted:

Whereas—It is universally conceded that the cut in the price of compressed yeast is due entirely to the sale of bulk yeast; and

Whereas—We are satisfied that no contract exists between A. P. Callahan and the Grocers' Associate Yeast Co.; and

Whereas—It is within the power of the other yeast companies catering to the Grand Rapids trade to put an end, once for all, to the sale of yeast at less than cost; therefore

Resolved—That we call upon said companies to restore the price to 2 cents a cake in all parts of the city, expressly pledging our support to those companies which show their interest in the trade by taking prompt action in assisting us in this emergency.

J. J. Wagner moved that marked copies of the Tradesman be sent to each of the yeast companies catering to the Grand Rapids trade, so that they may be kept informed of the action of the Association on this subject. Adopted.

Frank J. Dyk offered the following resolution, which was unanimously adopted:

Whereas—The sale of the package with the fruit is conducive to both health and convenience; therefore

Resolved—That we reaffirm our belief in the rule adopted by the Association several years ago, prohibiting the return of berry packages to growers.

Fred W. Fuller suggested that the members of the Association take pains to communicate with those grocers who are not members and acquaint them of the action of the Association on these points.

Mr. Lehman moved that the resolution be printed on a postal card and mailed to every grocer in the city, but it was subsequently decided to include the resolution on the next sugar card issued by the Secretary.

The Secretary presented the following communication:

Grand Rapids, May 5—We notice by reading the minutes of the Association in the Tradesman that you are adopting card prices on several staple articles and wish to say that if the Association would make a card price on kerosene, we will stand ready at all times to assist you in securing same, and we hope that the Association will take some action in regard thereto.

SCOFIELD, SHURMER & TEAGLE.

The Secretary stated that about the same time the letter was received he had a call from W. H. Isom, of the Standard Oil Co., making substantially the same proposition, although there was apparently no connection between the two communications. The commu-

nication was accepted and placed on file, with manifestations of approval.

A member called attention to the fact that a certain local wholesale grocer had sold a pound of coffee and a mopstick to a consumer who was in no way connected with the house, whereupon Mr. Dyk moved that the members take steps to ascertain which jobbers are retailing goods and report the result at the next meeting, which was adopted.

On motion of H. J. Vinkemulder, it was decided to close the grocery stores at 12 o'clock May 31.

B. S. Harris presented the following resolution, which was adopted:

Resolved—That the thanks of this Association be tendered the License Committee for the energetic and effective manner in which it entered upon the work entrusted to it at the last meeting and the success attending its efforts.

Mr. Lehman, of the Committee on Rooms, recommended that the Secretary draw a check in favor of E. J. Herrick for \$5 per quarter, beginning May 1, so long as the Association remains in its present quarters.

There being no further business, the meeting adjourned.

Annual Meeting of the Michigan Wholesale Grocers' Association.

Detroit, May 17—The annual meeting of the Michigan Wholesale Grocers' Association was held at the Morton House, Grand Rapids, Tuesday, May 11.

Several important changes were made in the by-laws. The Executive and Sugar Committees were done away with and the Board of Directors will in future have charge of all matters affecting the work of the Association. Committees on Membership, Arbitration, Transportation and Legislation were elected. More severe penalties were adopted for punishing members and their salesmen for any violation of the Rules of Practice or cutting or rebating on any goods which are sold on the equality or contract plan. Great interest was manifested by the members present; and several excellent letters were received from prominent officials of other associations. The following officers were elected for the ensuing year:

President—Amos S. Musselman, Grand Rapids.

First Vice-President—W. H. Brace, Detroit.

Second Vice President—J. W. Symons, Saginaw.

Treasurer—Gilbert W. Lee, Detroit.

Secretary—H. P. Sanger, Detroit.

Directors—Wm. Judson, Grand Rapids; Sumner M. Wells, Grand Rapids; W. C. Phipps, Saginaw; James Edgar, Detroit; George Hume, Muskegon.

Committees were selected as follows: Arbitration—S. M. Lemon, Grand Rapids; J. L. Douglass, Jackson; J. S. Smart, Saginaw; John Robson, Lansing; W. J. Gould, Detroit.

Legislative—Amos S. Musselman, Grand Rapids; W. J. Gould, Detroit; W. C. Phipps, Saginaw; S. M. Lemon, Grand Rapids; John Walsh, West Bay City.

Membership—O. A. Ball, Grand Rapids; Herbert Montague, Traverse City; Ira Z. Mason, Adrian.

Transportation—C. Elliott, Detroit; A. E. Worden, Grand Rapids; John R. Price, Benton Harbor; W. I. Brotherton, Bay City; F. J. Dixon, Port Huron.

H. P. SANGER, Sec'y.

Washington: Pater Patriæ.

High over all whom might or mind made great,
Yielding the conqueror's crown to harder hearts,
Exalted not by political arts,
Yet with a will to meet and master fate,
And skill to rule a young, divided state,
Greater by what was not than what was done,
Alone on history's height stands Washington;
And teeming time shall not bring forth his mate.
For only he of men, on earth was sent
In all the might of mind's integrity;
Ne'er as in him truth, strength and wisdom
blend.

And that his glory might eternal be,
A boundless country is his monument,
A mighty nation his posterity,
RICHARD GRANT WHITE.

Did the Work All Right.

Uncle Bill never blowed out the gas
When up to the city he came,
But he knocked it flat
With his old slouch hat,
An' it got thar jest the same!

BUSINESS CHANCES.

ILL HEALTH OF OWNER COMPELS SALE of largest and best located stock drugs, books and wall paper in a thriving town in southern Michigan. Inventory about \$4,000. Address No. 300, care Michigan Tradesman. 300

VILLAGE LOTS IN GOOD TOWNS IN Tennessee and Missouri and farming land in Crawford county, Mich., to exchange for newspaper outfit. Address Lock Box 132, St. Louis, Mich. 294

WANTED—TO TRADE 160 ACRES OF land in Grand Traverse county, four miles from good town on railroad, for drug stock. Address Lock Box 23, Central Lake, Mich. 297

WANTED—PARTNER WITH \$2,000 FOR one-half interest in hardware, stoves and tinshop, plumbing and furnace work and jobbing, roofing, etc. Have several good jobs on hand and a well-established trade; best location in heart of city. Address Box 522, Big Rapids, Mich. 298

FOR SALE—CHEAP, COMPLETE OUTFIT of grocery fixtures. Call or address J. Courville, 425 East Eighth street, Traverse City, Mich. 299

TO RENT—THE WHOLE OR A PART OF ground floor and basement, 68x100, in the Spoon block, corner Lyon and Kent street; fine place for large grocery and market, restaurant or beer saloon. John C. Dunton, 76 Ottawa street. 296

I WANT TO SELL ALL OR PART YOUR stock write Jeter, the salesman, now at Ravenna, Ohio. 291

LUMBER MILL FOR SALE—LOCATED ON cotton belt railroad, ample water facilities, 1,832 acres heavy timber, 60 per cent. white oak, improved band mill, gang edger, planer, dry kiln, etc., etc., 30,000 feet daily capacity, for sale at an exceptional bargain on easy terms, no better opportunity in the State. Refer to Merchants & Planters Bank. Address H. G. Cady, Pine Bluff, Ark. 292

WANTED—WE ARE THE OLDEST, LARGEST and best laundry in the city of Grand Rapids. We do considerable business out of town and want more of it. We want good live agents in towns where we do not now have any. We pay a liberal commission and give satisfactory service. Terms on application. American Steam Laundry, Ote Brothers, proprietors. 289

WANTED—A PARTNER WITH \$1,500 CAPITAL to take one-half interest in my real estate and loan business, and to look after the office business. Address L. C. Townsend, Jackson, Mich. 290

FOR SALE—DRUG STOCK. HAS BEEN RUN four years; everything new and late in bottles and cases; inventories \$900; located in central VanBuren county. Address No. 231, care Michigan Tradesman. 281

WANTED—SECONDHAND OUTFIT FOR cheese factory, with the exception of boiler and engine. Send full particulars and quote lowest prices, including a statement as to the length of time machinery material has been used. L. S. Hills, Irving, Mich. 286

WANTED TO EXCHANGE—CHOICE residence in Charlotte for stock of merchandise. Cash for difference, if any. Address Box 643, Charlotte, Mich. 277

A RARE CHANCE—GLOVE AND MITTEN machinery for sale. Plant donated to right party. Address Lock Drawer 42, Mendon, Mich. 273

TO EXCHANGE—A FARM OR A HOUSE and lot in this city for a stock of merchandise. E. R. Reed, 115 Ottawa, Grand Rapids. 266

FOR SALE OR TRADE FOR STOCK OF merchandise—180 acres of choice timber land on Section 2 of the Haskell land grant, Buchanan county, Virginia; title o. k. Address No. 262, care Michigan Tradesman. 262

FOR SALE—THE WHITNEY DRUG STOCK and fixtures at Plainwell. Stock will inventory \$1,000 to \$1,200; fixtures are first-class; rent low; terms, small cash payment, long time on balance. Address F. E. Bushman, South Bend, Ind., or apply to E. J. Anderson, at Plainwell, who is agent and has the keys to store.

FOR SALE CHEAP—STOCK OF SECOND-hand grocery fixtures. Address Jos. D. Powers, Eaton Rapids, Mich. 232

RUBBER STAMPS AND RUBBER TYPE. Will J. Welser, Muskegon, Mich. 160

FOR EXCHANGE—TWO FINE IMPROVED farms for stock of merchandise; splendid location. Address No. 73, care Michigan Tradesman. 73

WANTED—1,000 CASES FRESH EGGS, daily. Write for prices. F. W. Brown, Ithaca, Mich. 249

MISCELLANEOUS.

WANTED—SITUATION AS BOOK-KEEPER by a young man of 25. Thoroughly competent and can make himself generally useful in an office. Best of references. Ten years' business experience. Address W., care Michigan Tradesman. 231

WANTED—POSITION OF RESPONSIBILITY and trust by a young man with 18 years' office experience, book-keeper and expert accountant. Best of references furnished. Address Manager, care Michigan Tradesman. 216

WANTED—STEADY POSITION BY FIRST-class job and newspaper printer having twelve years' experience. Not afraid of work. Good references. Address Wm. D. Turner, 128 West Bridge Street, Grand Rapids, Mich. 283

WANTED—POSITION BY EXPERT ACCOUNTANT. Books opened, closed, balanced, or any work in accounting promptly and satisfactorily attended to. Twenty years' experience in and about Chicago. Address W. R. Allen, care Michigan Tradesman. 287

AGENTS MAKING \$50 PER WEEK INTRODUCING our new Patent Chemical Ink Erasing Pencil. Sells at sight. Everybody wants it. Particulars free. If looking for profitable business write at once. Monroe Eraser Manufacturing Co., X, 54, La Crosse, Wis. 271.

Travelers' Time Tables.

CHICAGO and West Michigan R'y Jan. 1, 1897.

Going to Chicago.
Lv. G'd. Rapids.....8:30am 1:25pm +11:00pm
Ar. Chicago.....3:00pm 6:50pm + 6:30am

Returning from Chicago.
Lv. Chicago.....7:20am 5:00pm +11:30pm
Ar. G'd. Rapids.....1:25pm 10:30pm + 6:10am

Muskegon and Pentwater.
Lv. G'd. Rapids.....8:30am 1:25pm 6:25pm
Ar. G'd. Rapids.....10:15am 10:30pm

Manistee, Traverse City and Petoskey.
Lv. G'd. Rapids.....7:20am 5:30pm
Ar. Manistee.....12:05pm 10:25pm
Ar. Traverse City.....12:40pm 11:10pm
Ar. Charlevoix.....3:15pm
Ar. Petoskey.....4:55pm

Trains arrive from north at 1:00 p.m. and 9:55 p.m.
PARLOR AND SLEEPING CARS.
Chicago. Parlor cars on afternoon trains and sleepers on night trains.
North. Parlor car on morning train for Traverse City.
†Every day. Others week days only.
GEO. DEHAVEN, General Pass. Agent.

DETROIT, Grand Rapids & Western. Jan. 1, 1897.

Going to Detroit.
Lv. Grand Rapids.....7:00am 1:30pm 5:25pm
Ar. Detroit.....11:40am 5:40pm 10:10pm

Returning from Detroit.
Lv. Detroit.....7:00am 1:10pm 6:00pm
Ar. Grand Rapids.....12:30pm 5:20pm 10:45pm

Saginaw, Alma and Greenville.
Lv. G R 7:10am 4:20pm Ar. G R 12:20pm 9:30pm
To and from Lowell.
Lv. Grand Rapids.....7:00am 1:30pm 5:25pm
Ar. from Lowell.....12:30pm 5:20pm

THROUGH CAR SERVICE.
Parlor cars on all trains between Grand Rapids and Detroit and between Grand Rapids and Saginaw. Trains run week days only.
GEO. DEHAVEN, General Pass. Agent.

GRAND Trunk Railway System Detroit and Milwaukee Div

(In effect May 3, 1897.)

EAST.
Leave. Arrive.
† 6:45am..Saginaw, Detroit and East...† 9:55pm
† 10:10am...Detroit and East...† 5:07pm
† 3:30pm..Saginaw, Detroit and East...† 12:45pm
* 10:45pm...Detroit, East and Canada...† 6:35am

WEST.
* 8:35am...Gd. Haven and Int. Pts...† 7:10pm
† 12:53pm..Gd. Haven and Intermediate...† 3:22pm
† 5:12pm...Gd. Haven Mil. and Chi...† 10:05am
* 7:40pm...Gd. Haven Mil. and Chi...† 8:15am
† 10:00pm...Gd. Haven and Mil...† 6:40am

Eastward—No. 14 has Wagner parlor car. No. 18 parlor car. Westward—No. 11 parlor car. No. 15 Wagner parlor car.
*Daily. †Except Sunday.
E. H. HUGHES, A. G. P. & T. A.
BEN. FLETCHER, Trav. Pass. Agt.,
JAS. CAMPBELL, City Pass. Agent,
No. 23 Monroe St

GRAND Rapids & Indiana Railroad Sept. 27, 1896.

Northern Div. Leave Arrive
Trav. C'y, Petoskey & Mack...† 7:45am + 5:15pm
Trav. C'y, Petoskey & Mack...† 2:15pm + 6:30am
Cadillac.....† 5:25pm +11:10am

Train leaving at 7:45 a.m. has parlor car to Petoskey and Mackinaw.
Train leaving at 2:15 p.m. has sleeping car to Petoskey and Mackinaw.

Southern Div. Leave Arrive
Cincinnati.....† 7:10am + 8:25pm
St. Wayne.....† 2:00pm + 1:55pm
Cincinnati.....* 7:00pm * 7:25am

1:00 a.m. train has parlor car to Cincinnati.
7:00 p.m. train has sleeping car to Cincinnati.

Muskegon Trains.
GOING WEST.
Lv G'd Rapids.....† 7:35am +1:00pm +5:40pm
Ar Muskegon.....9:00am 2:10pm 7:05pm

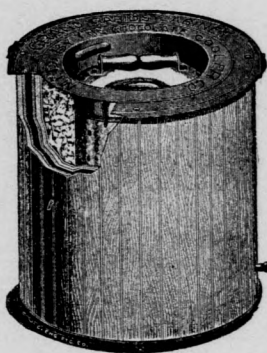
GOING EAST.
Lv Muskegon.....† 8:10am +11:45am +4:00pm
Ar G'd Rapids.....9:30am 12:55pm 5:20pm

†Except Sunday. *Daily.
A. ALKQUIST, C. L. LOCKWOOD,
Ticket Agt. Un. Sta. Gen. Pass. & Tkt Agt.

SODA FOUNTAIN EXPENSE

INCLUDES THE ITEM

"Ice Cream Lost or Wasted."



The New Round Grand Rapids Ice Cream Cabinet




Will make ciphers of the figures opposite this item.




It is handsome and in keeping with Soda Fountain surroundings. Its looks please customers. Its convenience enables the dispenser to serve customers promptly. Its economy in ice and cream will please every owner of a fountain.

Made in sizes from 8 to 40 quarts.
Send for Description and prices.

Chocolate Cooler Co., GRAND RAPIDS, MICH.



Heavy Enameled Granite Iron Ware

Diamond "A" Assortment Containing

1/2 doz. 9 in. Pie Plates.....@ \$	80	40
1/2 doz. 10 in. Pie Plates.....@	96	48
1/2 doz. 2 qt. Milk Pans.....@	1 30	33
1/2 doz. 4 qt. Milk Pans.....@	1 75	44
1/2 doz. 1 qt. Pudding Pans.....@	1 20	30
1/2 doz. 2 qt. Pudding Pans.....@	1 50	37
1/2 doz. 3 qt. Pudding Pans.....@	1 68	42
1-12 doz. 10 qt. Dish Pans.....@	3 85	32
1-12 doz. 14 qt. Dish Pans.....@	4 75	40
1/2 doz. 4 qt. Preserving Kettles.....@	2 55	64
1/2 doz. 5 qt. Preserving Kettles.....@	2 90	73
1/2 doz. 6 qt. Preserving Kettles.....@	3 30	82
1/2 doz. 1 1/2 qt. Lip Sauce Pans.....@	1 40	35
1/2 doz. 2 qt. Lip Sauce Pans.....@	1 50	38
1/2 doz. 3 qt. Lip Sauce Pans.....@	2 20	55
1-6 doz. No. 0 Tea Pots.....@	2 75	46
1/2 doz. No. 10 Tea Pots.....@	3 10	78
1-6 doz. No. 15 Coffee Pots.....@	3 10	52
1/2 doz. No. 25 Coffee Pots.....@	3 45	86
1-12 doz. No. 70 Tea Kettles.....@	6 25	52
1-12 doz. No. 80 Tea Kettles.....@	7 05	59
1/2 doz. No. 28 Wash Basins.....@	1 75	87
1/2 doz. No. 30 Wash Basins.....@	2 00	1 00
1/2 doz. No. 0 Straight Seamless Cups.....@	85	43
1/2 doz. 12 in. Basting Spoons.....@	90	45
1/2 doz. No. 8 Cup Dippers.....@	1 20	60
1/2 doz. No. 60 Soap Dish.....@	1 20	30
1-6 doz. No. 112 Windsor Dippers.....@	2 20	37
1/2 doz. 9 in. Deep Jellies.....@	98	49

Less 10 Per Cent Discount

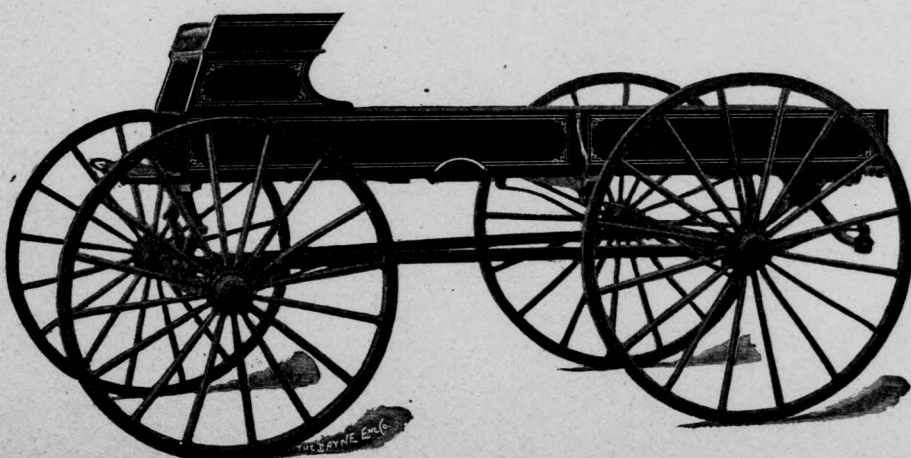
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\$15 17
1 52
\$13 65

This elegant line of Enameled Steel Mottled Granite Iron Ware is known in every household in the land. Nothing new about it but the price, which is now brought down within the reach of every purse. Special points—absolute purity and popular shapes. Almost at the price of common tinware. We save you 10 per cent. by ordering in assorted packages. Mail orders direct.

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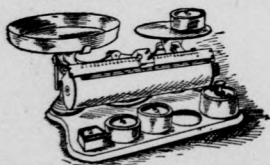
The
Cream
of
WHEAT

For the want of a nail
the shoe was lost.
For the want of a shoe
the horse was lost.
For the want of a horse
the leader was lost.
For the want of a leader
the battle was lost.

For the want of good scales
much trade is lost.
For the want of Dayton scales
much profit is lost.
For the want of profit
the store is lost.
For the want of a store
the merchant is lost.

Our Money Weight Scales are the BEST Scales
for a merchant. We make all kinds;
write us before buying.

THE DAYTON
Money-Weight Even Balance.

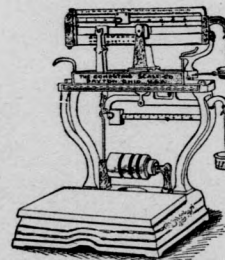


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Capacity, 28 lbs; finish, enamel with
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steel bearings.

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