

MICHIGAN TRADESMAN

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Volume XIV.

GRAND RAPIDS, WEDNESDAY, MAY 26, 1897.

Number 714



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.

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.

An Instantaneous Success



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

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



DUSTLESS

is a preparation to put on the floors of stores. Don't hire a painter—your boy can apply it just as well.

DUSTLESS keeps down the dust—keeps it on the floor—keeps it off your stock. Sweep as hard as you please—the dust won't rise.

DUSTLESS is not sticky—remember that—but it holds the dust down nevertheless.

DUSTLESS keeps your goods clean and salable.

There's money in it for you. Money that you can feel in your pocket or see in your bank-book.

Send for a free book about it.

Dustless Co. & Sons Co.
80 Ohio St., Chicago, Ill.

None genuine without our label and signature.

COFFEE

COFFEE

It is the general opinion of the trade that the prices on

COFFEE

have about, if not absolutely, reached bottom. We are sole agents in this territory for the celebrated bulk roast coffees of the

WOOLSON SPICE CO.

Ask our salesman to show you our line of samples.

MUSSELMAN GROCER CO., Grand Rapids.

COFFEE

COFFEE

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.

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids.

W. H. EDGAR & SON,
DETROIT, MICH.
REFINED SUGARS
SYRUPS AND MOLASSES
EXCLUSIVELY

We Lead

Others may imitate our name and goods, but we maintain our reputation for being **FIRST** in establishment and in **QUALITY** of products.

Allegan Roller Mills
Wm. J. Pollard & Co., Props.

Store, Window and Porch Awnings

All Shapes, Colors and Shades.

WIESINGER AWNING CO., Mrs.,
2 West Bridge St., Grand Rapids, Mich.
Phone 1824.

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.

ALL JOBBERS SELL

THE FAMOUS

ROYAL KNIGHT

AND

AMERICAN QUEEN

THEY ARE

Ten Cent Cigars

FOR

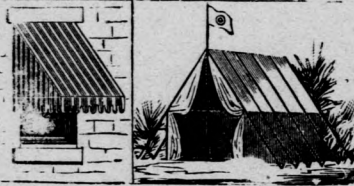
5 Cents

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.

Awnings and Tents



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

CHAS. A. COYE, 11 Pearl Street.

The Coast Line to MACKINAC



TO MACKINAC DETROIT PETOSKEY CHICAGO

New Steel Passenger Steamers

The Greatest Perfection yet attained in Boat Construction—Luxurious Equipment. Artists Furnishing, Decoration and Efficient Service, insuring the highest degree of **COMFORT, SPEED AND SAFETY**

FOUR TRIPS PER WEEK BETWEEN **Toledo, Detroit and Mackinac**

PETOSKEY, "THE SOO," MARQUETTE AND DULUTH.

LOW RATES to Picturesque Mackinac and Return, including Meals and Berths. From Cleveland, \$18; from Toledo, \$15; from Detroit, \$13.50.

DAY AND NIGHT SERVICE.

Between Detroit and Cleveland

Connecting at Cleveland with Earliest Trains for all points East. South and Southwest and at Detroit for all points North and Northwest.

Sunday Trips June, July, August and Sept. Only EVERY DAY BETWEEN **Cleveland, Put-in-Bay & Toledo**

Send for Illustrated Pamphlet. Address **A. A. SCHANTZ, G. P. A., DETROIT, MICH.**

The Detroit & Cleveland Steam Nav. Co.

Save Trouble Save Losses Save Dollars **TRADESMAN COUPONS**

The Best On Earth

Clydesdale Soap

Manufactured by

Schulte Soap Co.,

Detroit, Mich.

Premium given away with Clydesdale Soap Wrappers.

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.....7:30am 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 1:00p.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, Gen'l 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.....7:35am 1:10pm 8:00pm
Ar. Grand Rapids.....12:35pm 5:20pm 10:45pm

Saginaw, Alma and Greenville.
Lv. G. R. 7:10am 4:20pm Ar. G. R. 12:30pm 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.)

Leave. EAST. 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...* 8:25am

WEST
* 8:35am...Gd. Haven and Int. Pts....* 7:10pm
† 12:53pm..Gd. Haven and Intermediate. † 3:22pm
† 5:13pm....Gd. Haven Mil. and Chi.....† 10:16am
* 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 + 8:30am
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 + 3:25pm
Pt. Wayne.....† 2:00pm + 1:55pm
Cincinnati.....† 7:00pm * 7:25am
† u.s.m. train has parlor car to Cincinnati.
7:00p.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. ALMQUIST, C. L. LOCKWOOD,
Ticket Agt., Un. Sta. Gen. Pass. & Tkt. Agt.

They all say

"It's as good as Sapolio," when they try to sell you their experiments. Your own good sense will tell you that they are only trying to get you to aid their new article. : : : : : : : : :

Who urges you to keep Sapolio? Is it not the public? The manufacturers, by constant and judicious advertising, bring customers to your stores whose very presence creates a demand for other articles.

MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, MAY 26, 1897.

Number 714



We wish to establish a branch of our business in every town in Michigan where we are not now represented.

No Capital Required.

MEN'S SUITS AND OVERCOATS \$4.00 to \$30.00

WRITE FOR INFORMATION.
WHITE CITY TAILORS,
222-226 ADAMS ST.,
CHICAGO.

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.

COMMERCIAL CREDIT CO., Ltd.

GRAND RAPIDS, MICH.

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

THE **Grand Rapids** FIRE INS. CO.
Pract. Conservative, Safe.
W. CHAMBERLAIN, PRES. W. FRED McBAIN, Sec.

Save Trouble
Save Losses
Save Dollars

TRADESMAN COUPONS

A Western Genius.

Away out West, in Kansas, two hundred miles or more, Some twenty miles from no place, stood a little country store, And the man who run the shanty (a Canadian by birth) Just worked the store and people for all that they were worth.

A regular museum, where was kept for sale or trade A general stock of every earthly thing that e'er was made; Dry goods, bacon, jewelry, molasses, pins and soap, Sulky plows and parasols, tobacco, silk and rope;

Feathers, flour and sauer kraut and calico and nails, Buggies, beans and baling twine and needles, knives and pails. He dealt in hogs and cattle and the various kinds of grain, And he made every edge to cut, did this same Bob McLain.

Now Robert was a genius of the most emphatic kind, Just as plain and blunt in manner as any man you'd find; Was brave and broad and honest and had within his breast As big and warm and soft a heart as could be found out West.

He wore a pair of pantaloons made out of cottonade, A pair of cowhide boots outside, a hickory shirt—home made, And one well-greased suspender held his pantaloons in place, An old wool hat, turned up behind, projected o'er his face.

But Bob got tired of keeping store, he hankered for a farm— A "quarter" of rich prairie dirt would fit him like a charm; And so he struck a granger who was asking for a trade, And hayseed took the yardstick, while Bob shouldered the spade.

Failure of J. D. Kinney, the Adrian Furniture Dealer.

Adrian, May 25—John D. Kinney, the furniture dealer, has uttered chattel mortgages aggregating \$8,000. Attorney Henry C. Smith is named as trustee. The mortgages run as follows, and are preferred in the order named:

Adrian State Savings Bank	\$1,285 45
Frank P. Bonds	3,500 00
Henry C. Smith	650 00
Mrs. Clara E. Kinney	500 00
Dorcas Whitney	199 99
W. D. Randall & Co.	134 10
Daudt Glass & Crockery Co.	171 00
Michigan Furniture Co.	57 00
Fox, Mason Furniture Co.	68 30
Morgan Furniture Co.	30 75
Mann Bros.	83 09
A. E. & H. H. Stover	63 00
Langslow, Fowler & Co.	37 50
Buckeye Chair Co.	37 25
Connersville Furniture Co.	30 00
Cron, Killa & Co.	41 50
Crocker Chair Co.	49 31
Howe Couch Co.	29 50
Hawood, Morrill Co.	75 85
Jenks & Muir Co.	75 85
Francis Karr	28 00
Lentz Table Co.	35 90
Lotta Lamb Co.	11 50
Muller & Stark Co.	39 60
Michigan Table Co.	30 00
Manning, Bowman & Co.	18 90
A. C. Norquist & Co.	12 00
Zeeland Furniture Co.	133 50
S. A. Maxwell & Co.	89 50

How a Clerk Was Encouraged.

A merchant was one day discussing his men with his junior partner, when the case of a young man in their employ who was known to be quite ignorant and seemingly careless, came up. The junior partner urged his dismissal, as he believed it would be for the better interests of the firm were his place taken by one more competent.

The older man knowing more of human nature, and having more of genuine manliness in his heart, suggested that he be kept a while longer, and that he be encouraged a little and given a little advice. The young man was sent for an interview with the head of the house in his private office had the effect of greatly stimulating him to further effort. He was told plainly, yet kindly, of his faults, and how hard it was to endure them, and that the welfare of the business demanded an im-

provement. He was advised to begin a course of instruction at the night classes of a business college and thereby gain a knowledge which would be of direct benefit to him. The result of this interview was that the young man realized his position as never before. He understood that he was a factor in the business, and that his employer had his welfare at heart and was anxious to help him.

It gave him fresh courage and new hopes. He acted on the advice and soon made rapid progress in his studies. With added knowledge he gained more confidence in himself and fewer mistakes were made by him.

It was not long before this clerk became one of the most efficient and faithful of his fellows.

Had the opposite course been adopted, as suggested by the younger merchant, the clerk would have been dismissed, and with that feeling in his heart that "nobody cares for me," he would, no doubt, have gone down instead of upward in life's duty.

A Wall Paper Table.

To find the number of double rolls—16 yards—of paper necessary to cover the walls of any room, add the length of the room to the width.

Divide by 6	if a 6 foot ceiling.
Divide by 5	if a 7 foot ceiling.
Divide by 4½	if an 8 foot ceiling.
Divide by 4	if a 9 foot ceiling.
Divide by 3½	if a 10 foot ceiling.
Divide by 3	if a 12 foot ceiling.
Divide by 2½	if a 14 foot ceiling.

The above table is near enough for practical purposes. An allowance of one roll can be made for one window and one door.

A Jack of All Trades.

The Youth's Companion copies the following notice which appeared recently in a local paper of a small New England town changing only the name of the versatile advertiser:

Notice—I have opened a shop on Front Street and am prepared to file and set saws. I carry a line of Cigars, Tobacco and Confectionery and can furnish hot oyster stews, boiled eggs, etc., at short notice. Repairing Umbrellas and Sewing Machines, also Bottoming Chairs. Shooting gallery in connection.

JAMES FARNLEY.

Not at Home When Bill Called.

Caller—Is your father at home?
Little Daughter—What is your name, please?
Caller—Just tell him it is his o'd friend Bill.
Little Daughter—Then I guess he ain't at home. I heard him tell mamma if any bill came he wasn't at home.

The Calumet distillery was sold at public auction last Tuesday in Chicago. When the trust purchased the plant in 1891 the price was \$500,000. Levy Mayer, representing the American Spirits Company, is the latest purchaser, and through him the successor of the whisky trust acquires the distillery for \$250,000.

Wm. H. Allen, book-keeper for the Belknap Wagon Co., has returned from the East, where he spent a fortnight in visiting the scenes of his boyhood. He was accompanied by his wife.

Dorian M. Russell, chemist for Thum Bros. & Schmidt, and Dr. J. C. Holt are trout fishing on the Manistee River.

MONEY AS A PEACEMAKER.

The charge that the Christian powers of Europe have been influenced by mercenary motives in favoring the Turk and maintaining the integrity of the Ottoman empire, has been so often made of late, both in Europe and America, that the public is compelled to believe that there must be some basis for the statement. In America, particularly, where we see questions of "national honor" so often measured by considerations of profit, we are more than prepared to give credence to such stories. The capitalists and government banks of Europe own the bulk of Turkish securities, both national and private, amounting to many hundred millions of dollars. The national debt alone is now estimated at something like \$800,000,000 and the destruction of the Sultan's empire or its considerable reduction in extent, or the falling off of its revenues would not only depreciate Turkish securities of every kind, but threaten their very existence as valuable holdings. It is but natural, as human nature goes, even though discreditable, that the owners of these securities in France and Germany and Austria and Italy and Great Britain and Russia, powerful moneyed men and corporations should bring a decided pressure to bear at all times upon their respective governments to maintain the Turk in the greatest strength and prosperity possible. We have on several notable occasions recently in this country seen how quick the stock exchanges have taken alarm at the mere talk of international complications and cried out in their mercenary way, "Peace at any price!"

Indeed, it is becoming a question if the Wall and Lombard streets and bourses of the nations, in this extremely practical commercial and utilitarian age, rather than the government cabinets and popular sentiment and a feeling of national honor, are not now the arbiters of the fate of nations and the custodians of the peace of the world. Those fine impulses and that sympathy and delicate sense of honor which once controlled the international policy of European and American peoples have given way largely to a sordid and cautious commercial spirit which we find influencing Europe in its attitude towards the Turk and is holding back the United States in its relations towards Cuba and Spain. War is feared now not so much on account of the loss of life, but by reason of its cost and depressing effect upon stocks.

If this new and businesslike way of looking at things international should result in abolishing war altogether and substituting arbitration, where there would be no question of inglorious back downs or failure to respond to the calls of national duty and honor, let the cost be what it might, it would be a step forward. In the present condition of society, however, the sacrifice of all things else for money is as disreputable as it is humiliating, but neither Europe nor America can at present point the finger of scorn at the other.

An obstinate man does not hold opinions, but they hold him.—Pope.

Bicycles

News and Gossip of Interest to Dealer and Rider.

Since the days have "grown longer," according to the popular idiom, business people are getting some capital after-supper sport out of their heels, and the country roads are thronged with cyclists every evening. The brief twilight hours are made much of by the busy toilers, who seem to have the happy knack of condensing the enjoyment of a whole holiday into the limited leisure at their disposal. The most attractive feature of these evening rides is the sociability apparent on every side. Brothers, sisters, cousins, comrades or sweethearts, as the case may be, pair off or form chatty groups, and the cares and worries of the day evaporate under the exhilarating influences of a lively spin in congenial company. Such pleasant parties are of nightly occurrence, but the spectacle is only complete when the all-round cycling family turns out. Then the sight is not only a treat, but an object lesson. Two and three generations are often represented in these reunions of relatives, and one group of four a few evenings ago consisted of a silver-haired great-grandfather, his son, the latter's daughter, and her ten-year-old boy, all pedalling along in a row with mutual enjoyment.

Last Saturday night twenty-five young men and young girls, members of the bicycle club connected with the Highland Park Reformed church, at New Brunswick, N. Y., took a club run to Dunellen, ten miles from home. They were storm-bound there, and could obtain but one room in the only hotel. This room the young girls engaged. They prepared to spend the night sleeping in relays of four in the single bed. The watchers, tired of the relay business, made their way to a neighboring bakeshop, and there passed the remainder of the night. The men in the party bunked as best they could in the waiting-room at the railway station. Sunday morning the Rev. Mr. Van Dyke's bedraggled bicycle club returned home to listen to parental lectures and to offer explanations for their absence.

The changes forever recurring in cycles and their appurtenances are noticeable each successive season as the makers put on exhibition their new models. This year the variety is to be found in tires more than in wheels. A prominent tire manufacturer has said: "A pneumatic tire is such an imperfect article at the very best, subject to so much strain, and, although the most delicate part of the equipment of a wheel, must have the hardest use and come in contact with the roughest roads when sustaining the weight of the wheel and rider, that the tire enjoying the greatest popularity one season must of necessity be less popular next season on account of having the greatest percentage of riders and necessarily causing a greater amount of trouble than tires less ridden. Many riders do not know what make of tire they are riding until they have some trouble with it. If a tire never gives trouble it simply does its duty and gets no credit."

The wheelwomen of Gotham have a new fad. It is bicycle polo. Not many have had the courage to try the game yet, but they are all talking about it, and many have announced their intention

of going in for it. Wheelwomen, like wheelmen, are always looking for new phases of wheeling. They like to attempt something novel, the more difficult the better, and they are finding both elements in cycle polo.

Last season there existed a great deal of diversity of opinion as to the relative merits of the rough and smooth tread. Some rough tread tires that were extremely popular in 1896 are almost unheard of in 1897. On the other hand, one of the most prominent manufacturers, who has been a strong advocate of the smooth tread, has recently put out, in addition to his old-established smooth-tread tire, a tire with a figure of the fleur-de-lis raised at regular intervals on the tread, forming not only an attractive, but a very useful pattern. It is an ornament to any wheel. It is contended by the manufacturer that it does away entirely with the suction caused by other rough treads, and does not collect, throw or hold mud.

All on Account of the Wheel.

From the Cleveland Plain Dealer.

The bicycle sundry business has reached vast proportions. Every article needed by the wheelman, and some that he'll never need, is the subject of fierce competition. The competition not only covers the manufacturer, but extends to the retail dealer as well. Bicycle sundries can be found in all sorts of unexpected places. Some of the dry goods people make a specialty of them, and there are many other concerns that carry them as they would any prime necessity. Of course all this makes competition fast and furious, at the regular bicycle stores. Here is an illustration of the way the thing sometimes goes:

An eagle-eyed customer walked into a Euclid-ave. wheel depot last Saturday evening and asked to look at locks. He was shown a lock and chain and enquired the price. The proprietor had sized him up and was determined to make a sale, even if he sacrificed profits to do it.

"Ten cents," he replied. A smile of ineffable contempt came over the customer's classic features. He held the lock to the light and viewed it at every possible angle.

Then he handed it back to the proprietor. "'Taint worth more'n a nickel," he remarked.

The proprietor looked at him in sorrow. "If I had known with whom I was dealing," he plaintively remarked, "I wouldn't have put up the price on you. Here, take it as a gift."

And the customer, with a gratified smirk creeping around the corners of his finely chiseled mouth, pocketed the lock and went out into the night.

Downright Destitution.

She was not a woman who could see suffering without wanting to give relief. "I think," she said to her husband,

"that something ought to be done for the Barkers in the next block. I don't believe the neighbors realize how desperately poor they are."

"Why, I thought they were fairly well off," he answered in surprise.

"Oh, dear, no," she explained. "They have to endure all sorts of privations. Why, there's only one bicycle in the family, and even that is not a '97 wheel."

The Ruler of the World.

"The hand that rocks the cradle," said the poet, "rules the world;" And once, perhaps, the statement had its worth; But to-day we give the medal to the foot that works the pedal;

The wheelwoman now rules o'er all the earth.

Daft.

"Our cook is crazy about bicycling."
"Does she ride much?"
"Ride! She gets on her wheel to hang out the washing."

Traded His Horse for a Bicycle.

From the Lincoln County Leader.

The bicycle fever struck Siletz, but it did not last long. Jack Ross, an upper-farm Indian, traded his horse to some cultus white man for a bicycle. Very impatiently he waited for the mud to dry up so that he could try his new steed. Finally one day last week he started out to make his first trial. Going down by the river he selected a nice, smooth, grassy slope. After getting on and off a few times in the usual graceful manner of beginners, he was finally firmly seated in the saddle and wobbled around in great shape for a time. But fate was after him. In his wabbings he happened to head the machine down hill toward the river. He was delighted at the ease with which he ran the machine, and did not notice where he was headed until he was about ten feet from the steep bluff that hung right over the deep water of the river, but it was then too late. He gave a wild yell, pulled back on the handle bars and

shouted, "Whoa!" but to no avail, and at the next instant Jack and the wheel made a graceful curve and plunged into the deep, chilly water of the Siletz River, with the wheel on top. Presently a very wet and thoroughly disgusted Indian crawled out onto the shore, dragging a bicycle out after him, and now the wheel is again for trade.

Extreme Case.

"I can't help it," said the man in the back seat. "I can't believe in anything. I am a born doubter."

"Oh, no, brother," began the evangelist.

"But I am. There are times when I even have doubts as to the superiority of my bicycle."

The Usual Way.

Waggs—So you are learning to ride the bicycle. How do you get on?

Gaggs—To tell the truth, I do more getting off than getting on.



No Department Store

can sell a bicycle at from "\$29.99" to \$37.77 if it is finished and equipped as Clippers are in Clipper enamel and Clipper decorations. Clipper finish is the result of two years' experimenting and several thousand dollars expense. Every coat of Clipper enamel is hand and water rubbed by furniture finishers, who have spent a life-time finishing the finest furniture in the world. Every transfer used is imported from Germany. Every line of hand decoration is drawn by an expert of 20 years' experience. Every Clipper bicycle turned out is finished at an expense 3 times greater than any wheel we know of. Clipper equipment is the most expensive, and of the very highest grade, such as first quality Garford, Hunt or Brown saddles, Baldwin chains, G. & J. tires, Berkey furniture finished, cloth-lined wood rims, Hunt's highest grade tool bags, Clipper pedals, steel bars fitted with grips that don't break easily. Equipment like this is too expensive for Department Store cheap wheels.

The above equipment costs us just \$8.91 more than the best used on any Department store bicycle we ever saw, and \$12.63 more than the worst we have ever seen. Remember this difference in cost is only a small part of the bicycle. Everything else is in about the same proportion. Again we say, there is no bicycle the equal of a Clipper at the price of a Clipper.

MADE BY THE

No. P. 25 N.

"CLIPPER PEOPLE," Grand Rapids, Michigan.

MONARCH
THE LADIES FAVORITE

"RIDE A MONARCH AND KEEP IN FRONT"

MONARCH CYCLE MFG CO. CHICAGO NEW YORK LONDON

Pertinent Hints of Value to Live Merchants.

Written for the TRADESMAN.

One of the best things I have seen in advertising recently is the idea of an English merchant. He has what he calls a Birthday Book, made up from announcements of births in the newspapers. As often as the list is sufficiently large, he sends out a circular printed in type-writer as follows:

Madam—As your little daughter's (or son's) birthday is approaching, and thinking that probably you may require some present for her in commemoration of the event, we take the liberty of enclosing a list of our toys, etc., which we think will be suitable, and trust that you will be able to find among them something with which she would be pleased. Should you desire it, we shall be most happy to send you, on receipt of request, our full list, with prices, etc. Hoping to be favored with your orders, which shall receive our best and prompt attention, and wishing her many happy returns of the day, we are, etc.

Such a reminder, coming, as it does, from a stranger, is very apt to impress the mother favorably and induce her to patronize the house which apparently keeps such careful record of the anniversary. The cost of such advertising is nominal, and, in connection with the regular methods, might be made to pay, especially as it is possible to call attention to other lines of goods at the same time, with no added expense.

There is an alarming tendency among too many amateur advertisement writers to affect the "smart" advertisement—the advertisement which is intended to be funny or catchy, but falls within the bounds of ludicrousness. The advertisement should not be made a vehicle for alleged witticisms or literary brilliancy, but should merely tell a plain story in a plain way—a story of values and qualities which people can understand and appreciate. If a reader desires romance, or poetry, or humor, or essays, he turns to the columns devoted to such subjects. If he is in the market for a suit of cloths, a house and lot or material to build a house, he turns to the advertisement of such commodity as he is in need of. And here he neither expects nor desires anything but a plain, practical, truthful statement of facts, strictly pertaining to the article advertised. A humorous suggestion is permissible and often advisable as a means of gaining attention to the advertisement, but this, to be of value, must be only a suggestion, and not wander off into the realm of humor or childishness, to the exclusion of the matter-of-fact statements which are so necessary to successful advertising. It is a practical art, and, like all other practicalities, is founded on a basis of theory. The one who would achieve success in advertising must recognize and take advantage of the theoretical foundation, for this is the directing force of all successful effort in advertising.

If I have once, I have a hundred times in these columns laid stress on the importance of the advertiser having implicit confidence in the article he advertises. And it should not be a confidence gained by superficial means, or because he is the owner of the article. There must be a thorough knowledge of the merits, obtained by careful inspection and trial—so thorough, in fact, that the advertiser would be willing to take oath as to the truth of his statements. A great many failures are attributed to the fact of endeavoring to force on the

public articles in which no one except the owner can discover any good thing.

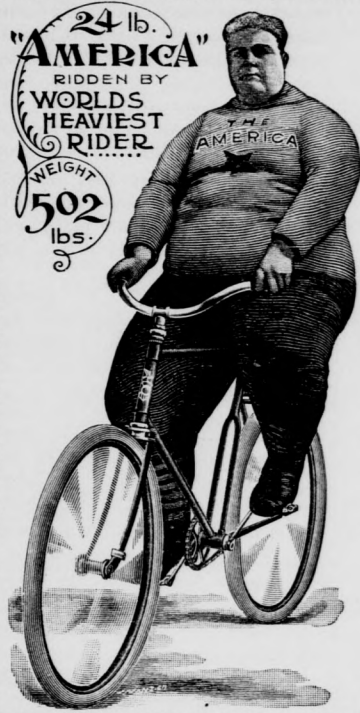
I have just a few words to say to the merchant who always has a substitute for the article asked for, if he does not happen to have it in stock. If a customer says, "I want to buy a pound of shingle nails," and you haven't got a nail in the store, don't try to sell him a pound of carpet tacks and insist that they are "just as good" for his purpose as the nails. And if he asks for a particular brand of soap, don't try to make him believe that the kind you have is "just as good," or perhaps better, for his needs. Tell him plainly that you don't keep it and if you know who does, don't be afraid you will lose his trade by telling him where he can get it. Everyone has his hobby, and it is a universal characteristic among men to think they know just what is best for their individual needs. It may be well enough to tell him what you have and what its particular merits are, but don't urge it on him as being "just as good."

Too many advertisers neglect to give prices. These are as important in nearly all cases as the description, and they should go together. It is merely an annoyance to read that we can buy a certain article at such a place, and be unable to learn its cost without going to the store. Many a customer is lost in this way, that would be secured if he knew how much the article sold for. Good quality, coupled with reasonable prices, is sure to attract buyers, but quality stated alone loses half its attraction. And don't make the prices secondary in importance in the advertisement. Let them stand out prominently. "Four dollars and ninety-eight cents" for a good suit of clothes is sure to induce the reader to scan closely the description in order to find out whether or no it is a genuine bargain. Pay more attention to giving prominence to prices, and the description will be better able to take care of itself.

The Young Man in Business.
From Printers' Ink.

This is the day of the young man in business. You see him everywhere, occupying positions of trust and responsibility. At first the business world looked askance at his entrance; but it soon learned that he was an acquisition. Without a too great reverence for experience or precedent, the young man of to-day is still a safe and conservative business man. He supplies an element of dash and enterprise of which older men, no matter how progressive, are incapable. He is full of ideas, is always ready to listen courteously to advice, but makes a point of following only that which seems good to him. In advertising circles the young man is especially prominent and ubiquitous. At a recent gathering of advertisement writers it was discovered that the majority of them were between twenty-five and thirty-five years of age. But they were all bright, progressive men, many of them writing and placing advertising involving the expenditure of thousands of dollars annually. Verily, the young man's star is in the ascendant.

Making a Change.
"Hov yez got any petroleum?" she enquired as she entered the grocery store early in the morning.
"Yes," replied the clerk.
"Are ye sure it's petroleum an' nothin' else?"
"Absolutely certain."
"Well, yez kin give ten cents' worth, an' I want it in a hurry. The missus says oi've got to sthoph usin' kerosene to shtart the fire."



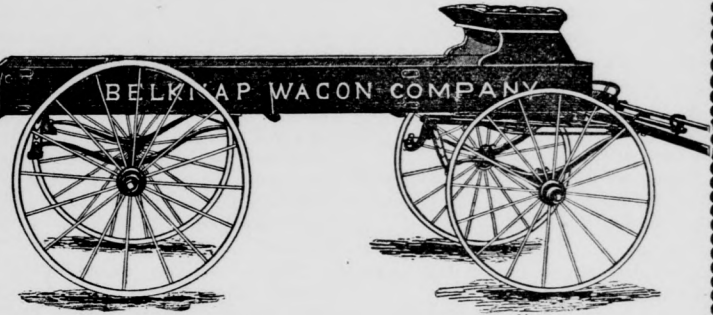
Baby Bliss

on his
"Truss Frame"
America Bicycle

Will be in Grand Rapids Saturday evening, May 29, and Sunday, May 30. Headquarters, Sweet's Hotel.

Adams & Hart,
State Agents America Bicycles,
12 W. Bridge St., Grand Rapids.

**Not How Cheap
But How Good**



We warrant our make of wagons and consequently produce no **cheap** or **inferior** work.

Buyers of the Belknap make of wagons do not find it necessary to constantly repair and replace.

Catalogue on application.

Belknap Wagon Co.,
Grand Rapids, Mich.



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.

Around the State

Movements of Merchants.

Clare—Jas. Boyd succeeds Mason & Boyd in the grocery business.

Kent City—Maynard Romie has sold his meat market to Wm. Parks.

Belding—J. T. Angell succeeds Angell & Nye in the meat business.

Saginaw—Dorr & Teal succeed Dorr Bros. & Co. in the meat business.

Moore Park—F. M. Spangler succeeds F. A. Pixley in general trade.

Harbor Springs—N. A. Leitch has opened a tailor shop in the Weston store.

Port Huron—Lee & Vandenberg, grocers, have dissolved, A. Lee succeeding.

Orange—Harwood & Bliss have purchased the general stock of H. H. Jordan.

Central Lake—Wm. Gardner has added a line of jewelry to his grocery stock.

Evart—H. D. Turner & Co. have opened a new meat market in the Bush block.

Lansing—L. Andrews has purchased the news stand and cigar store of Page & Butler.

Nashville—F. T. Boise is closing out his hardware stock, on account of failing health.

St. Ignace—Chas. Eby has opened a bakery in the corner store adjoining Murray Bros.

Marion—Chase & Runberger have removed their grocery stock to the Hewitt & Myers block.

Frankfort—The L. E. Grisier Co. succeeds M. B. (Mrs. E. E.) Grisier in general trade.

Charlotte—Ferrin Bros. have leased the Jones elevator and will handle grain as well as beans.

Coldwater—Frank Bonfiglio & Co. have opened a new fruit store. The firm hails from Adrian.

Reed City—John Berner, formerly of Ludington, has embarked in the meat business at this place.

Tecumseh—John J. Orr continues the drug business of Orr & Temple at this place and at Ridgeway.

Saginaw—C. J. Whitney & Co. announce that they will close their branch music store here June 10.

Ferry—Young & Gunn continue the general store business formerly conducted by I. M. Young & Co.

Munising—Geo. B. Hill has purchased the grocery and hardware stock of Geo. A. Smith and will continue the business.

Detroit—Rhynas & Childs are now the proprietors of the Globe Steam Laundry, instead of Chas. D. Childs, as formerly.

Alto—B. F. Palmer has completed the deal for a hardware stock at Grand Rapids and expects to move it here in about ten days.

Ferry—Wm. E. Gunn has purchased an interest in the general stock of Young & Co. The new firm will be known as Young & Gunn.

Chief—I. W. Rhodes has purchased a store building at Tanner and will remove to that place and engage in general trade in the fall.

Freeport—A. G. Gush has sold his meat market to Whetford, Kelley & Simpson, who will continue the business at the same location.

Muskegon—Cornelius T. Cramer has purchased an interest in the furniture stock of Geo. D. Vanderwerp. The new firm will be known as G. D. Vanderwerp & Co.

Muskegon—T. Klock & Co. have purchased the undertaking business of Karel & Veltman. They will add wall paper, picture frames and mouldings.

Peacock—David J. Peacock, formerly engaged in trade at Grant Station, has opened a general store at this place. He is also postmaster and express agent.

Ypsilanti—Will Murdock has sold his interest in the drug store at Northville and has accepted his old place again as book-keeper for the Michigan Central Railway at this place.

West Bay City—W. H. Weber who conducts a hardware store here and at Omer has merged his store business into a corporation under the style of the H. W. Weber Hardware Co.

Traverse City—Sidney Purkiss has removed from Northport and opened a wholesale and retail fresh fish market on Bay street. Nearly all the fish handled here are caught near Northport.

New Lothrop—Thos. Snyder, who has been identified with the general store of Washington Snyder for the past two years, has resigned his position and will engage in the shoe business in Saginaw.

Jackson—McKeggan & Lockwood, formerly clerks in the Jackson fruit house, have purchased the grocery stock and fixtures of C. R. Townsend, corner of Greenwood avenue and First street, and will continue the business.

Ypsilanti—Lamb, Davis & Kishlar have leased the store now occupied by the Misses Jenks and will cut an archway through from the rear of their store, thus making an entrance to their store on Congress and Huron streets.

Negaunee—Nels Majhannu has purchased the stock of goods Auno & Kremkoff had taken from them to satisfy two mortgages which they gave some time ago. The creditors received their accounts in full. The total amount of the three claims was \$873.51.

Mears—E. E. Kobe has purchased the general stock of R. T. Morris & Co. and will enlarge the stock of goods and continue the general store business in the same building. Mr. Kobe comes well recommended from Hart, where he was engaged in business with his brother.

Detroit—Articles incorporating the Adolph Enggass Jewelry Co. have been filed with the County Clerk. The purpose is to carry on a retail jewelry and optical business. The capital stock is \$10,000, of which \$5,000 is paid in. The stockholders are Barbara Enggass, 995 shares; Adolph Enggass, 4 shares, and Morris H. Fechheimer, one share.

Charlevoix—M. V. Cook, who has been with F. N. Chapel and also with G. W. Beaman as drug clerk during the past three or four years, in partnership with Dr. R. B. Armstrong and Dr. J. A. Auld, will occupy the Crouter building as soon as it is vacated by Mr. Chapel, with a new stock of drugs. The firm name will be M. V. Cook & Co. Mr. Cook will have immediate charge of the business.

Ludington—N. P. Christenson, proprietor of the Big Store, has been removed from the field of activity by an attack of typhoid pneumonia. Deceased was born in Denmark forty-seven years ago and came to this country when 29 years of age. He has been in the mercantile business in this city for seventeen years, first in the grocery business with N. P. Hansen in the Fourth ward. It was there that he met Mrs. Christenson, then Miss Bertha Hansen, Mr. Hansen's niece, who was clerking for them. They were married in Milwaukee

eleven years ago. Five children were born to them, four of whom are now living. These are all boys and are named respectively Carl, Walter, Arthur and Herbert, the eldest being only 7 years of age.

Manufacturing Matters.

Otsego—Geo. E. Clapp has begun the manufacture of a preparation known as the Ivory washing tablet.

Maple Rapids—W. J. Graham and Ed. Sherman have leased the grist mill and will continue the business.

Alden—The Elk Rapids Iron Co. has placed an exchange grist mill at Alden with the R. W. Coy Estate as agent.

Mears—J. D. Barton is building a wagon shop at this place in which he will manufacture and repair wagons.

Detroit—The Old Sol Cigar Co. has removed its factory from Flint to this city, locating at 75 Woodward avenue.

Saginaw—Ferrell, Prame & Osier, manufacturers of grain and seed cleaners, are succeeded by A. T. Ferrell & Co.

Alma—C. L. Chadwick has invented a roach bug powder which he will place on the market under the brand of "Eureka."

Detroit—The style of the Detroit Cigarmakers' Co-operative Association, Limited, has been changed to the Co-operative Cigar Co. Limited.

Douglas—Devine & Durham have their Climax machine in running order at Weed's factory and are turning out baskets at the rate of 1,000 per day.

Marquette—Begole & Bice have sold the lumber which they cut here last winter, about 2,000,000 feet, to Detroit parties and made the first shipment last week.

Martin—The East Martin creamery has resumed operations. F. D. Harding and Wm. Robertson are the managers. Mr. Coffin has been hired as superintendent.

Benton Harbor—W. J. Harper and M. A. Price have formed a copartnership under the style of the Columbia Cigar Co. for the purpose of embarking in the manufacture of cigars.

Menominee—The Menominee River Shingle Co. is putting in something new in the way of shingle mill machinery. It is a band mill, which works horizontally and is used for knot sawing.

Marquette—McBurney & McCaull have sold their logs to Saginaw parties and are now scaling them at the mouth of the Salmon Trout River. The logs will probably be towed to Saginaw for manufacture.

Muskegon—The suit of Gow & Campbell against the Nufer Cedar Co. was tried in the Muskegon Circuit Court and a verdict for plaintiffs was rendered by the jury for \$1,045.81 and interest. The contest will probably be carried to the Supreme Court. In May, 1895, the plaintiffs had about 3,000,000 feet of hemlock logs to bring down from Houghton Lake to Evart and claimed that they found 1,500,000 feet of logs in the River belonging to defendants which they had to drive along with their own logs to avoid great delay in getting their property where it could be utilized. The logs of both owners were destined for this city and from here the defendant's logs were rafted by way of Lake Michigan to Whitehall. The plaintiffs sued to collect pay for the cost of driving the logs from Higgin Lake. They also claim to have driven down 29,640 feet of logs belonging to Hovey & McCracken and 360,070 feet belonging to the McGraft Lumber Co., and these concerns will also be asked to settle.

Detroit—Articles incorporating the Hemmeter Cigar Co. have been filed with the County Clerk. The company removes from Saginaw to this city. The capital stock is \$10,000, all paid in. The original incorporation was in 1893.

Standish—An attempt was recently made to destroy the sawmill of James Norn. The fire had made but little headway when discovered and was extinguished with but trifling damage. Evidence was plenty that the fire was clearly of incendiary origin.

Allegan—Joseph Ambler has purchased machinery for a woolen-mill and will move it to Mt. Pleasant, where he will engage in business. But one or two machines will be taken from his burned mill here, the remainder having been damaged beyond repair. He has been successful in business here, although unfortunate because of fires, having been burned out four times.

Coldwater—Local business men to the number of forty-six have subscribed for stock to the amount of \$28,000 in the proposed new shoe factory. It is understood that the managers of the business will take \$12,000 stock, making the total stock of the corporation \$40,000.

East Tawas—The Tawas Bay Lumber Co. has sold the Emery block to Samuel Anker who will occupy it with his grocery stock and meat market. Contrary to previous announcement the Tawas Bay Lumber Co. will confine its operations to the sawmill business exclusively.

Alma—Mr. Isham, of Ithaca, has purchased 200,000 feet of ash logs from Gardener, Peterman & Co. He will build a sawmill somewhere near the river and railroad track and begin operations almost immediately. The mill will saw half-inch stock which will be shipped to Ithaca and made into heading.

Traverse City—Benjamin Boughey, an old settler and enterprising farmer of Grand Traverse county, has built a potato chip factory on his farm. It is fitted throughout with modern machinery. Mr. Boughey will use potatoes from his own farm and also expects to buy several thousand bushels annually of our farmers.

Manistee—There is not nearly as much hemlock to be sawed at this point this season as ordinarily has been turned out for water shipment, and it looks now as if there would have to be a raise in that class of stock when the new cut gets ready to be marketed. Those of the mills that are catering to the car trade find difficulty in keeping sorts in hemlock that are dry and fit to ship, and some of the yards have been compelled to bring in long stuff from some of the railroad mills up the road to fill out orders. There has been great difficulty in getting cars.

Midland—Articles of incorporation have been filed with the County Clerk by the Dow Process Bleaching Powder Co., capital \$200,000. The Simon Kent farm, just outside the city limits, has been purchased and work will be commenced in the immediate future upon an extensive plant covering 75,000 square feet. The inventor of the Dow Process, Herbert Dow, has also invented and has in successful operation, in connection with the Midland Chemical Co., a process of making bromine by electricity. The new factory will employ many men, and will use annually many thousands of barrels of lime and other material. It will prove a great addition to the other industries of the town.

Grand Rapids Gossip

Ina Lamoreaux has opened a grocery store at New Richmond. The Musselman Grocer Co. furnished the stock.

M. H. Barber has removed his grocery stock from South Division street to the Hartman row on East Fulton street.

Albert E. Kemano has embarked in the grocery business at Clarion. The stock was furnished by the Lemon & Wheeler Company.

A case of some interest, involving the rights of the respective parties to a contract for the conditional sale of goods, wherein the title to the property sold was retained in the vendor until the purchase price should be fully paid, was tried last week in the Kent County Circuit Court. The title of the case was Willis J. Perkins vs. Louis Grobin, et al. It appears that in January, 1893, Perkins entered into a written contract with the defendants for the sale of a quantity of shingle mill machinery, to be put into a mill located at Leland. By the terms of the contract the title to the machinery was to remain in Perkins until the full payment of the purchase price, amounting to \$2,600 or thereabouts. A payment of about \$800 was made when the contract was entered into and the balance was payable in three installments during the following summer, for which defendants gave their promissory notes. The contract provided that, in case of default, Perkins should have the right to retake the machinery, and all payments made were to be considered as compensation for the use, wear and tear of the machinery, or that he might sue on the notes and that suit on the notes should not be a waiver of his right to take the property. There was no provision in the contract, however, in case Perkins should take the property, that it should not be a waiver of his right to sue on the notes. Defendants put the machinery in their mill and ran it five days, in 1893, and sixty days the year following, and in November, default having been made in the payment of the notes, Perkins retook the machinery. He then sued on the notes. It was claimed, on the part of the defense, that Perkins had a choice of one or two remedies. He could either retake the property or sue on the notes, but he could not do both; that having taken the property he had deprived the defendants of the consideration for which the notes were given and that this act on his part cancelled the notes; that having elected to rescind the sale by retaking the property, he could not afterwards recover the purchase price of the thing sold. In other words, that he could not, at the same time, keep his property and sell it too. The Court held with the defendants and directed a verdict in their favor.

The Grain Market.

The wheat market has been steady during the past week. The situation has not changed to speak of except that it is a little stronger as we get reports regarding the growing crop in France, which show that it has been damaged more than was first reported, and it is now estimated that there will be a shortage of 100,000,000 bushels in that country. The winter wheat in this country about holds its own, although Kansas, Pennsylvania, Kentucky and Tennessee show up a little better than was first anticipated, but there is no improvement in the crop in Indiana, Illinois

and Missouri. It is too early to count anything on the spring wheat yet. However, the outlook at present is quite promising and, taking all things into consideration, we may look for 500,000,000 bushels as a crop, but this is nothing to base lower prices on, especially when we consider the small amount that will be left over from last year and the shortage in France. While Argentine, India, Australia and a few more minor exporting countries will have none to export, nearly all the supply will have to come from Russia and the United States. Our visible made a fair decrease, being 1,441,000 bushels, which was somewhat less than was anticipated, and had it not been for the unexpected large arrivals in the Northwest (Minneapolis and Duluth) the decrease would have been much larger. However, after the May deal is over, we may expect to see less fluctuations and, consequently, steadier markets.

All things considered, the demand for flour has been very fair and mill feed is absorbed as fast as it can be made at full price.

After making some spasmodic efforts to advance, corn settled back to exactly where it was one week ago. The same might be said of oats.

The receipts during the week were only moderate, being 30 cars of wheat, 6 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 advanced to 20c per doz. bunches.

Beets—40c per doz. bunches.

Butter—Separator creamery has declined to 13½@14c. Dairy grades are coming in very plentifully, being taken on the basis of 8@9c for fancy dairy and 6@7c for packing grades.

Cabbage—75c per doz. for Mississippi stock.

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

Eggs—Handlers have advanced their paying prices to 8c on track. The market is lower East and will probably go off ½c here in the course of a few days.

Lettuce—Grand Rapids forcing 10c per lb.

Onions—Green fetch 10c per doz. bunches. There are four kinds of dry stock in market—California, Egyptian, Bermuda and Mississippi. The latter command \$1.10 per bu. sack, while California and Egyptian are in fair demand at \$2 per 2 bu. sack. Bermuda are held at \$2.75 per 60 lb. crate.

Peas—Illinois stock brings \$1.50 per bu.

Pieplant—1c per lb.

Pineapples—\$1.25@1.50 per doz.

Potatoes—New Mississippi command \$1.30 per bbl. Home grown are still selling at 15@20c, according to quality. The market is a little stiffer, but is not so encouraging as was anticipated a few weeks ago.

Radishes—10c per doz. bunches.

Seeds—Medium clover, \$4.50@4.75; Mammoth clover, \$4.75@5; Timothy, \$1.40@1.60; Hungarian, 75@80c; Common or German Millet, 60@70c.

Spinach—Home grown commands 35c per bu.

Squash—Illinois stock brings 4c per lb.

Strawberries—Illinois stock is in plentiful supply at \$1.50@1.75 per case of 24 quarts. Missouri berries are coming in in carlots, commanding \$2 per case.

Tomatoes—\$2.50 per crate of 6 baskets.

Wax Beans—\$2 per bu. crate.

Invitations are out for the marriage of Miss Minnie Jenkins, daughter of Mr. and Mrs. Oscar N. Jenkins, of Portland, to Emery R. Beal, the well-known Ypsilanti druggist. The wedding will take place in Portland Wednesday, June 2.

The Grocery Market.

Sugar—While the consumptive demand is increasing, being at present double its volume at the beginning of April, jobbers are buying practically nothing, being still stocked up. An advance is not unlikely when they begin to buy. The tariff bill is bound to have an effect, but if the European market continues dull, as it was last week, there will probably be no advance until the passage of the tariff bill is so near at hand that the receipts of European sugar will be interfered with. The domestic raw market declined 1-16c during the past week, and no further drop is expected, as the receipts are falling off.

Coffee—The primary markets are weak. Stocks of Rios and Santos coffees are heavy. This condition gives the market a weak feeling, but prices are now so low that should there begin to be an appearance of a falling off in arrivals of coffee from the fields at the ports of Rio and Santos, the market would certainly advance.

Cheese—The market has finally succumbed to the increased receipts of new goods. A decline of ½c from last quotations is noted. Full cream fancy stock is quoting at 9½c, some special makes selling at ½c above the outside quotation. There are liberal receipts of new cheese.

Rice—The scare that sent Japan rice up some time since has so blown over that prices have again settled back to their old figure. The stocks of domestic rice are light, and prices are still high in consequence.

Syrups and Molasses—The market has been rather dull during the week. There has been a fair demand for mixed syrup at unchanged prices. The market is about steady, and no change in likely. There is practically no demand for sugar syrup of any grade. The price is unchanged, and no fluctuation is expected. Molasses is very dull, and very little business will be done on it from this time on until fall. Prices are steady.

Dried Fruits—There is some improvement in dried apples and raspberries. Prunes are still low and not very lively. Raisins are dull. Currants seem to have had their full advance. The expectation of a good crop of fruit in California is having the effect to dull the market a little in spot dried fruits. On the Coast it is reported that stocks of dried fruits are almost exhausted. The stock of prunes on the Coast will not exceed twenty-five to thirty cars; but about five cars of peaches remain, while there are practically no apricots left. The stock of raisins on the Coast is said to be chiefly of medium and low grade stock. Reports of drouth and winds come from some sections of California, which reports are to the effect that much of the fruit has been blown from the trees. Granting all this, it is very probable that the Coast will this season raise the largest crop of deciduous fruit that was ever produced there. Cherries are now ripening. There is to be a better crop of these than for several years. The last importations of currants for the crop of 1896 reached New York this week, and consisted of 550 tons. The current year's crop promises to be small, and the market is expected to hold up to high figures.

Oranges—The market has advanced 25c a box on navels, seedlings and Mediterranean sweets. The demand continues active, and a still further advance in the near future is looked for.

Supplies on the Coast are running short in some sizes.

Lemons—The weather has not been just such as would demand many lemons. The market is steady and the demand only fair.

Provisions—There is a slightly easier feeling on everything in the provision line. No changes of any importance are noted during the week. Sellers are anxious to move stock and will shade prices to do so. Lard is probably the weakest of anything in the provision line. Pure lard is nearly as low as was reached at any time during the present year, being indeed nearly at the lowest point reached for some time back. The low prices for pure lard continue to have a depressing effect upon the sale of substitutes.

May Commit Crime Without Criminal Intent.

State Dairy and Food Commissioner Grosvenor can now proceed to enforce the pure food law with vigor, the Supreme Court having made a ruling which makes that enactment a terror to dealers who sell impure or adulterated articles of food. This ruling was made in an unanimous opinion, written by Chief Justice Long, in the case of Michael Snoberger, who was convicted by Circuit Judge Kinne at Monroe of violating the pure food law.

Snowberger admitted the selling of adulterated mustard to Carl Franke, one of Commissioner Grosvenor's inspectors, but insisted that the mustard was purchased by him (Snowberger) as a pure article in good faith, and that he believed when he sold it to Franke that it was pure. Judge Kinne was inclined to find the accused not guilty, but in order that the law might be tested he convicted him under protest.

Snowberger's counsel contended that it was the intent of the Legislature to provide by the pure food act of 1895 that no person should be convicted and punished for selling adulterated food or drink without it be shown that he knew the article to be adulterated.

The Supreme Court holds that the act cannot be so construed, saying that the offense under the act consists in selling an article intended to be eaten or drunk, which is adulterated. It is held that section 8, of the act, shows conclusively that the Legislature did not intend to make criminal intent or guilty knowledge a necessary ingredient of the offense. "As a rule," the court says, "there can be no crime without a criminal intent, but this rule is not universal."

Flour and Feed.

There has been a fair trade on flour the past week, although the market has had a downward tendency. There seems to be an usually good demand for first-class low grades and clear flours and at prices comparing very favorably with the better grades.

Wheat is beginning to move a little more freely from country points, from country elevators and from farmers preparing to handle the new crop, which promises, so far, to be of good proportions.

Millstuffs continue dull, with very little doing. The demand is sufficient to absorb the output from week to week. Ground feed, meal, etc., continue strong, with prices firmer, in sympathy with both corn and oats.

WM. N. ROWE.

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

Fruits and Produce.

Effect of the Filled Cheese Laws.
From the New York Produce Review.

We have had eight months in which to test the operations of the filled cheese law, and its beneficial effects upon our home trade have been marked. There has been a better Southern trade in pure cheese since September last and many of the markets that were previously monopolized by the spurious product have discarded it when the true character of the article was known. People will not eat cheese that has been adulterated with lard if they know it, hence the effort has been to have the imitation goods so branded that consumers could not be deceived.

Defects in the law in this respect are noticeable. Manufacturers put the brand on the outer cloths, both sides and top, but these are easily removed and then there is scarcely anything to distinguish it from other cheese. This complaint comes from the British markets even more strongly than it does from our home jobbers. England and other European countries are legislating and working effectively in the interest of pure food products. They are not forcing imitation goods out of market but insist that their true character shall be known by everyone through whose hands the articles pass.

W. A. McKnight, of Liverpool, is now in this country endeavoring to get our Government officials more interested in this matter, and he is seeking to have all the filled cheese that are exported from here cleared through our custom houses as "imitation cheese." Mr. McKnight, representing the Liverpool and Manchester chambers of commerce, has succeeded in having filled cheese separated from cheese in the American shipment and import table, and the bill of entry under date of Liverpool April 28 shows two lots of 400 boxes of "imitation" cheese. Mr. McKnight says that the filled cheese that have been going from this country to England have generally "been sold by retail vendors as cheese, they unblushingly exposing it on their counters without any mark to distinguish it from pure cheese."

We are glad that Mr. McKnight has gone to Washington to lay this matter before the Agricultural Department. Secretary Wilson is alert to the dairy industry and he will at once see that the spirit of the law regarding the clear branding of filled cheese is being evaded; and he will also recognize the fact that filled cheese has no more right to go through the custom house as cheese than oleomargarine has to be shipped as butter. It took two years of hard fighting to get the Government to stop the practice of shipping oleomargarine under some other name, whereby it would lose its identity, or, rather, pass for genuine butter. The time has come to stop the exporting of filled cheese as anything else than an "imitation."

Loss Off on Eggs.

From the N. Y. Produce Review.

The articles on this head which we have recently submitted on our editorial pages have attracted considerable attention from both receivers in New York and shippers in the interior. Although a careful study of the subject has led us to the firm conviction that the whole trade would be benefited by a change in the system of egg sales to "case count" at all seasons, we realize the fact that the "loss off" system is so firmly engrafted upon our market that it will take much time and constant agitation to convince the trade that the other method is not only the best, but perfectly practicable. As we are believers in progress, and in the truth that right methods will ultimately prevail, we must conclude that the realization of case count sales will some time come to this market. For the logic of the question seems surely to compel this as the first step toward the elimination of a waste in the egg industry which is seriously affecting the profits of the business as a whole.

Letters received at our office from shippers clearly show that they are all anxious to see a "case count" business established here. The opinion expressed by receivers of eggs, so far as it has been made known to us, is unanimously that the change would be greatly to their advantage, and that it would necessitate the result which we have claimed for it—a vast improvement in the quality of stock sent here, and a saving in freight and bother caused now by the shipment of useless eggs.

But the receivers here are of various opinions as to the practicability of the change. Some say that the change is impossible. And the reasons for their belief are interesting. For instance, it is said by some that the irregularity in sales which would surely result would make it impossible to satisfy shippers who demand "top values" for their goods. That is, that under a case count basis the goods of many shippers which are salable on a "loss off" basis at top quotations would, on a case count basis, have to go at material concessions from first price, and that this would cause great dissatisfaction and much shifting of consignments.

Now this is undoubtedly true. But it is this very necessity of selling defective goods low on a case count basis which would compel a closer grading and a general advance in the quality of stock, and we are satisfied that shippers are so very urgent in their desires for case count sales that they would be glad to incur any necessary irregularity in prices which would result from a change in the present system without making unreasonable demands, knowing that the only way to obtain top prices would be by packing goods which would prove comparatively free from loss.

We are inclined to believe that if a change to case count sales could be inaugurated it would take only a few weeks to adjust the trade to the new method and that it would be satisfactory to many who now consider it impracticable. There is no class of trade more easily handled or more profitable—both to sellers and buyers—than the cheap Jewish trade which is so important in our market as affording an outlet for the lowest qualities of eggs; and this trade is conducted on a case count basis. Why cannot other dealers adjust themselves to the same method? It would involve a closer inspection of purchases by both buyer and seller but it would place a premium on perfection which would compel a marked change in the quality of our receipts of eggs.

The Secret of Jollity.

A fine, jolly butcher is Leopoldt, and when you tell him you want the best you can go away content, knowing that it will come and that the price will be fair and honest.

"How is it you are always so jolly?" the reporter asked him.

"Oh, I don't know, said Leopoldt, laughing fit to kill. "Good conscience, perhaps. Perhaps it is good digestion."

Just then a voice broke in. It came from an old colored woman.

"Any help for the poor to-day?"

"Why, yes, Mrs. Rushmore. I guess we've got a little something for you to-day. And the jolly butcher cut off a big chunk of beef and placed it in the trembling hand. The old woman thanked him and went out.

"Oh, she's all right," said Leopoldt, heartily. "She is a hard-working woman when there is any work to do. I've known her for years. Many of them? God bless you, sir, you ought to stand behind this counter for a day. You'd get an education. No, I don't give to every beggar that comes along, but if I know that one is worthy—what's a scrap of meat anyway?"

And that's why Leopoldt is so happy and jolly.

An Apt Illustration.

Professor—Please give an example of actions speaking louder than words.

Adlet—When a man calls for soda water and accompanies his order with a wink, sir.



50,000 Pounds Butter

Wanted to pack and ship on commission.
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Eggs on commission or bought on track.

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Car Lots received daily.

We are selling at Chicago prices.

Onions, Spinach, Radishes, Lettuce, Cucumbers,
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Squash, Fancy Honey. All seasonable Vegetables.

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Drop us a postal for the lowest price list of the largest assortment of Green Goods and Fruits.

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

THE VINKEMULDER COMPANY,

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GOTHAM GOSSIP.

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

Special Correspondence.

New York, May 22—"Another damper on business" is the general comment of the trade upon the action of the Senate with respect to the Cuban question. Then the tariff may consume months and goodness knows what the end will be. For the moment, at least, trading has received somewhat of a setback, and the situation, while it might be worse, is not particularly encouraging. Prices are unsettled and for the general run of groceries are not especially firm.

The coffee deliveries during the week were very large and No. 7 declined a fraction, closing at 7 3/8c. The demand lacks spirit. Few buyers are here from out of town and the big roasters seem to be about the only ones who care about the market proceedings, one way or the other. The stock afloat amounts to 735,722 bags, against 341,726 bags at the same time last year. Mild sorts are dull and have shown further decline, good Cucuta now being quoted at 14c; Padang Interior, 25@25 1/2c. It certainly seems as though a point had now been reached in coffee when it would pay to make fairly liberal purchases. Yet, if this remark is repeated to some dealers, they will jeer and say, "We've all been there before, many a time." Coffee ought to show an excellent margin of profit, if one may judge by the retail prices here, where Java is retailing at 35c.

A calm has come in teas. The great rush to get in a big supply in anticipation of tariff changes lasted about a fortnight by the watch. The next rush may be for a supply of good broadswords and battle-axes wherewith our stout yeomen may fight Spain; but, however this may be, the tea market at this writing is comparatively quiet. Of course, if the tariff is placed on teas, we shall see another boom, but as long as it is only "in the air," we shall move on as in the past. The recent advance probably averaged about 3c per pound and, as yet, the rise is well sustained.

For raw sugars the demand from refiners has been light and, in fact, the trading might be called nil. Some activity has been displayed in refined and quite a good many orders for granulated have been booked from grocers in the interior.

Good Japan rice meets with most favor, but trading in all sorts is rather light, buyers seeming to be content with enough for daily wants.

Pepper is firm. With this exception, the spice market remains practically without animation. Scarcely anything has been done in an invoice way and, until later in the year, little business is expected.

Molasses and syrups are dull, although there has been some demand for the lower grades of both. Quantities taken, however, are light and no great amount of trading can be expected for the next three months.

Canned goods have met about as dull a period as has been recorded this year. The supply of fresh fruits is ample now and the stuff in cans has been laid up on the shelves. General business, of course, also exerts its influence, and the trade of canned goods languishes with all others. Some sales of future peas, Baltimore pack, have been made at ruinously low rates, in order, it is said, to meet the competition of New York packers. These sales embrace large blocks of goods and it is certainly hard to see where the packer is to make the fraction of 1c per dozen on the bargain.

In dried fruits, few transactions worthy of note have taken place. Some demand has been shown for prunes, but, taking the market as a whole, there is little to chronicle. Prices have been without change and it is a matter worth noting that no decline has occurred. In domestic fruits there is no change. Evaporated apples have been selling with a little activity for first-class stock. Small fruits are dull and neglected.

The demand for butter has been sufficient to prevent any undue accumulation and, while prices remain about unchanged, there is a better feeling all around and dealers are hopeful that the market will show no further weakness. For the best grades of Western creamery, 14c is paid, and this seems to be about the top of the market.

Cheese is quiet. There is little doing in an export way and dealers in domestic seem to have all they can take care of at present. Small, full cream is held at 10 1/4c. Large, 9 1/2c.

The egg market is well cleaned up. Low quotations prevail, however, and it takes a choice article to bring over 12 1/2c, with Western 1c lower.

Beans are quiet. The supply is ample to meet all requirements and quotations are sustained with difficulty.

Italians Refusing American Apples.

The report that the Italian government has forbidden any importations of American apples is of little moment, so far as business is concerned, as shipments of this commodity to that country are no factor in commercial circles. The action, however, is significant, and in spite of the denial of the fruit importers, it is unquestionably a fact that the Italian government is beginning thus early in the campaign of retaliation because of the proposed prohibitive duty of 3/4 of a cent per pound on Sicily oranges and lemons.

Superiority of California Lemons.

The California lemon is being used in the West in preference to the foreign lemon. California will have 1,000 carloads to ship this season. The Californians assert that their lemons are better than the Sicily fruit, because the foreigner has grown too adept in the art of mixing the first and second grades of his lemons, so that it is hard to tell whether a box of Sicily lemons is as good underneath as it appears to be on top.

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[MENTION MICH. TRADESMAN]

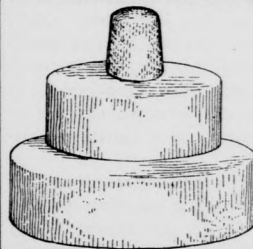
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156 and 158 South Water St., Chicago.

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Bank of Commerce, Chicago.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - MAY 26, 1897.

GENERAL TRADE SITUATION.

The most notable characteristic of the financial situation for some time past has been the plethora of idle money at all the great centers, with undue accumulations at all the principal banks throughout the country, making interest rates abnormally low, and funds generally unproductive. The later developments, however, show decided symptoms of improvement, with larger demand for commercial loans from Eastern merchants and manufacturers, and from the region about Chicago. While mercantile reports from different cities vary much, nearly all the markets west of Pittsburg report a strong retail trade and a rapid distribution of goods, which warrants expectation of larger demand for manufactured products in future. There is great anxiety to have the Senate act soon, that preparations may be made for the business of the fall, but the volume of transactions is gradually increasing, and whereas April showed a decrease of not quite 10 per cent., compared with 1892, the best year thus far, May shows for three weeks a decrease of only 7.7 per cent. The tendency of prices still continues downward, notwithstanding the idea that abundance of money means higher prices. This is doubtless accounted for by the undue accumulation of unsold stocks to which the stimulation of imports by tariff consideration is adding immense quantities to anticipate future requirements. At the present ratio of increasing demand, these conditions will not continue detrimentally operative for a very great length of time. The outflow of gold is much less than had been anticipated, being only \$1,209,000 for the week, with the certainty that the demand on crop accounts will prevent much more from going.

The iron situation still continues unsatisfactory as to prices, but the break-up of the beam combination has stimulated the placing of structural contracts. The decline consequent on the breakup was from \$1.55 to \$1.25. Prices of foundry iron have been still further reduced 25 cents at the East and grey forge is down to \$8.25, the lowest point ever known.

The feature of the woolen situation is the supply for a year's demands held by the mills, to which importers are striving to make as great additions as possible, on account of the tariff, and a new crop just ready to be shorn. The

demand must increase tremendously to make any great improvement in prices in the near future. The price of cotton had been held up to the small advance of a month ago, but later developments indicate that the flood situation is not to be much of a factor in the final reckoning and the price has declined. Leather and shoes have also shared the general tendency toward depression in prices.

Bank clearings for the week again fell below the billion point to \$975,000,000, a decrease of nearly 6 per cent. from the preceding. Failures were 245 or 6 less than shown by last report.

NEW FACTOR IN THE PROBLEM.

While woman may not be making much headway in her fight for political preferment, she is certainly dividing with the stronger sex the rewards of labor in the business and industrial field. A startling report has just been issued from the Department of Labor at Washington summing up the ascertainable figures relating to the employment of women and the displacement of men by women in various money earning occupations.

On this report the Syracuse Post has made some interesting calculations and finds that to make the report it was necessary to examine some 1,100 establishments. These establishments were located in thirty different states and a total of nearly 95,000 were found employed and were subjected to enquiries by the commission. The examination was taken in a certain week during the years 1895 or 1896 and the results were compared with the state of things in one week at least ten years previous. In most of the tables presented the comparison also includes both males and females of 18 years and over or of under 18 years. The number of persons employed in 931 establishments, of which full reports are secured, shows a decided increase, of course, during the ten years both in male and female workers, but the rate of increase of female workers, especially the young, is remarkable. The males over 18 have increased 63.1 per cent. and the males under 18 80.6 per cent., while the corresponding figures for the female workers are 66.3 and 89.1 per cent. In Michigan the females under 18 who have taken to working for a living have increased 334.9 per cent. and in Maryland the increase has been 588.4 per cent. In New York State the number of working boys under 18 has increased 68 per cent. and of working girls 91 per cent.

Hard times in America have been instrumental in forcing women out and accomplishing this remarkable change. A few years ago the chivalric sentiment of this country was shocked at the stories of woman's labors in Europe. Here she was protected and shielded in every imaginable way, but now the growth of population and the close times are driving females as well as males into the labor market and with the results above noted.

The first effect is almost to double the applicants for work. Then, again, the females are working for less wages than the males. Is it not likely that this condition of affairs is adding largely to the present stagnation in the labor market? Will we not hereafter be compelled to provide for the employment of new thousands? There is food here for serious thought, and before we know it we may reach that condition of redundant labor now experienced in Europe. Truly this is a time when great statesmanship is demanded in America.

THE DIAMOND JUBILEE.

Despite the ill-natured opposition of certain people the United States is to be fittingly represented at the forthcoming celebration of Queen Victoria's diamond jubilee—the sixtieth anniversary of her accession to the throne of Great Britain and Ireland. In addition to our Ambassador at the court of St. James the country will be represented by General Miles, the commander general of the army, and by Rear Admiral Miller, of the navy. General Miles is now in Thessaly, studying the scenes of the recent fighting between the Greeks and Turks and observing the organization and equipment of the Turkish army, but he has been ordered to proceed to London. Rear Admiral Miller is at present on his way across the Atlantic in the splendid new armored cruiser Brooklyn, the most perfect ship of the new navy.

It is eminently proper that this country should be represented fittingly at the coming celebration in London, because the celebration is of the greatest moment to a country with which we have the closest ties, not only in the sense that there exists a common language and similar institutions and traditions, but also in that we enjoy a large trade and more intimate commercial intercourse with that country than with any other.

For any English-speaking country to fail to sympathize with the celebration of the sixtieth anniversary of the reign of Queen Victoria would indicate a degree of indifference to the development of all the arts of civilization during that period, which would be discredit. During Queen Victoria's reign the world has advanced more than during any previous period of similar length, and it is undeniable that of all the important countries Great Britain and the United States have experienced the greatest development.

Aside from the fact that she is the head of the government of a friendly country, Queen Victoria, by her many womanly virtues and high personal character, has won a universal regard which makes the recognition of her anniversary by all foreign countries a popular measure. Vast numbers of Americans will be present in London to witness the jubilee celebrations, and these fellow-countrymen would certainly be greatly mortified were they to see their country not properly represented officially.

THE NATIONAL GUARD.

The force known as the National Guard is in no sense a national organization, as there exists no law under which the President of the United States could call this force into active service in time of war. The Guard is a state organization, pure and simple, consisting of the troops maintained by each state to do service, when required, merely within state limits. Military men, however, have long discovered vast possibilities in the National Guard as an auxiliary to the standing army, and it has become customary, even for military officers, to consider it as the first reserve and a part of the country's organized fighting strength.

The total strength of the National Guard is about 115,000 men, not including the naval militia, which now numbers about 4,000. This force is organized into companies, battalions, regiments, brigades and divisions, is uniformed and in a measure armed and equipped. While many of the states

maintain numerous and well equipped Guard organizations, there is no connecting link between the forces of the different states, hence there is no basis upon which the National Guard, as a whole, could act together.

How to organize the National Guard as a practical fighting force for the country as a whole without impairing its efficiency as a purely state military force is the problem which interests many military men. Some plan of national organization appears to be desired and some steps have actually been taken in the way of bringing about the realization of a plan. The War Department has endeavored, as far as possible, to secure the adoption of a common army by the militia of the various states, and there is a well defined movement in the direction of uniforming the state forces, as far as service dress is concerned, upon a common pattern. The organization and discipline in all the states are based, as nearly as possible, upon the regular army regulations, and in all such details the ground work for national co-operation is being carefully laid.

The managers of the Omaha Exposition, which is to take place in 1898, are endeavoring to have a national military encampment, and some military men have suggested that this would be a good occasion for attempting to mobilize the entire National Guard. They think that by bringing a large contingent of the troops from all the states into one encampment the practicability of utilizing the Guard for national purposes could be tested.

The plan is probably worth trying, but it would, of course, necessitate considerable national and state legislation, as the expense of such an undertaking would be great. There would also be practical difficulties, in the way of transportation and commissariat, to be overcome. Such a vast camp, to be of any practical value, would have to be under the direction of army officers of high rank, and rigid discipline would have to be maintained.

The Tradesman heartily commends the appointment of Col. Bennett as Deputy Dairy and Food Commissioner. During the time Mr. Storrs served the State in the capacity of Food Commissioner, Col. Bennett was the only man connected with the department who possessed a clear understanding of the duties devolving upon an official appointed to enforce the food laws, and but for his energetic efforts the administration of Mr. Storrs would have been more farcical, if possible, than proved to be the case. Col. Bennett construed the laws broadly and equitably, and his promotion from Inspector to Deputy Commissioner will meet with general approval.

Not many college presidents in America have the courage of Judge A. S. Draper, who, upon the financial embarrassment caused by the act of the Treasurer of the Illinois State University, promptly came to the relief of the institution with a personal loan of \$50,000. That heroic position on his part is said to have been the turning point in public confidence.

A critical exchange remarks that if the reports of the losses in skirmishes and battles in Cuba are correct there must be a tremendous lot of people on the island or else the combatants must all be like the proverbial cat and blessed with nine lives.

LACK OF RESERVE STOCK.

It is certainly extraordinary that with so many of our legislators in Washington continually seeking to create trouble with foreign countries, so few of them actually consider that any sort of preparation is necessary to enter upon the wars they are constantly inviting. These people either labor under the delusion that the country is prepared for war, or they live in a fool's paradise, with the belief that all foreign powers can be frightened with mere talk.

There is probably no country having a million inhabitants which is so poorly provided with arms and war material as the United States. It is true that we have a fairly good navy, and are making provision for a number of heavy guns; but it is also true that we have not a sufficient supply of modern magazine rifles to equip a small army corps, much less supply the force that it would be necessary to place in the field should trouble arise with any of our neighbors.

The small standing army of 25,000 men has been supplied with improved magazine rifles; but the National Guard, consisting of about 112,000 men, is armed with all sorts of obsolete weapons, including old-fashioned Springfield, Sharp and Remington rifles. Of course, there is no reserve stock of modern rifles whatever. The stock of other equipments for military purposes is equally as scant as that of rifles; hence it would be impossible for the United States to put a properly equipped army in the field at short notice.

These being the facts in the case, it is remarkable that no provision is made by Congress to provide a proper and reasonable supply of serviceable arms. Now that the army is equipped, the National Guard should be at once supplied with a weapon suitable for all modern requirements and a reserve supply sufficient to equip a quarter of a million men should be accumulated in the arsenals. These measures ought to be promptly taken, not as a threat to anybody, but as a wise precaution which every other country has long since adopted. Even Turkey has had a couple of hundred thousand magazine rifles stored away for just such an emergency as has recently happened.

BET SUGAR IN EUROPE.

The new export bounty law of Germany, instead of greatly benefiting the German sugar industry, has injured it, according to the latest reports, while in other parts of Europe the sugar industry has received a serious setback because of the successful competition which the German law has made possible for German sugar over the product of the other beet-producing countries.

The trouble experienced in Germany is due to the increased production which the new law has stimulated. Owing to this larger supply, prices have continued to decline, with the result that, even with the increased bounties, producers of beet sugar find no profit in their industry.

Were cane sugar worked as economically and as scientifically as beet sugar is worked in Germany, the latter industry would not be able to compete at all with the former, even with the present bounties. Owing to the wasteful methods of cultivation and manufacture prevalent in most cane-producing countries, the producers of cane sugar are barely able to compete with the low-priced beet sugar which is enabled to flood the great markets of the world through the export bounty system.

Since it is evident that the export bounties are not a success, even in developing the German sugar industry, it is possible that the experiment of abolishing the bounties altogether will soon be tried. Such a course would restore the sugar trade to normal conditions, and it would be a wise course for the United States and Great Britain, the great consumers, to hasten the event by imposing countervailing duties.

Statistics do not bear out the assertion that machinery is detrimental to labor. In no industry, perhaps, has machinery been so largely introduced as in the making of shoes. Yet, according to the figures of the census, 885,000 people were employed in this industry in New England in 1890, against 313,000 in 1860, while the average wages per capita have risen from \$246 a year to \$469. The old-fashioned shoemaker who wants to stick to his last may do so; but he is awl wrong if he says machinery hurts his business. The old man who makes candles ought not to kick against electricity that is giving employment to hundreds of thousands of men.

At the present price of about 32 cents a pound aluminum is cheaper than the same bulk of copper or brass. Yet 100 pounds of brass or 250 of copper are sold to one of aluminum. Manufacturers of the new metal disposed of 650 tons of it last year, but they are compelled to discover its novel uses. Aluminum has nearly displaced nickel in the arts and it is in growing demand for cooking utensils, bicycle parts, plates for false teeth, handles for surgical instruments, a substitute for lithographic stones, non-magnetic electric apparatus and military accoutrements. Its lightness renders it peculiarly suitable for canteens, buttons and belt plates.

If it be true that Theodore A. Havemeyer's fortune amounts to but \$4,000,000, as was announced recently, one more instance is added to the list of popular exaggeration of the wealth of rich men. It is probably not extravagant to say that nine-tenths of the millionaires who die are reputed to be worth from twice to ten times what they actually possess, and it is a very rare, indeed, that a wealthy man is thought to be poorer than he is.

A new article in the creed of advanced English vegetarianism binds the members not to use or wear articles composed of any substance involving the death of an animal, and they will, like the famous hen, "have to go bare-foot" or wear cloth footwear. They will also have more or less trouble in procuring soap, gloves and many other articles which are now considered indispensable.

A Polish chemist is said to have invented an anaesthetic which volatilizes rapidly upon exposure to the air, rendering the persons near unconscious for a long time. It is calculated that in warfare a bomb exploded in the midst of the enemy would have the effect of putting the entire body to sleep. A pellet of the substance broken under a man's nose put him to sleep for four hours.

Twelve locomotives have just been completed for the Chinese government at the Baldwin Locomotive Works at Philadelphia. The work was secured in competition with twenty locomotive manufacturing concerns located in various parts of the world.

The Wealthy Retired Grocer

Is not he who stuck to the little things—sugar, kerosene and potatoes; who bought off-stock because it was cheap, or who was content to keep only the bare necessities of his customers. Such grocers neither grow wealthy nor retire. The Wealthy Retired Grocer is the man who educated his trade; who kept A 1 goods; who tied to the right sort of specialties; who made his store an exposition of modernness and up-to-dateness in high-class food products. On such a grocer's shelves is invariably found



We solicit correspondence with those dealers who would like to secure the agency of the Best Flour and Best Selling Flour in the market.

Clark-Jewell-Wells Co.,
Western Michigan Agents,
Grand Rapids.

The Gentle Art of Making Enemies.

So many industrious thinkers who have words to spare and ink to spill have given us such volumes of information upon the subject of making friends in business that we should be pretty well posted in that direction, but so far as I am aware there has been no serious attempt to deal with "the gentle art of making enemies." Left groping in darkness, we are obliged to go on making enemies without knowing exactly where we are at—often making scores without knowing it and often, in our ignorance, missing splendid chances for making scores of others.

* * *

This is all wrong. Our friends whose mission in life is to keep us informed as to what we should do ought to get together and collect, collate, classify and codify rules and regulations which will enable us to make business enemies in a thorough, regular and business-like manner. In the hope that they may be stimulated to set about it at once I will make a few general suggestions that seem to me to be of value. By the words of "business enemies" I do not mean good, hearty, personal haters. They are of little consequence. I mean those men and women who, if properly handled, will contract such a dislike for a store or its methods that they will stay away from it forever and do all they can to keep other people away from it.

* * *

Here are a few of the many sure methods of implanting and fostering this feeling in the breasts of those who might otherwise annoy us by dropping in frequently and expecting us to serve their trivial wants. If it is not utterly impossible accommodations should be afforded all the loafers in your vicinity. Comfortable chairs and benches in front of the store and inside should always be in readiness. Smoking and chewing should be encouraged. A woman who once runs a gauntlet of leering loafers in your store will never forget it.

* * *

If your store has show windows you will be somewhat hampered by inquisitive people who will insist upon stopping and staring in them, but you must not be discouraged. You can easily keep your windows dirty and unattractive and if you change them but once in three months and make it a rule never to have anything attractive or seasonable in them the rude gapers will soon get sick of it. You will find it a great scheme to put the last article of a certain kind you have in the window—something that won't fit anybody in town—with ridiculously low price on the tag. It's awfully funny to watch the faces of people who come in to buy one like it when they find that that's the last one you have and that it's about seven sizes too large for them.

* * *

The interior of your store should always be dark and gloomy, ill-arranged and untidy. A little careful thought will enable you to so arrange your stock that people will have to travel all over your store if they want more than one article. Always keep the things for which there is the most demand farthest from the door. Keep dress goods in one part of the store, linings in another and buttons in still another. If possible, plan things so that awkward, unsightly or ill-smelling articles will be where everybody is obliged to come in contact with them. Avoid soap and water, paint, paper and whitewash, and never allow any of your employes to dust anything.

If your store is large enough and you can possibly afford it, engage a large and lordly man of forbidding aspect to stand just inside the door. Make him understand that he must frown all the time—fine him if he smiles. He must on no account unbend an inch nor display any interest in life other than to glare at people who come in and stare suspiciously at everybody who goes out with a bundle, as if he suspected him of stealing it. If anyone asks him where to find anything he may reply, but he must do so in a wearily supercilious manner and on no account turn around to point the way.

* * *

All your employes and salespeople should pattern after this man in front. Fines should be imposed for politeness and intelligent attention. All the clerks at one counter should be instructed to collect in a group at the end of the counter farthest from the front of the store and converse. If a customer stops at the counter no attention should be paid to him. When he gets tired and walks down to the clerks, they should keep on talking for at least three minutes. When they finally recognize his presence, they should wrangle awhile as to who is to wait upon him and end up by calling somebody from another part of the store. No customer should be shown what he asks for until everything he doesn't want has been shown him and he positively refuses to buy a thing he doesn't want. A customers' taste and judgment should always be flouted and everything possible be done to make him feel that he has no business on earth.

* * *

When a lady calls to exchange something the clerk should promptly assure her that you never had anything in stock even remotely resembling it. While she is doing this another clerk should post the floorwalker, who in turn should give the adjuster the tip. Then when the matter is referred along up the line, the lady will find everything all greased for her and can be called a liar in a thorough, comprehensive manner. There is nothing like system in such matters. Goods should never be delivered when promised and when not too much trouble the right package should always be left at the wrong house. Never send anything for a customer if you can avoid it and do up packages which ladies are to carry with them in cheap, rotten paper with your advertisement on it in big, black type.

* * *

So far as you are personally concerned, you should be harder to approach than the Czar. Keep locked up aloof from everybody, treat your clerks as if they were cattle and never come in contact with your customers if you can avoid it. When some venturesome and persistent soul beards your den, freeze him out by your superciliousness or openly insult him. When you pass through your store look over the heads of everybody and notice no one. If anybody speaks to you, growl unintelligibly and hurry on. Always proceed on the theory that you are the only shingle on the roof and that there will never be any others.

* * *

These few suggestions are somewhat hurried and disjointed, but they will serve my purpose in calling attention to a fruitful and important branch of the theory and practice of merchandising, and, I trust, be food for thought and investigation. As a starter you might investigate your store a bit and see whether or not you are doing all you can to make it unpopular.—Theodore Hamilton in Brains.

TANGLEFOOT

SEALED
STICKY FLY PAPER

SAVES
LOTS
OF
WORK

SAVES
LOTS
OF
GOODS

TANGLEFOOT

ends her misery



IS
ONE
OF THE
MOST
PROFIT-
ABLE
THINGS
TO SELL

PRICES

1897

REG' LAR
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

**This Patent Ink Bottle FREE
To Fly Button Dealers**



**WHAT ARE
FLY BUTTONS?**

They consist of six thick circular sheets of green poisoned paper three and one-half inches in diameter, with red label. The sheets are used in small saucers, and having no corners, are so cleanly, compared with large square sheets of CATHARTIC Fly Paper, that carry the poisoned liquor to outer side of dish. Will kill more FLIES or ANTS than any poison made. A neat counter display box, holding three dozen, costs you 90 cents, retailing for \$1.80. Each box contains a coupon, three of which secure the Ink Bottle free by mail; will never be troubled with thickened ink while using it; you would not part with it for cost of Fly Buttons. Should your jobber fail to supply your order, upon receipt of cash we prepay express.

Sold by the leading jobbers of the
United States. Order from jobbers.

**The Fly Button Co.,
Maumee, Ohio.**

Grocers as Advertisement Writers.
Stroller in Grocery World.

Not long ago I saw in the "Grocery World" a statement by the editor that the average grocer couldn't write good advertisements, and as a rule hadn't it in him to write good ones. At the time I read that I thought it a pretty severe statement, but I've been thoroughly converted, for I've investigated. I tell you, this investigating can certainly change a man's ideas of things.

As I was riding out of Philadelphia on a railroad train on Monday morning, May 3, this statement about grocers' deficiencies as advertisement writers came to mind, and it occurred to me to sound the grocers upon whom I called, about their advertising, in order to see whether or not they were as deficient as they were made out to be.

The first fellow I struck was a middle-sized grocer in a town of about 6,500. There were three papers in the place—one daily and two weeklies. There are fourteen grocery stores in the town, and every reason why advertising should be done.

After I had concluded my business, we fell into a general talk, and I twisted this around to the subject of advertising.

"You've got your share of newspapers here," I observed.

"Yes," he replied, "and they're pretty good sheets, too."

"Pretty good advertising mediums?" I asked.

"Well, fair," he replied. "I advertise in all of them."

Here was just the man I was looking for. He'll give me the chance, I thought, of showing the editor of the "Grocery World" that he didn't know what he was talking about when he said grocers couldn't write advertisements.

"Is this a copy of one of your local papers?" I asked, picking up a paper from the counter.

He said it was, and I began a quiet search for his advertisement. By and by I found it, stuck way down in a corner of the paper, and while the grocer was waiting on some customers, cut it out. Here it is exactly the same, except that the name and address are changed:

**John Smith,
Grocer and Provision Dealer.**

A full line of all groceries and provisions constantly on hand. Our specialty is spices and coffee. We strive to please. Give us a call.

John Smith,
42 East Pearl St., Cornville, Ind.

Here was a man paying for this sort of stuff in three papers. I resolved to postpone my arraignment of the editor of the "Grocery World."

Late in the same afternoon I happened upon another advertiser. He was a smaller grocer, but did business in a larger place. He seemed to be a progressive man, and I anticipated some good advertisements from him.

After some conversation with him, he told me that he advertised in both local weeklies. While we were on the subject of advertising, he aired his views in a knowing way that led me to believe I had stumbled upon a man who would enable me to take the wind right out of the "Grocery World" man's sails.

"I've studied advertising a good deal," he said, "and I believe I've learned lots about it. I believe its money wasted to advertise like most grocers do, simply 'full line of groceries and provisions,' and all that sort of thing. Give a point to your advertising, I say. Attract people's attention to it. Then they'll read it and buy your goods. Now, here's my idea."

He fished under the counter and brought out a late copy of the local paper, and turned to his advertisement.

"See there!" he said, triumphantly. "People'll see that advertisement and they'll read it. I've had several people speak of it."

I looked at the "ad," and then impressively asked permission to cut it

out. He consented, evidently flattered. Here it is:

If You Ask the Devil

He will tell you that I have the best and largest stock of Groceries in Jonesville, and it will be the truth, for I have. I keep things that other stores can't handle because they ain't got trade enough.

My Teas and Coffees Are Bully.

They are at the top of the heap, for I make them to be. I am famous for selling things way down. Other stores fleece you. Give me a call and I will please you.

P. T. Smith, Jonesville, Md.

"People have spoken about it, have they?" I asked, when I had read the advertisement through.

"Oh, yes," he said, confidently. "Lots of 'em!"

"What did they say?" I asked.

"Said they'd seen it," he answered.

"Anybody criticise it?"

"Oh, well," he added, naively. "there's lots of cranks in the world, you know. Some people object to the Bible."

Which gave me a pretty good inkling of how this advertisement had been received by the Jonesville public.

I see I have only space enough left to relate my experience with one more grocer. I will say, however, that I talked with nearly a dozen, and they all showed me their advertisements. I didn't see a single good advertisement in the lot.

The third man was one of these smart advertisers that you'll come across occasionally. As soon as I touched on the question of advertising, he eagerly went and got a paper in which he advertised, and proudly turned to the inside page. There, in an obscure corner, was a 4-inch, single-column advertisement—his.

"Talkin' of good advertising," he said, "what d'ye think of that? That's counted pretty good by the people 'round here. Why, here's old 'Bill' Hinkey that comes in here every night—he said he never seen a paper advertisement as slick. 'Shorty' Murphy says the same thing. You read it."

Well, I read it, and as in the second case, I asked and received permission to cut it out and take it with me. Here it is:

SAM TOONEY'S TALE OF WOE.

My name is Sam Tooney,
Please don't think me looney
Because I advertise groceries
This way.

My groceries are elegant,
And the stock so complete
That passers-by do stop and say
How sweet!

I try to do to my fellow-men
Just as they do to me,
I give to each full weight when
They deal here.

Oh, come then gentle reader,
Oh, buy your goods of Sam
For his sea es will never teeter
Too light.

The grocer waited complacently until I finished reading, when I said:

"Well, who but a genius would ever have thought of advertising groceries in poetry!"

The poet smiled.

"Thank ye!" he said, modestly. "Them things jest come to me. I could write poetry like that all day. I write poetry for all the funerals 'round here. I have charged for it, and people usually seem purty glad to pay, too. Oh, if I hadn't me store I don't know what I wouldn't do. They tell me these writin' fellers makes a barrel of money. 'Shorty' Murphy, he's read some o' their poetry, an' he says it ain't no better than mine."

"Not a bit," I lied, "your style reminds me of that of the celebrated Solomon Whiskers, of Podunk, N. J."

He beamed all over me, evidently not having the pleasure of Mr. Whiskers' acquaintance.

Then I left. The lunatic who says grocers can write advertisements has me to fight.




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.

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

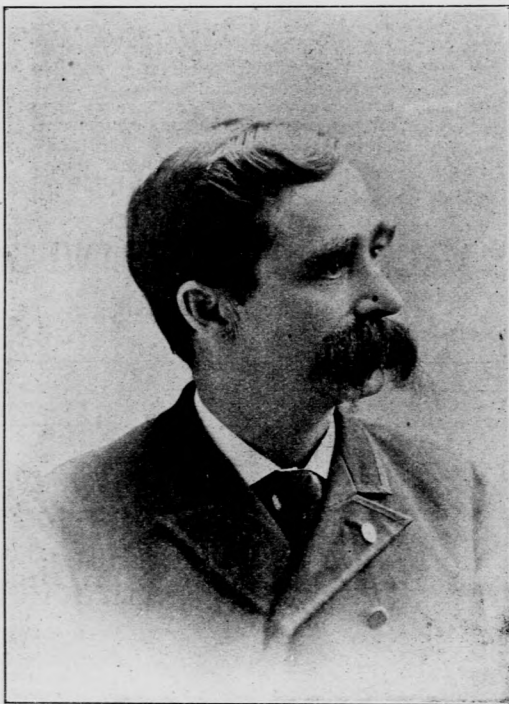
The New York Biscuit Co.
Grand Rapids.

LABOR OF LOVE.

Patriotic Work Accomplished by Ex-Congressman Belknap.

The period of the civil war was the heroic age in the lives of those who participated in that struggle. To many it was the opportunity for the development of character and the bringing out of those traits of self reliance which have resulted in the attainment of higher positions in business, political and social fields than would have been probable under the ordinary conditions of civil life. The manifestation of the abilities thus brought forward have often been in varied directions in the same individual. A prominent example of this is suggested in the career of General Grant, who first came into prominence as a determined soldier of wonderful strategic judgment; then became a statesman, to command the suffrages of the people for a second term as President; then as an author with a distinct style of forcible simplicity

cially prominent and, on account of his knowledge of the military movements and situations in and around Chattanooga, he was naturally chosen as chairman of the State Commission created by the Legislature for the purpose of placing monuments and markers in Chickamauga Park to perpetuate the locations of Michigan soldiers in one of the most decisive battles of the rebellion. The acceptable manner in which he discharged this trust is demonstrated by the hearty congratulations he received from Governor Rich and other State officers, who insist that his Commission accomplished more with a \$20,000 appropriation than some other similar commissions have accomplished with twice that amount. Within a week a representative of the Tradesman has visited the famous battlefield and her commendation of the work undertaken and carried forward by Mr. Belknap would make the grizzled veteran blush in spite of himself. In her opinion, Michigan has come nearer to awarding her heroes poetic justice—so far as it is possible to accomplish this result in bronze and granite—than any other State



which will make his writings permanent among the most valuable records of the much-described contest.

It is, of course, natural that those who took prominent parts in the work of subduing the rebellion should cherish its incidents as of the greatest interest in their career. This accounts for the enormous volume of literature which has grown up during the past dozen or fifteen years, in which every incident has been described in detail to an extent which would seem tedious, except that it has been received with such an interest as to warrant its continuance.

A notable contribution to the literature of the war, especially as to Michigan interests, is the recent production of Captain Chas. E. Belknap, ex-Congressman from this District, in the story of Michigan at the battle of Chickamauga, Chattanooga and Mission Ridge. It was the fortune of Michigan to be represented more prominently in the operations of the Army of the Cumberland than in any other part of the South, and there is, consequently, more of local interest in the story of those fields than of any other. Captain Belknap's part in those battles was espe-

represented on the historic ground.

Captain Belknap had already attained considerable prominence as an author, especially on war topics, although his literary ventures in other directions have been very successful. Naturally, his experience in the work of this Commission, added to his personal knowledge of the events as they occurred, with his intense interest in the matter, made him the best fitted to record the story of his comrades and the State. The result of his work is a volume of which he may well be proud. With the most painstaking industry he has searched all accessible records and, besides reproducing such as are of most vital interest, he has added the story of the battles in a manner which will make the work of the utmost value, not only to all who participated in the scenes, but to all who are interested—and who is not?—in the story of the heroisms and struggles of those who participated in the battles which gave the Union possession of the most strategic situation in America.

Captain Belknap has prepared a most valuable book which is published by the State in an edition of only a single thousand. It is unfortunate that greater liberality could not have been shown, to place the work in the hands of the many thousands who have so great an interest in the events it describes with such minuteness and fidelity.

A Difference of Opinion



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]

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.

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.

JANE CRAGIN.

Growth of the Shadow in the Back-ground.

The game of cribbage in the sun-parlor was only a pleasing prelude to the delightful love-song which followed. After the rubber was played, the story Miss Marchland was reading came under discussion in all its pros and cons—an easy medium of drifting to other and more interesting topics; so that when they separated, to meet soon at dinner, both were in a fair way to believe that Colorado is the most charming State in the Union and that that particular spot in the State is nowhere to be surpassed.

Jane, in the meantime, was growing uneasy. Cy had just been making a fool of himself at Milltown with that Lillian Willowby and—what did ail the man!—here he was beginning the same performances in the Alta Vista, right before her face and eyes! Was he foolish enough to think that this sudden attention to Miss Marchland could in any way make any difference to her? Couldn't he see that—well, that there was a difference and that the old life at Milltown couldn't go on as it had been going on; and so that all this Marchland folly was utter nonsense? She couldn't have him go on with it, and the very first opportunity which offered she must improve to set the man right so far as she was concerned. It came the next morning and not by chance.

The long corridor which separated the apartments of Cy and Jane terminated in a deep bay window, and the heavy curtains which had been hung across the passage had made one of the cosy corners so dear to the hearts of the inmates. Here were luxurious sofa and easy chairs, and the window itself with its tempting cushions invited to indolent repose even when the room was unoccupied. With Jane Cragin there the inviting apartment was irresistible—never more so than on that morning. A storm during the night had washed and brightened the green-growing things outside; through the sweet summer air the mountains lifted their white heads high into the sky's wonderful blue; and the cool breeze that came in through the window, brought with it the breath of the blossoms it had kissed upon its way. Close to this window that morning Jane Cragin was sitting with something like embroidery in her hands. From her own room she had brought the low willow rocking chair, her special delight, and at her side on a little bamboo-stand stood a vase with a rich red rose. Her dress that morning was of some summer stuff—white, with here and there a dainty sprig of blue. A bit of ribbon of the same shade clung to the gathers of the garment at her throat and a knot of the same silken sheen rested like a butterfly upon her hair. Behind her upon the wall hung a picture of St. Cecilia; and Jane, humming as she rocked and sewed, seemed the diviner of the two, to the proprietor of the Mill town store, who stood that moment at his own door and looked upon the pretty picture before him.

"May I come in, Jane?" he said at length. "I was going down to the verandah to spend the morning, or a part of it; but this is much better than it is down there, and I can see by the way those cushions in the window are arranged that they have been waiting for—somebody long enough. My! what a splendid rose! Ah!"—he inhaled a long breath of its exquisite odor—"isn't it delicious?"

"No, Cyrus, it is fragrant; but I can never smell of these American Beauties without an almost irresistible desire to eat them, and am inclined to think that delicious is the best word after all. I am glad you have a book. Do get down into the window as soon as you can and read to me. You don't look comfortable. Let me pull this cushion up a bit—there. Isn't that better? Now, then, we're going to have the first good talk we've had together since you've been here, and that's—why, do you know, Cyrus Huxley, that you've been here almost three weeks? Well! Where does the time go to?" The man's lips shut firmly together as if they could tell easily enough, if the rights, supposed to belong to American citizenship, were allowed them; but he industriously turned the leaves of the book, as if uncertain where to begin, and Jane was too busy with her needle and the thought which possessed her to notice the smile or the eye-sparkle, always portentous when it gleamed in Cyrus Huxley's eyes.

"I've read this story of Aldrich's time and again," he said, "and have always liked it; but, somehow, since I've been here it seems to have more of a naturalness to it than ever before."

"What story is it?"

"Marjorie Daw. You've read it a thousand times, more or less—everybody has. The first time I read it, I think I could have shut Aldrich's wind off and piously forgotten to let it on again. I've got over that; but, do you know, Jane, I think that that story has its counterpart pretty often in everyday life—a general wind-up in nothing—in love affairs, anyway. I wonder if the fellow thought of that? It's a pretty name, isn't it? I've always liked it; but I've never happened to know anybody with that name until now. Did you know, that Miss Marchland's name is Marjorie? I didn't until last night when we were coming home from Manitowish. Marjorie Marchland. I believe I like it better than I do Marjorie Daw."

Jane Cragin sat motionless and speechless. RICHARD MALCOLM STRONG.

When Maria Starts the Fire.

At the unholy hour of four, the time when all the world should snore, I'm wakened by a slamming door,
By my Maria.

She rises Phoenix-like from bed, puts on a rig to knock you dead, then in a moment she has fled To build the fire.

I hear a rumble and a roar, like wrecks upon a rockbound shore, then bang, down falls a ton or more
Of coal for that blamed fire.

I hear a rattle, roar, and slam, a muttered word that sounds like clam, she's wrestling with that fiendish pan
Of ashes from the fire.

Then into the cold world she goes, and bumps against a wind that blows about her from those misfit clothes.
Oh, my, that blasted fire.

The pan of ashes veers about, I hear a wild, blood-curdling shout; the contents have been emptied out,
On my Maria.

She rises in her fearful wrath and kicks the ash pan up the path; then comes the rest, the aftermath;
She sails in on the fire.

She works an hour and maybe more; I hear the contest through the door; I hear her struggling o'er the floor;
At last she builds the fire.

Then when it blazes cheerfully, my dear Maria steeps the tea, and cooks the buckwheats hot for me,
On that old kitchen fire.

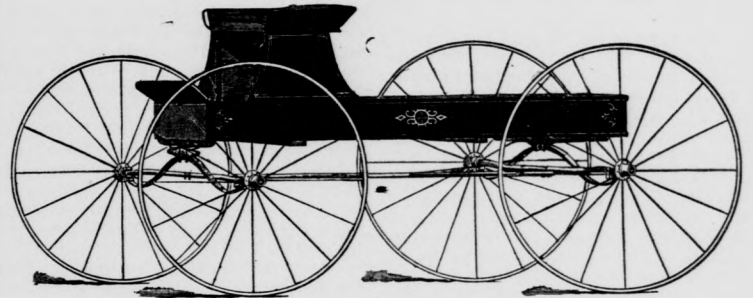
No sign of conflict in her air, how calm, how sweet beyond compare, is my Maria, so dear, so fair,
Who builds the kitchen fire.

An obstinate man does not hold opinions, but they hold him.—Pope,

WHEELS! WHEELS! WHEELS!

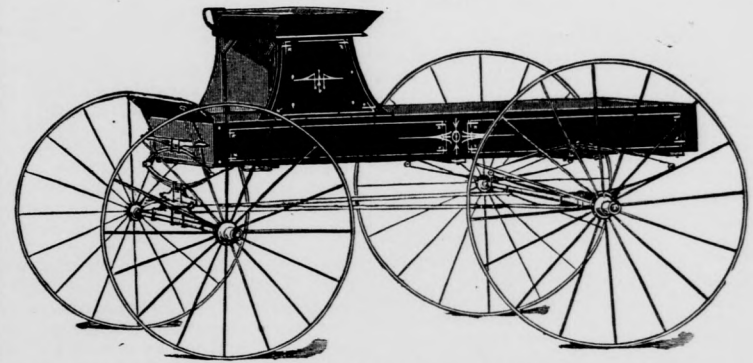
While you are buying wheels, do not neglect the

GROCCERS' SAFETY



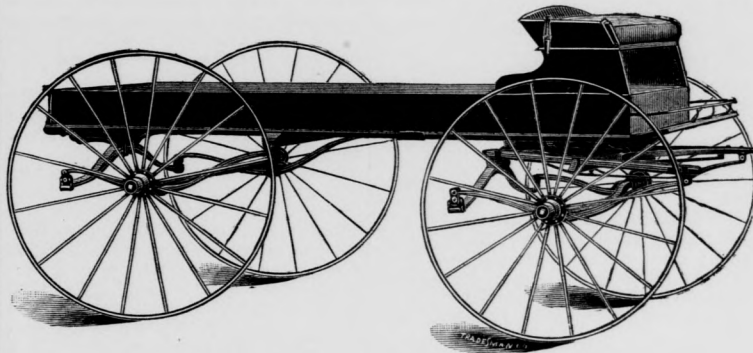
No. 1 Cross Spring Delivery Wagon.

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 1/4 Concord steel axles. 1 1/4 tread Sarven patent wheels. Oil tempered spring, 1 1/4-4 and 5 leaf. Body, 9 ft. Capacity, 1,500 to 1,800 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.

FIRE PROOF ASPHALT
PAINT AND VARNISH

We are offering to the trade the genuine article, and at a price that all can reach.
Our paints are suitable for any use where a nice raven black is required. Contains no Coal Tar, and will not crack, blister or peel. Sold in quantities to suit purchasers.

H. M. REYNOLDS & SON,
GRAND RAPIDS, MICH.

Shoes and Leather

Romance Attending a Pair of Red Morocco Slippers.

D. M. W. in Boot and Shoe Recorder.

We sat in state, my sister and I, upon the great green velvet cushion, in the plate-glass window of X.'s Shoe Emporium.

I felt very proud of our position, for we had only just arrived, and were immediately placed upon the seat of honor. I could see how the other shoes that occupied the window along with us turned aside with envy and the tiny pair of bronze boots that had been taken from the cushion, in order that we should take their place, turned a shade darker, and actually refused to stand upon the shelf at the side of the window, and created such a disturbance by falling over each other, that the clerk with the waxed moustache bundled them unceremoniously into a box and shut them safely in the glass case far back in the store itself.

Just before dark that evening while I was pondering over the jealous behavior of those silly bronze boots, I felt my sister nudge me in the side. Looking up hastily I saw the fairest, sweetest face gazing at us with such a look of admiration and longing in her lovely dark eyes that I felt the silver buckles which held my rosette in place settle back with a satisfied air and shine and gleam more than ever.

The owner of those wonderful eyes stood outside a few seconds, looking first at us and then at a small plush purse she held in one hand, while she thoughtfully turned its contents over with the other. While our admirer stood hesitating as to whether she should enter or not, the clerk turned on the electric light which hung just above us. Then she saw us indeed in all our beauty. The temptation was great, and like a true daughter of Eve she yielded, and was soon standing before the clerk enquiring the price of "that pair of red morocco slippers in the window."

The clerk smiled broadly, and twisting up his moustache the while, soon took us from the window and placed us before her upon the shining top of the glass show-case.

"What price did you say?" she asked, after turning me around and around.

"Five dollars and a quarter," he told her.

With a shake of her head and a sigh, she placed us once more in front of the young man, whose moustache now stood out like horns in his anxiety to make a sale, saying, "It is too high for me," and picking up her purse turned toward the door.

But the clerk was not to be outdone, so he placed himself beside her and said: "Suppose you try them on, and if they fit, well, perhaps I could let them go a little cheaper."

She glanced down at her foot, and then sank upon the horsehair sofa with a little laugh, as he deftly removed her well-worn shoe and slipped me in its place. I felt how snugly the pretty foot rested against my sides, and hoped she would take us.

"A perfect fit, miss, suppose we say \$4.75."

"Four seventy-five," she mused, then handing him a bill said: "I know it's awfully extravagant, but they are so pretty." She soon had me off and her shoe replaced. The clerk stood ready to tie us up, but, alas, as she was about to hand us across to him, my sister pushed roughly against me, knocking me from her hand and sending me with a crash right through the glass case in the midst of trunk straps, hand-bags, etc. The poor child gave a sort of sobbing cry when she saw the ruin I had wrought. The smile also faded from the clerk's face, and a scowl slowly took its place as he began, "I am sorry, miss, but—"

"I know what you would say," she interrupted, "how much is the damage?" and I could see how in spite of herself the pale lips trembled.

"About \$4, I think." Without a word

she shook the amount into his willing hand, and hurriedly left the store.

There had been a witness to this little scene, unnoticed by either the clerk or the young girl, and as we were about to be returned to the window, he came forward, a tall blonde man, of about 30 years of age.

"Here, sir," he called, "I will take those slippers."

Once more the bland smile spread over the face of the clerk and the moustache was stroked tenderly, as he hastened to wrap us securely in tissue paper before putting us in a pasteboard box. While we were being carefully tied, I heard the stranger enquire: "Who was that pretty girl who smashed the case?"

"Oh, she is only Bessie Dene, the head girl at the telephone exchange."

"Ah, indeed," indifferently returned the elder man, "and does she live near here?"

"Only a block above the church. Send them, sir?" My new friend did not reply, but, taking the box, strode quickly through the door and up the street. He walked about two squares, I suppose, when he stopped and I heard the faint tinkle of a bell, then his voice enquiring for "Miss Dene." "Yes," a child's voice said, "she lives here and has just come in."

He transferred us to the little hands saying: "Give her this box then, my dear," and went off in the darkness.

How Bessie wondered who could have sent us and what a source of joy we were to her. Every day she took us to the exchange, "to rest her feet in" she would say, but the other girls said it was to make them "green with envy."

One day Bess was on duty with a Miss Carson until 10 o'clock, when they would be relieved by two of the others. The room where they worked was on the third floor—almost entirely cut off from the main building by a hall, and had but one window on the street. Bessie had just answered a call when the fire alarm rung out loudly and we could see the lurid glare against the sky. "Look, Kate," cried she, "what a fire up-town." Kate Carson turned and her face grew pallid with fear as she said: "Bess, it is near home, would you mind if I go? It will soon be time for you to go, too."

"Run along then, I guess I can manage; no, I am not afraid," and soon we heard the flying feet of Miss Carson dash down the stairs.

We were alone and no sound broke the stillness for some minutes, when I heard a faint roaring and then smelt fire. Bess heard also, for she turned to the door which Kate had left ajar, and then in a voice freighted with horror I heard her cry, "O God!" Well she might, for a sea of flame was rolling up the hallway in front of her, alone, away up there in that great building. To the window she flew, but all was dark—everyone evidently had gone up town to the first fire. It was useless to attempt to reach the steps, for they had caught and were burning like tinder; to jump from that window would be certain death. If I could only save her, it mattered little about me, for I was only a red morocco slipper, while she, my dear, dear mistress, was a living, breathing soul, to be saved if possible.

She stood there as if turned to stone, watching the greedy flames creep nearer, nearer. At last I heard a whistle from the street below, and the echo of a firm step upon the pavement. Bess never changed her position. Now was her chance, if she would only go to the window, whoever it was approaching may save her. She turned at length and I caught, purposely, in the lining of her skirt, flinging her against the window, just in time, too, for the tall figure of a man was just about to pass. Far out she leaned and with all her strength tore me from her foot, flung me out into the night. Her aim was good, for I struck the passer-by upon the shoulder. Stooping, he picked me up, saying in tones of great surprise: "The slipper I sent Bessie Dene," and then I knew him.

The flames burst from the windows, and he saw the white, set face above him.

Placing his hands to his lips he



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.

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.



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.

Snedcor & Hathaway Co.,
DETROIT, MICH.

Michigan Shoe Co., Detroit, Agents for Michigan.

shouted: "Courage," and dashed into the burning building.

Safe in his inner pocket, I could feel the heat upon me. We soon reached her, and snatching her up in his arms, plunged down the hall, and although burnt and nearly suffocated he brought her safely to the ground.

Once out into the streets, she turned and held her trembling hands out to him. He carried them to his lips, then sent out the alarm again.

Many times he came to Bessie's home, but not until she was his promised wife did he tell her that he had sent the slippers.

How Bessie told everyone that we had not only saved her life, but to us she owed all her future happiness; and how she has treasured us can be seen by the care bestowed upon us.

In the pleasure of telling of the love of our little mistress for us, I nearly forgot to say that Miss Carson, in her hurry to leave that evening, accidentally overturned a lamp in the lower hall, thus nearly causing Bessie's death. At the time of this story, there is a younger Bess and a sturdy boy, who never tire of hearing their mother tell how her life was saved by her Red Morocco Slipper.

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

These are quick and decisive losses. We take them to keep stocks in ship-shape.—John Wanamaker, Phila.

You cannot be too critical when you buy your shoes. We encourage criticism from our customers. We may know more about the shoe business than they do, but the wearer of a shoe is the one to be satisfied. We think we have a faultless stock, but if there are faults in the fit we want to know it.—Bee Hive Shoe Store, Elizabeth, N. J.

Women's \$4 Bourse shoes \$1.50. A reckless rush yesterday. Only a few left—hurry if you want to share the greatest modern shoe bargain. Soft glove kid uppers, fashionably rounded toes, stylish heels.—Partridge & Richardson, Phila.

Do you know a shoemaker can make more money by working on shoes for us to sell at \$5 than by making shoes to your order for \$7 or \$8? It's because of steady work and the saving of time he'd lose in waiting. Hence, we can and do sell good hand-made shoes for \$5.—John Wanamaker, Phila.

Nearly two-thirds of your life is spent in your shoes. They can't look too nice; they can't fit too well; they can cost too much. Buy in the cheapest market—that's the way we do. If this is a good rule to go by (and we know no better) in buying five thousand pairs of shoes, is it not a point for you to remember in buying one pair?—Printers' Ink.

Not Equal to the Test.

From the Philadelphia Record.

There is a business man in this town who is a terror to stenographers. His amanuensis, who has been with him for a long time, was recently taken sick. The employer mailed a letter to a local business college to send him a stenographer and typewriter. The business man is very particular about his vocabulary, and wants everything written just as he dictates it. Therefore, in order to test the newcomer's accuracy, he, instead of dictating an ordinary business letter, gave forth the following at a rate of speed that would do justice to a stump speaker:

"In promulgating your esoteric cogitation or articulating your superficial sentimentalities and amicable, philosophical or psychological observations beware of platitudinous ponderosity. Let—"

But he got no further, for the poor amanuensis broke his pencil in the effort, after which he got up, wiped the perspiration from his forehead, and quickly left the office.

It has been decided by the Canadian Supreme Court that a man or woman who leaves Canada to go to the United States for divorce without intending to live there, afterward marrying and returning to Canada, can be prosecuted for bigamy.

How to Treat Clerks.

From the American Druggist.

This is a subject which, from its very nature, probably receives as much consideration from earnest and intelligent minds as any connected with the profession of pharmacy. When the general results of such consideration are brought to our notice it is quite obvious that it requires a treatment verging upon the idealistic for its solution. The fact that the subject is under discussion is indubitable evidence that present relations between employer and clerk are in many instances subject to improvement. Yet the remedy is very simple and likewise a very old one. It was formulated over 1,800 years ago, and from its intrinsic value it has received a name that instantly conveys to our minds an idea of great value. The Golden Rule is an infallible, guaranteed cure for all the social ills that afflict mankind; and the druggist, from his position as a purveyor of cures, should not neglect to make use of this panacea in the conduct of his business. In treating this subject it is hard to dismiss the almost unconscious inference that the employer is already perfect and is simply going over the field in quest of the perfect clerk.

Although the employer by reason of his position possesses a certain prestige, let us at the outset apply our test of the golden rule, and if he fails to pass such examination properly let us in all kindness advise him to get out of the drug business, or at least engage in it without the assistance of clerks. Let us also dismiss from our minds some of the maxims which afflict our commercial world, and are strongly suggestive of canine cannibalism. Let us remember that the theory of buying in the cheapest market and selling in the dearest may cause a contradiction of ideas and prove a false guide when we come to hire our help. The current injunctions regarding the use of good judgment in the purchase of goods should be supplemented by the comparative and superlative terms better and best in choosing a man to help us sell them. In one sense, one of the greatest difficulties confronting a man is the selection of a good wife. Perhaps the next in importance is the selection of helpers to aid him in gaining a livelihood. As above stated, the matter depends upon the judgment exercised in making a selection. Previous acquaintance and a knowledge of character and habits on the part of both parties should in every instance precede an engagement. A proprietor should have, or at least make an effort to have a large enough circle of friends and acquaintances from which to procure his help when wanted. The parents of the bright(?) boy, who have heard that there are big profits in the drug trade, should be most politely discouraged in their attempts to keep the boy out of mischief by apprenticing him to the corner druggist. In this day and age the young man who has not ambition enough to raise himself above the position of clerk is not very badly wanted in the drug business.

The course of the apprentice should be one of well defined progress and every proprietor should recognize it as a duty to contribute to that progress. The progress should be marked in a substantial manner by the giving of such rewards as increased proficiency reasonably expects. Assuming that a proper selection of help has been made, there is no danger in imparting a knowledge of the financial details of the business. In fact, it is believed that if clerks were paid a reasonable salary, and were given to understand that a certain percentage of the increase in profits at the end of the year were to be paid to them in addition to such salary there would be corresponding increase in efficiency. There would then be some justice in holding them responsible for mistakes, breakage, etc. The prevailing belief that clerks are expected to participate in the losses without participating in the profits would be considerably modified.

As regards rules, there is a real necessity for but one, to which attention has already been called. The proprietor

should be prepared to follow it and should choose clerks who are disposed to do likewise. Kindness and good treatment will solve the problem and render all bother with petty rules entirely superfluous.

How to Win Trade.

From the Dry Goods Reporter.

"You've got to put yourself out at times to win trade," said a clerk. "What's the use of saying that if you've the goods they'll sell themselves? I know better. Give me my pick of the clerks along the street, and with ordinary goods at ordinary prices, I'll agree to put a new store in shoes, clothing or groceries on its feet in any city in a year's time. The clerks I should select are people who have learned how to forget their own likes and dislikes and cater to the whims of the people who buy and make those whims valuable for their employers. A disagreeable salesman who feels it his duty to consult his own personality at all times is a bad

man in a store. He will not only lose sales—he will drive trade out of the store, never to return. The clerk who succeeds needn't bow down to a customer and sacrifice his own self-respect, but he can't lord it over purchasers and insist on doing their buying for them, and he can't pick and choose customers and deal pleasantly with this one and be sharp and crabby with one he doesn't like."

It Meant Something.

"Now," said the fussy old gentleman, putting one of the biggest berries in his mouth and picking up another, "what is the sense of having that sign read 'fresh strawberries for sale?' Don't you see that 'fresh strawberries' would be enough? Don't you suppose everybody knows they are for sale?"

"I dunno," answered the grocer. "Some folks seem to think I'm givin' them away," and then the old gentleman put the berry back in the box.

IN THE SOUTHLAND.

The Nashville Exposition—Interesting Character at Chattanooga.

Chattanooga, May 20—Ask the average woman what she most wishes to see, on the occasion of her first visit to Cincinnati, and nine times out of ten she will insist that the Mecca which has attracted her, above all things, to the City of the Amber Fluid is the Rookwood Pottery. Being the happy possessor of several pieces of this eye-de-lighting ware, I was naturally anxious to see how it is made, from start to finish. I am happy to say that all our questions were answered in detail, and we were kindly allowed to visit the basement and watch a large lump of uninteresting doughy-looking gray clay grow, under the deft hands of the old gray-headed potter, into a round vase of massive proportions. When finished, this same vase might bring \$150! Our time was limited, so we tore ourselves away from all the loveliness in this unpretentious little building and, boarding a car, rode to the "end of the line." Coming back, we stopped to take in the Water Tower going up the elevator to the top, where we "looked over into Kentucky." Then a hasty glimpse of the Art Museum, and we are ready for more "Inclines" and more rides about the city and around the suburbs.

"We will live and die in Cincinnati!" we exclaimed; "not 'over the Rhine,' but in one of the beautiful suburbs, on top of a steep cliff, will we end our days. Nothing that we shall see hereafter can compare with this!"

Then we had not seen Crow's Nest—in the midst of the mighty mountains of Tennessee! Now, perish the dream that Cincinnati, however beautiful, however picturesque, could satisfy our souls! Here must we live! Elsewhere is mere existence!"

I had always thought that nothing could take the place, with me, of the ever-changing waters around my Michigan home; but I have transferred my allegiance to the grand old mountains that echoed to the roar of cannon in the Civil War.

At first, when we Wolverines came here, it seemed strange that the incidents of those stirring times were in everybody's mouth, that they seemed as fresh as if transpiring but yesterday; but the enthusiasm is contagious, and if we were to remain here much longer, we should inevitably become imbued with the same spirit.

The stay in Nashville was delightful. The Centennial—what there is of it—is certainly fine. I notice that people speak of it just a little slurringly. They give vent to the remark, "Oh, yes, it's good—but nothing compared to the World's Fair!" Well, of course the quantity is not to be considered; but if quality goes for anything, the exhibits compare favorably with similar ones in the Windy City's Exposition. The Wolverines are to be congratulated in falling into the hands of that prince of entertainers, Mr. John J. McCann, who presented us with the keys of the city and Exposition grounds, cordially according us permission to "take with us everything we could carry or roll away." From one to two, he feasted us royally in the Casino, and later in the day escorted us to the 6,000 acre stock-breeding farm of Gen. Jackson, where we were shown horse after horse of record-breaking fame, among them "Longstreet," son of "Longfellow," and "Black Whirlwind," which the General admiringly declared to be "the very devil!" And he looked it.

The next day a large party drove out to "The Hermitage," and breathed the air in the very room where Andrew Jackson breathed his last, and with quiet tread and hushed footsteps we wandered out into the old peony-scented garden and reverently stood under the little dome in the corner under the budding, shiny-leaved magnolia tree that shelters his last resting place. Who, in reading on the tablet, the tender tribute to his wife, could leave the spot and fail of inspiration to emulate her beautiful example!

When you told me to spend one day on Lookout Mountain, I could not understand how we could possibly put in so much time there. Nevertheless, I got an early start and candor compels me to admit that I did not return to my hotel until late in the evening. On the car going to the foot of the Incline, our party fell in with an old gentleman—W. T. Rogers, City Ticket Agent of M. and something or other R. R.—who showed us all the points of interest on the Mountain. He is a typical Southern gentleman of the old school, whom everyone here seems to know, and accosts as "Uncle Billy." He says that he doesn't know everybody here—he "only knows half the people and the other half know him." He has a story or illustration for everything he runs across, and is one of the kindest men I ever met; in fact, he's one of the salt of the earth. I can't understand the attitude of these Southern people toward strangers from the North. Everyone we meet seems bubbling over with kindness of heart and gentle courtesy towards strangers. I said as much to "Uncle Billy," and asked him the reason. "Well," said he, with a twinkle in his eye, "first, we of the South are naturally kind to our families and to our immediate friends. Then we take especial pains to treat people from the North kindly, in order to remove from their minds the idea that we may hold a grudge against them for coming down here and licking us."

"Befoah the wah!" is an expression heard dozens of times a day and from as many lips. Everything in time or eternity seems to hinge on that period of their history. The same was true of Nashville, where we first became accustomed to the expression; and now we catch ourselves falling into the same phrase. A Northerner can form no idea, without coming on their own ground, of what the war meant and still means to these people; and when one comes in contact with the lazy, dirty, shiftless, irresponsible specimens of humanity that represent the so-called "down-trodden race," he can't help thinking that the cruel war was an utter failure so far as bettering the personal condition of "the blacks" was concerned. "Deed," said the knowin' old darkey woman in the Auditorium at the Centennial Exposition, "I nevah knowed what ha'd times wuz till I wuz free. Aftah de wah, I had it good deal ha'dah'n I evah did befoah. Wy, then, we had everything done foah us—no lookin' out for oah-selves, noah anything uv that soat. Now, I has to see to everything mys own self; though," she added with an air of half deprecation, half conscious pride, "I oughtn't to complain—Ise pretty well fixed. I gits my pension uv \$36 every t'ree munts fun de Guv'ment—Ise a widoe—an' I woaks; I gits my dollah an' a half a day takin' caah of a public buildin'. My folks," she continued, waxing confidential and rolling around her white-bordered orbs, "I'd like nuthin' bettah 'n foah me to cum an' lib wid 'em; but Ise too sma't foah that, I is. I keeps my money mys own self. I jist wants nuff to carry me true an' give me decent bu'ial—that's all I wants. Read an' write? No'm can't do n' eithah uv'em. Oncet I had chance t' leuahn. A lady I wuz wo'kin' foah bought lot uv books, an' sed she'd luahn me; but" (sighing) "she moved away. An' so I nevah had no moah chances to luahn to read an' rite. How old? Oh, 'bout fifty-five. No, I don't know exac'ly—'bout that."

And all the colored people I've talked with (and I embrace every opportunity) are hardly as intelligent as this old pensioner. Here's from the nurse girl in the family of the postmaster at the line station called Chickamauga, near the battlefield:

"What's your name?"
She told me her given name.
"How old are you?"
"Bout sixteen oah seventeen."
"Bout sixteen or seventeen!"
Don't you know exactly?"
"No'm."
"Why don't you know?"
"Dunno," with a gleam of dazzling teeth.

Then I dropped her. No use trying to get information out of a person who didn't know why she didn't know.

The "colored gem'len and ladies" are a source of endless amusement to me; both their speech and appearance. Every hour I run across the most side-splitting sights, and the people who see me must take me for a grinning lunatic. Some of the combinations are pitiable and yet so ludicrous at the same time that I almost shriek with laughter. Picture to yourself the ricketiest old rackabones of the gauntest kind of a mule, astride of which is a healthy young darkey of about 25. On one side of the mule he presented no unusual appearance, except that the hand that didn't hold the rope bridle held outstretched a pail of paint! For the life of me I couldn't help turning around; and what do you 'spose was on the other side of that beast of burden? Out at an angle of 45 deg. was sticking a wooden leg with a round knob on the end of it! I shall see that wooden leg to the end of my natural existence.

H. E. STOWE.

One pleasant, desirable article of food is invaluable in fostering sleep, and that is lettuce salad—not merely lettuce—lettuce is good—but the oil and flavoring of garlic that go to making a good salad of it increase greatly its soothing powers. The garlic is, of course, merely rubbed on the dish, but a pretty thorough use of it in that way helps the case in several ways: it, like all its vegetable kin, has a definite sleep-producing tendency, and then it makes a salad taste so well that you eat twice as much of it as you otherwise would, and that is a point gained. Besides its express soporific tendency, most people's stomachs stand in sore need of more salad than they get, and they profit in sleep by an improved digestion. Very stubborn cases of insomnia are frequently cured by a steady habit of eating such a salad as described at the evening meal.

To Merchants

GENTLEMEN:

Are you familiar with our catalogues? They are interesting reading for progressive merchants who understand the value of keeping what is called for. Our house-furnishing-goods catalogue is the latest, is most complete, and with lower prices than any now before the trade. That it repays careful search is shown by the fact that our mail orders at the present time are larger than ever before, and that we are busier than ever before at this season of the year. We issue separate catalogues for

CROCKERY
GLASSWARE
REFRIGERATORS
GASOLINE STOVES
CHILDREN'S CARRIAGES
HOUSE FURNISHINGS
BICYCLES

You can sit quietly at your desk and have our goods and prices spread out before you. You can order quickly, we will ship quickly and the goods will sell quickly. Do not delay. Mail orders direct to

H. Leonard & Sons,
Grand Rapids, Mich.



How to Reach

the best class of buyers is a question which advertisers must give much attention, if good returns are to follow their efforts in securing trade through advertising. Hundreds of persons have found that a good way for reaching the end desired is to take space in the Michigan Tradesman, and their testimony is that this medium is a most excellent money-maker for those wishing to reach the rank and file of the retail trade.

Having, with one exception, the largest PAID circulation of any publication of its class, the Tradesman offers exceptional opportunities for reaching the best class of buyers in the wholesale line.

Net rate card and voluntary testimonials in facsimile cheerfully sent on application.

Tradesman Company,

Grand Rapids.

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Lake Superior Commercial Travelers' Club.

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

Gripsack Brigade.

The Michigan Commercial Travelers' Association gave a delightful musical and literary entertainment in its new club rooms in the Merrill block (Detroit) last Saturday evening. Many members attended with their families and friends, and a large delegation of Cleveland traveling men was present.

Holland Times: J. P. Oggel, the traveling man, while in Detroit Tuesday, was quite severely injured in a runaway. He was obliged to make a drive and secured a driver and rig. The horse became frightened, broke the bit and the driver lost all control of the animal. The outfit finally struck a high walk, when both occupants were thrown from the buggy. Mr. Oggel had the muscles of his left shoulder severely wrenched, his right arm hurt and sustained other bruises. It will be several days before he is able to resume work on the road.

One of the highest-salaried traveling men making Kansas was talking with a Wichita reporter the other day of the prohibition law of Kansas, and said: "I make all the towns in Eastern Kansas and Western Missouri, and I want to say that all this talk of prohibition hurting business is all farce. I sell more goods and a better quality in Kansas towns than I do in Missouri, and my patrons are better pay. They need not tell me that the people of a town have to guzzle beer in order to have prosperous business. When the people of a town spend their money for beer, they don't have so much to spend in my line. I don't mind a glass of beer occasionally but I prefer to sell goods to a man who doesn't use it. I find he is a great deal more apt to have the money when pay day comes."

Saginaw Evening News: The Clare Sentinel, in its last issue, says that its right bower went fishing recently and having taken a good deal of bait along saw what he believed was the mythical airship. He says that as it came near the ground he noticed that it closely resembled the human form, only its motions were so rapid the eye could not follow them. At times it would appear to leave the earth and sail through space at the rate of about 60 miles an hour. The Sentinel man hid behind a stump and as it came down the home stretch he found it was "Tip" Calkins with his training suit on, fitting himself for his coming race with Seth Davis, the veteran traveling salesman of Saginaw, for a purse of \$20 on firemen's field day, June 16. Mr. Davis has no cull lumber in his composition and did not feel any tremor when he read of the astonishing speed of the Clare sprinter. He says

he is a grounder and never leaves mother earth for any air line run, but he has recently come into possession of the original oriental rug, mention of which has been made in that wonderful collection of Eastern tales, the Arabian Nights, in which all the traveler against time has to do is to sit down on the rug, wish himself in any particular place, and he is there "presto change" almost before the wish has formed in his mind. Mr. Davis believes he is now invincible and even electricity has no show with him.

The Hotel Clerk, from the Standpoint of the Traveling Salesman.

The hotel clerk is a young man who was originally created to fill an Emperor's throne or adorn a Dukedom; but when he grew up there were fewer thrones and doms than there were Emperors and Dukes, and he was temporarily forced to take a position behind a hotel register. His chief characteristics are dignity of bearing, radiant gorgeousness of apparel, haughtiness of manner, and jewelry. His principal duties consist in hammering on the call-bell, in handing guests the wrong keys to their rooms, and in keeping toothpicks on the end of his desk. When not engaged in the performance of these duties he will condescend to explain to a guest that he does not know whether the northbound train leaves at 3 p. m., and if the guest insists on enticing further information out of him, he will probably hand him a last year's official guide.

When a stranger arrives the hotel clerk, in a preoccupied manner, turns the register and hands the stranger a pen—a pen that has an impediment in its legs, catches in the paper and splutters all over yesterday's arrivals. The clerk then consults some pigeon holes and informs the gentleman that he may have room No. 1,192. Then he talks for half an hour with the porter and the baggage man about the trunk of the gentleman in No. 46 having got mixed with the baggage belonging to the lady in No. 64. When he gets the matter arranged, he sits down to polish and admire the long nail that he is cultivating on his little finger, and forgets all about the gentleman who has rented No. 1,192, until he is made aware of his existence by an impatient tap on the counter. With an air of a martyr, and a sigh that expresses the fact that he considers the whole traveling fraternity his enemies, he says:

"Oh! would you like to go to your room?"

There is about as much hospitality in his tone as there is in a bull dog when somebody treads on his tail.

No matter how crowded the hotel is, the clerk always finds one room left for the late arrival. When the latter kicks about it next day when he is leaving because it was on the fifth floor, and was furnished with nothing but a bed, a bar of soap and a crack in the ceiling, the hotel clerk tells him that if he had been staying another day, he could have the best room in the house, which would be vacated after breakfast by a gentleman who was leaving on the noon train. To our certain knowledge the gentleman has been leaving that "best room in the house," every to-morrow for the last twenty years.

The hotel clerk has much to try him, and perhaps we would find many excuses for what we consider his exasperating peculiarities, if we stood on his side of the register a target for the grumbling, fault-finding public.

Some of the Troubles of the Traveler.
Written for the TRADESMAN.

Traveling men, as a rule, are an even tempered lot. They take matters as they come and make the best of any bad job. They meet with so many annoyances, it is a wonder that in them has not developed the kicking propensities of the whole human race.

With the permission of our good-natured editor, and the indulgence of his subscribers, we will from time to time call your attention to the things that make the traveler's life unpleasant, hoping that some of the objects of our complaint may read these lines and come to realize that many things could be done to add to our comfort.

The first on the list is the bum hotel. You have all stopped at it. You can tell it by its outward appearance, as well as by the odor that greets you as you enter the door. You carry your grips yourself, and if lucky enough to find a clerk or proprietor around, you register with a pen that will hardly make a mark, having dipped it into the mud in an ink bottle that was never washed. You repair to the wash room, where hangs Josh Billings' towel, "thin but wet." He forgot to say ragged and dirty. Although twenty men have used it before you, you are the first to kick. You heave a sigh as you realize your unpleasant calling. The grating of the sandy soap the dirty hair brush, with its assorted shades of clinging hair, and the scraggly tooth comb cause expressions that would not sound well here. Having done so much, we go into the dining room with one of those appetites that a dyspeptic would sell his soul for. Even then we are unable to eat the sole-leather steak and the ancient eggs or drink the muddy coffee. We smear our stale bread with oleo and our pie is often seasoned with hair oil. Napkins and table cloth should have been washed two weeks ago. Knives and forks are so greasy we can hardly hold them. This is the kind of a 50 cent meal we so often get. A farmer sits at our table and pays 25 cents for the same. This hotel charges traveling men \$2 a day, and the rate to boarders is \$4 a week. We go to bed in a room that never was aired, with sheets seldom changed and the other bedding never washed. If there is a carpet upon the floor, it remains there as long as it will hold together. Invariably, the bed faces the window. In the winter icicles grow abundantly. Here it is we catch the grippe, consumption and rheumatism. In summer we are pestered by mosquitoes and bugs. We hear the bell boy every time he shows a guest to a room. He awakens the house every time he makes a call in the morning. He usually wears wooden shoes, hits the bedroom door with a sledge hammer and with a fog-horn voice cries, "Six thirty." We almost get to sleep again when we are aroused by that festive chambermaid who is musically inclined, with a night-engage voice, singing as she works. She delights in pushing a lawn mower over the carpet and tries every door knob to see what rooms have been vacated so that she may continue her morning exercises. At last, we arise, find no water in the pitcher and no towel at hand, and, with a smile on our face, we open the door and stick our head out into the hall, and ask the handsome chambermaid to bring the needed articles. OUIX.

Movements of Lake Superior Travelers
Ellis B. Clarke has taken the territory vacated by A. W. Merritt on ac-

count of sickness. Mr. Clarke needs no introduction to traveling men. He managed the Bay Port House, at Bay Port, two seasons and was proprietor of the Dorr House, at Sand Beach, several years. Previous to that he was in the general merchandise business at Lexington.

Crane, the pill man (Fuller & Fuller Co., Chicago) is busy nowadays selling goods and exhibiting his pocket art gallery. He lives in Negaunee.

June 24 the Shriners will assemble at Calumet for work(?). The travelers who are members will find it convenient to work the Copper country that week. They couldn't miss it.

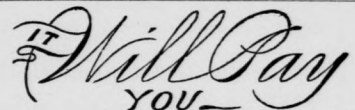
James Wilson (Burnham, Stoepel & Co.) is touring the Upper Peninsula with their regular travelers. Mr. Wilson's department is furnishings.

W. R. Smith left Trout Creek broke—went fishing—no luck—met lumber jack with a few—swapped cash for fish—so says L. J. OUIX.

Drummers at Jerusalem.

According to the British consular reports just presented to Parliament, the new railroad from Jaffa to Jerusalem has proved a far greater commercial success than was anticipated, even by those who were most sanguine about its future. It has carried more than twenty thousand tons of merchandise to Jerusalem during the last six months, and has led to the invasion of the Holy City by some eighty to one hundred drummers, four of whom were Americans, eight English and about fifty German. Moreover, public works are proceeding apace in Palestine, and the River Jordan is now spanned by a handsome bridge, while steamboats travel up and down the stream, and likewise traverse the often stormy waters of the Sea of Galilee.

A Traverse City correspondent writes: The Park Place management has been fortunate in securing the services of W. O. Holden, who is at present in a hotel at Holland. The fact has just been made known and Mr. Holden will be here about June 1, or as soon as he can arrange his affairs to make it possible for him to return.



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.

COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE AND FREIGHT WAGONS

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

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.**

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.

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.

	Term expires
C. A. BUGBEE, Traverse City	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
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President, S. E. PARKILL, Owosso.
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Treasurer, GEO. GUNDBUM, Ionia.
Coming Examination Sessions—Star Island (Detroit), June 28 and 29; Sault Ste. Marie, Aug. 1; Lansing, Nov. 2 and 3.

MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

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The Drug Market.

Acetanilid—Quiet and nominal, quotations unchanged.

Acids—Salicylic continues firm. Tartaric is fairly steady. No changes in other descriptions.

Alcohol—Grain is in fair demand at unchanged quotations, and the same may be said of wood.

Alum—In good demand at former prices.

Arsenic—Continues in good demand and prices are firm.

Balsams—Copaiba is in fair demand at old prices. Peru is firm. Canada fir quiet and steady.

Beans—Vanilla, steady with good demand. Tonka, quiet but quotations unchanged.

Cassia Buds—Fair demand and firm at old quotations.

Castor Oil—Prices continue without change with fair demand.

Chloral Hydrate—Firm with good demand at old prices.

Cinchonidia—Small jobbing demand only with prices steady.

Cocaine—Supplies continue limited with prices firm and unchanged.

Codeine—In good demand with prices firm.

Cod Liver Oil—Dull with prices tending downward.

Colocynth Apples—Quiet with only moderate jobbing sales.

Cream Tartar—Quiet and steady.

Cubeb Berries—Dull with no change in prices.

Essential Oils—Anise is slightly easier.

Flowers—American saffron is in moderate demand at former prices. Arnica, steady and unchanged.

Glycerine—Continues in fair demand at former prices.

Gums—Camphor, good demand, domestic scarce, causing increased request for foreign.

Iodine—Resublimed in steady demand at former prices.

Iodoform—Movement moderate at former prices.

Juniper Berries—Prices of prime are held firm, with fair demand for small lots.

Leaves—Buchu stronger and active at old quotations. Senna, firm with good demand.

Lycopodium—Moderate but unchanged prices.

Menthol—Dull with prices tending downward.

Morphine—Continues firm but with small movement.

Naphthaline—In fair demand at old quotations.

Opium—Has been more quiet but prices are fairly maintained.

Quicksilver—Continues in fair demand at old prices.

Quinine—On account of a considerable advance in foreign markets prices are strong and tending to advance.

Rochelle Salts—Quiet and unchanged.

Roots—Ipecac, good consumptive demand and prices firm. Jamaica ginger continues fairly strong. Jalap, dull and easy. Senega quiet and depressed. Serpentaria has declined. Golden seal is easier.

Salicin—Prices unchanged with moderate jobbing demand.

Seeds—The general market is reported decidedly dull, but prices have not materially changed. Dutch caraway has been advanced on account of scarce supply. California remains nominally firm but with practically no movement.

Seidlitz Mixture—Dull but no change in prices.

Spermaceti—Remains quiet and steady at old quotations.

Sugar of Milk—Continues steady with active demand.

Another Side of the Question.

Written for the TRADESMAN.

There has been, of late, much anonymous complaint flitting through the press against druggists as a class, and the burden of this wail has been dishonest substitution. Care is taken to make no specific charges as to persons or firms. If there had been any actual infringement on proprietary rights, the courts have stood open to redress the grievance of any one who could prove his case. Instead, however of choosing the direct method of protecting their interests (if, indeed, they were at all in peril), they preferred to ventilate their complaint in the papers and insult the intelligence of consumers by dark hints, covert insinuations and officious advice as to how to treat certain retailers in a given hypothetical case. They have, also, joined with other plaintiffs in specialties and amended their pleadings so as to cover a wider range of supposed malpractice. Even the publishers of some city dailies appear to be joined in the general issue before the bar of public opinion, as is shown by the following extracts:

"Say 'No' and stick to it when you are urged to buy something 'just as good' as the article you asked for. Please notify this office if any store-keeper or clerks in town try to palm off a substitute on you."

"The publisher of this newspaper will be glad to learn of any case where an attempt is made to give a customer a substitute for some proprietary article of established reputation."

It is not quite clear what the publisher intends to do with the information solicited in the last paragraph. The language used implies that he will be made happy, at least; but, outside of the cash received for the advertisement, I can see no financial gain for him unless it may be a share of the damages to be subsequently collected by a suit at law from the party offending. This is a fair surmise, since publishers do not usually identify themselves with the business enterprises of advertisers. It is easier to understand the design of the latter class in such semi-prejudicial efforts to bluff an invisible defendant out of a court which does not claim to have jurisdiction in the case. Having spent thousands of dollars in advertising some special brand of soap, starch, baking powder, disinfecting compound, or never failing cure-all for the ills that afflict humanity, and finding that by reason of a score of competing products already well known and in fair demand, their solicitations among retailers are

not so prolific of orders as desired, they look on the dealer who does not choose to overstock in their favor as unjust and hostile to their interests.

Were this charged openly and manfully, rather than hinted at in obscure phrases intended to catch the public eye, it would be to their credit. It may be well for them to know that there is more than one kind of substitution deserving censure. Dealers by the thousand can testify that many proprietors of specialties and their hustling agents, instead of being without reproach as to acts they condemn, are themselves the most persistent substitutes, violating not only business courtesy, but also using every possible artifice to force retailers to purchase goods that their local trade does not demand. And yet, although suffering financially by these peculiar methods, the latter have never felt disposed to appeal to the public in self-defense, but have kept on "sawing wood," and attending to the work of building up a trade satisfactory to themselves and customers.

I allude to a practice which, "better honored in the breach than the observance," has long been a source of worry and loss to dealers in all lines of trade. Often when failing to secure an order for some new brand of staple goods, or, perhaps, a novelty that is deemed unadvisable to purchase, these hustling agents will canvass contiguous territory, either with samples or sell direct at very low rates to all who will buy, hoping in this way to create a fictitious demand regardless of consequences. In many instances these uncommercial salesmen

boast to the dealer that they will compel him to purchase, in spite of his better judgment. Not seldom they succeed in producing a transient demand that, when provided for, leaves the unfortunate local trader an insignificant sum of profit by reason of other specialties constantly treading on their predecessor's heels. Thus dealers whose knowledge of the wants of their own local trade has taught them to say "No" at the right time are still at the mercy of certain guerilla methods that would fairly justify them in using harsher measures of defense than those of which they are wrongfully accused.

Here comes in the practical application of another paragraph thoughtlessly aimed at retailers, but which is better fitted to the class above described, viz: "No honest dealer will try to sell what he knows the customer did not order or does not want."

The true ethics of legitimate business cannot be tarnished by obscure charges of dishonesty against a class of men who have almost universally shown themselves loyal to the interests of the public, because a few promoters have not succeeded in establishing a trade in their specialties to the extent they may have desired. In closing, it may be pertinent to remind them of a similar case of misdirected effort as related by Lincoln, whose stories always conceal a moral. It is about a certain hunter who, after shooting many times at a hypothetical squirrel in a tree top, without bringing down the game, found the real target he had been firing at was a hemipterous insect located on his own eyebrow.

PETER C. MEEK.

PATENT MEDICINES

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

"MASTER" "YUMA"

The best 5 cent cigars ever made. Sold by

BEST & RUSSELL CO., CHICAGO.

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



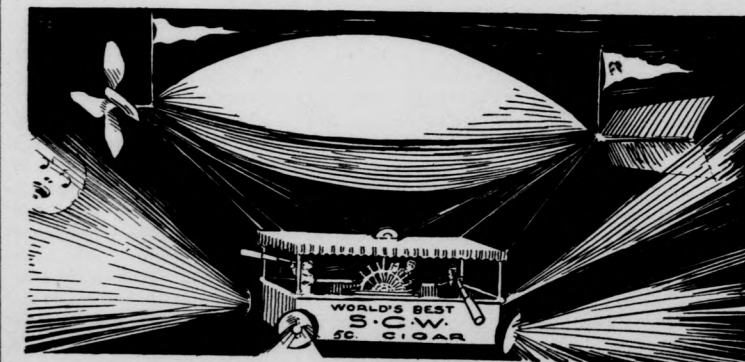
THE "MONITOR."

Soon after our Cigar Department was instituted on its present basis, we discovered a demand for a \$30.00 cigar of better quality than the usual goods at this price. We met this call with the **MONITOR**, a cigar made in the factory which we control, and by the advantage we enjoy in this respect, we are able to offer the quality which is seldom found even as low as \$33.00 per M. Although our salesmen have had samples but a short time, we are receiving daily repeating orders for the goods.

We have in this brand a \$30.00 cigar which we can recommend in the strongest terms.

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

AIR SHIP




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

WHOLESALE PRICE CURRENT.

Advanced—Quinine, Salicylic Acid.
Declined—Cod Liver Oil.

Acidum		Ammonia		Aniline		Baccae		Balsamum		Cortex		Extractum		Ferru		Flora		Folia		Gummi		Herba		Magnesia		Oleum		Syrups	
Aceticum	80¢	Aqua, 16 deg	40¢	Black	2 00	Cubee	13¢	Copaiba	60¢	Abies, Canadian	18	Glycyrrhiza Glabra	24¢	Carbonate Precip	15	Arnica	12¢	Barosma	15¢	Acacia, 1st picked	45	Absinthium, oz. pkg	25	Calcined, Pat.	55¢	Absinthium	3 25	Acacia, Dulc.	30¢

Morphia, S.P. & W.		Sinapis		Linseed, pure raw	
Morphia, S.N.Y.Q. & C. Co.	1 85	Sinapis, opt.	18	Linseed, boiled	31
Moschus Canton	2 40	Snuff, Maceboy, De Voes.	34	Neatsfoot, winter str	70
Myristica, No. 1	65	Snuff, Scotch, DeVo's	34	Spirits Turpentine	70
Nux Vomica, po. 20	80	Soda Boras, po.	6		
Os Sepia	15	Soda et Potass Tart.	26		
Pepsin Saac, H. & P.	1 00	Soda, Carb.	1 1/2		
Picis Liq. N.N. 1/2 gal.	2 00	Soda, Bi-Carb.	3 1/2		
Picis Liq., quarts.	2 00	Soda, Ash.	2 1/2		
Pil Hydrarg. po. 80	2 00	Spts. Cologne.	2 00		
Piper Nigra, po. 22	2 00	Spts. Ether Co.	50		
Piper Alba, po. 35	2 00	Spt Myrcia Dom.	9 00		
Plumbi Acet.	1 00	Spts. Vini Rect. bbl.	2 42		
Pulvis Ipeacac et Opil	1 10	Spts. Vini Rect. 1/2 bbl	2 47		
Pyrethrum, boxes H. & P. D. Co., doz.	1 25	Spts. Vini Rect. 10gal	2 50		
Quinia, S. P. & W.	28	Spts. Vini Rect. 5gal	2 52		
Quinia, S. German.	20	Less 5c gal. cash 10 days.			
Rubia Tinctorum	12	Strychnia, Crystal.	1 40		
Saccharum Lactis pv Salacin.	3 00	Sulphur, Subl.	2 1/2		
Sanguis Draconis.	40	Sulphur, Roll.	2 1/2		
Sapo, W.	12	Tamarinds.	8		
Sapo, M.	10	Terebenth Venice.	28		
Sapo, G.	12	Theobromae.	42		
Siedlitz Mixture.	20	Vanilla.	9 00		
		Zinc Sulph.	7		



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. Anoura, Castor Oil, Diamond, Frazer's, IXL Golden, Nica, Paragon. BAKING POWDER. Absolute. Acme. El Parity. Home. Peerless.

BAKING POWDER. BASKETS. Standard Bushel, Extra Bushel, Market, 1/4 bushel, bamboo del'ry, 1/2 bushel, bamboo del'ry, Iron strapped, 50c extra. Diamond Clothes, Braided Splint.

BATH BRICK. American, English. BLUING. CONDENSED PEARL BLUING. 1 doz. pasteboard Boxes, 3 doz. wooden boxes.

BROOMS. No. 1 Carpet, No. 2 Carpet, No. 3 Carpet, No. 4 Carpet, Parlor Gem, Common Whisk, Fancy Whisk, Warehouse.

CAKE FROSTING. Naerstein, Two doz. in case assorted flavors. CANDLES. 8s., 16s., Paraffine.

CANNED GOODS. Panitowoc Peas. Lakeside Marrowfat, Lakeside E. J., Lakeside Cham. of Engf., Lakeside, Gem, Ex. Sifted. CHOCOLATE. Walter Baker & Co.'s.

CLOTHES LINES. Cotton, 40 ft. per doz., Cotton, 50 ft. per doz., Cotton, 60 ft. per doz., Cotton, 70 ft. per doz., Cotton, 80 ft. per doz., Jute, 60 ft. per doz., Jute, 72 ft. per doz.

CONDENSED MILK. Gall Borden Eagle, Crown, Daisy, Champion, Magnolia, Challenge, Dime.

COUPON BOOKS. TRADESMAN CREDIT COUPON. 1 and 5 coupon books. Tradesman Grade, Economic Grade, Superior Grade, Coupon Pass Books, Credit Checks.

DRIED FRUITS - DOMESTIC. Apples. Sun dried, Evaporated 50 lb boxes, California Fruits. Apricots, Blackberries, Blackberries, Blackberries, Peaches, Pitted Cherries, Raspberries.

Raisins. London Layers 3 Crown, London Layers 5 Crown, Dehesias, Loose Muscatels 2 Crown, Loose Muscatels 3 Crown, Loose Muscatels 4 Crown.

FLY PAPER. Tanglefoot. Regular, per box, Regular, case of 10 boxes, Regular, 5 case lots, Regular, 10 case lots, Little, per box, Little, case of 15 boxes, Little, 10 case lots, Holders, per box of 50.

FARINACEOUS GOODS. Farina. Bulk, Walsh-DeRoo Co.'s, Hominy. Lima Beans. Maccaroni and Vermicelli. Pearl Barley. Peas. Rolled Oats. Sago. Wheat.

Fish. Cod. Georges cured, Georges genuine, Georges selected, Strips or bricks, Chunks, Strips, Herring. Russian kgs., Trout. Whitefish.

FLAVORING EXTRACTS. D. C. Vanilla, D. C. Lemon, Madras, 5 lb boxes, S. F., 2, 3 and 5 lb boxes, 15 lb palls, 30 lb palls, 17 lb palls, 10 lb palls, Condensed, 2 doz, Condensed, 4 doz.

JENNINGS' FLAVORING EXTRACTS. ESTABLISHED 1872. D. C. Vanilla, D. C. Lemon, Madras, 5 lb boxes, S. F., 2, 3 and 5 lb boxes, 15 lb palls, 30 lb palls, 17 lb palls, 10 lb palls, Condensed, 2 doz, Condensed, 4 doz.

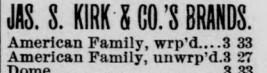
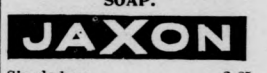
SOUDERS' REGULAR GRADE LEMON. Souders' ELEGANT FLAVORING EXTRACTS. VANILLA REGULAR GRADE. SOUDERS' REMEDIAL EXTRACT. DAYTON, O.

GLUE. Jackson Liquid, 1 oz, Jackson Liquid, 2 oz, Jackson Liquid, 3 oz.

GUNPOWDER. Rifle-Dupont's. Kegs, Half Kegs, Quarter Kegs, 1 lb cans, 1/2 lb cans, Eagle Duck-Dupont's, Pure, Calabria, Sicily, Root, Mince Meat.

POTASH. 48 cans in case, Babbitt's, Penna Salt Co.'s, PICKLES. Medium, Barrels, 2,400 count, Half bbls, 600 count, Small, Barrels, 2,400 count, Half bbls, 1,200 count, Domestic, Carolina head, Carolina No. 1, Carolina No. 2, Broken, Imported, Japan, No. 1, Japan, No. 2, Java, No. 1, Table, SEEDS, Anise, Canary, Smyrna, Caraway, Cardamom, Malabar, Hemp, Russian, Mixed Bird, Mustard, white, Poppy, Rape, Cattle Bone, SALERATUS, Packed 60 lbs. in box, Church's, Deiland's, Dwight's, Taylor's, SAL SODA, Granulated, bbls., Lump, 145lb kegs.

SALT. Diamond Crystal. Cases, 24 3-lb boxes, Barrels, 100 3 lb bags, Barrels, 40 7 lb bags, Butter, 28 lb. bags, Butter, 50 lb. bags, Butter, 20 14 lb bags, Butter, 280 lb. bbls., Common Grades, 100 3 lb sacks, 60 5-lb sacks, 28 11-lb sacks, Worcester, 50 4 lb. cartons, 115 2 1/2 lb. sacks, 60 5 lb. sacks, 22 14 lb. sacks, 30 10 lb. sacks, 28 lb. linen sacks, 56 lb. linen sacks, Bulk in barrels, Warsaw, 56-lb dairy in drill bags, 28-lb dairy in drill bags, Ashton, 56-lb dairy in linen sacks, Higgins, 56-lb dairy in linen sacks, Solar Rock, 56-lb sacks, Common Fine, Saginaw, Manistee, SNUFF, Scotch, in bladders, Maccaboy, in jars, French Rappee, in jars, SPICES, Whole Sifted, Allspice, Cassia, China in mats, Cassia, Batavia in bund, Cassia, Saigon in rolls, Cloves, Amboyana, Cloves, Zanzibar, Mace, Batavia, Nutmegs, fancy, Nutmegs, No. 1, Nutmegs, No. 2, Pepper, Singapore, black, Pepper, Singapore, white, Pepper, shot, Pure Ground in Bulk, Allspice, Cassia, Batavia, Cassia, Saigon, Cloves, Amboyana, Cloves, Zanzibar, Ginger, African, Ginger, Cochin, Ginger, Jamaica, Mace, Batavia, Mustard, Eng. and Trieste, Mustard, Trieste, Nutmegs, Pepp. Sing., black, Pepp. Sing., white, Pepper, Cayenne, Sage, SYRUPS, Corn, Barrels, Half bbls, Pure Cane, Fair, Good, Choice, SODA, Boxes, Kegs, English, SOAP, Armour's Laundry, Armour's Brands, Armour's Family, Armour's White, 100s., Armour's White, 50s., Armour's Woodchuck, Armour's Kitchen Brown, Armour's Mottled German, Soap, Single box, 5 box lots, delivered, 10 box lots, delivered, JAS. S. KIRK & CO.'S BRANDS, American Family, wrp'd., American Family, unwrp'd., Dome, Cabinet, Savon, Dusky Diamond, Dusky Diamond, 58 oz., Blue India, Kirkline, Eos.



Hardware

The Hardware Market.

In general trade there continues to be a fair movement of goods in a small way, dealers feeling the necessity of keeping their stock fully assorted in order to always supply the demand, however small. There is no improvement to note in prices on the majority of the different lines of hardware.

Wire Nails—The nail market at present is in rather an unsettled condition and it is hard to tell just what the future will bring forth. There is every indication existing that arrangements are being made with the manufacturers of wire rod, which, if successful, will control that branch of the business, and the effect that it will have upon wire nails, staples, barbed and plain wire of all kinds will be quite marked. Manufacturers at the present time are refusing to quote prices on either nails or wire, but it is believed that in a few days the condition will be definitely settled and that jobbers will know at what price they will be able to sell. It is believed that an advance has already taken place and, in fact, jobbers in sympathy with this movement are already declining to quote prices within 100 per cent. as low as a week ago. It would be wise for retailers, if they have good stock of nails, not to give them away at cut prices.

Barbed Wire—In sympathy with nails and other conditions concerning the wire rod pool now being formed, all prices have been withdrawn and it will be several days before jobbers will be able to make any definite prices on mill shipments. Prices from stock at present remain as quoted in our last report, but may change at any moment.

Window Glass—The advance that was made by manufacturers May 1 has by this time reached the jobbers and they have found it necessary to advance their prices accordingly. The discount at present is 70 and 5 per cent. in box lots, 10 per cent. extra by the light.

Bar Iron—Bar iron continues weak, with little prospect of any immediate improvement.

Reports from other markets are as follows:

Chicago—Shelf hardware jobbers report a fair demand, but the volume of business is not yet up to what it should be.

St. Louis—The jobbing trade report a satisfactory improvement in the demand for nearly all classes of goods. Seasonable lines are selling very freely.

Cleveland—There has been no particular change in trade conditions since our last report. Orders still continue numerous, but are small. As an example, in April we received 312 more orders from our traveling men than they sent in during April, 1896, but the total did not amount to as much in dollars and cents. This all means more work, more expense and less profit.

Boston—Conditions of trade in New England are not unlike those prevailing throughout the country except that our lands are not flooded and heavy rains upon our hard roads do not make them impassable. Customers have not much ready money and remittances have been slow all spring.

Philadelphia—If we were to name any change in trade conditions during the past week, we would say it was on the side of improvement.

St. Paul—General business for the

past month has shown much improvement and bids fair to continue.

Portland, Oregon—Trade for May opened up in very fair shape, showing increased volume in all lines.

San Francisco—A moderate business is now being done in all lines.

New Orleans—Business is still very quiet in this section.

Louisville—It is pleasant to report quite an improved consuming movement in the staple lines.

Omaha—Increased business has been the ruling feature of trade the first half of May. A cheerful tone characterizes the reports received from the interior and prospects are generally reported as bright and encouraging.

Description of a Unique Hardware Store.

Correspondence Hardware.

While traveling in Missouri, I passed through, in the southwestern part of it, a small settlement called Doyleville, in which, seeing a little store with evidences of hardware decorating its window, the panes of which looked as though they hadn't been washed since "befo' de wah," I dropped in upon the occupant, who looked, as he aroused himself from a doze he was indulging in, very much like Rip Van Winkle, shaking the twenty years' collection of dust of ages from his dilapidated garments.

He did not arise, but permitted me to get to his chair or rather, stool, and state my requirements. On my way there, I took in the limited contents of the little establishment, and it struck me as being the oddest collection of general store goods I had ever seen displayed, from the fact that each and every article I saw looked as though it had been there for years and years, and in all that time had not received any attention from a dusting brush or other appliance to freshen up its appearance.

As I was only interested in the stock I was most familiar with, hardware, I thought I would develop a possible want, and said: "I'd like to get some nails!" "What size?" "Tenpenny!" knowing, if he had any at all, that size would be a leader. "How many?" I said: "a pound would be enough," and using his hand for a nail claw, he dug out from a keg under his little counter—in which I could see a few brass headed nails made a yard measure, with variations on the inside edge—he dropped slowly into a rickety "Hatch" scale, almost as much cobwebs and similar dirt as he did nails, as far as quantity was concerned, and of all the rusty looking nails I had ever looked at, his were the worst; had it been a keg rescued from a salt water bath they couldn't have looked in a deeper and more disconsolate condition of rust. I asked the price upon receiving them, and when I was told "twenty cents a pound," my curiosity was piqued to know what infernal nail trust stimulated this unheard-of tariff for ten-penny nails. "Ain't that pretty steep?" I queried colloquially. "Wall, no," he said. "Never sold them for any less!" "How long have you run this store?" "Since 1863, but trade has been durn light since about a couple of years after I started. Why, would you believe it, that's the last keg of ten-penny nails I bought way back in 1864; they cost \$9 a keg then, and I don't get my money back at 20 cents a pound. I laid in a pretty heavy stock of goods for this place that year, and they seem to have lasted ever since; when I tell people what they're worth, they walk right out of the store, and say everything is ten times too high; that I ought to go to St. Louis and get posted; but what's the good of my spending my money for that, I can't afford to sell my goods less than cost."

I told him I should imagine his prices were greatly at variance with goods that could be bought now, but he "wasn't going to sell less than cost. Why, I paid two dollars apiece for them hand saws, and a dollar apiece for monkey

wrenches," which were 10 inches long. "They tell me they can buy them box-wood rules for ten cents anywhere, but mine cost twenty-nine cents, and they wuz the cheapest they had." I asked the price of some 4x4 cast butts I saw on his shelves; he said they had "cost him forty cents a pair." I really felt sorry for the old man, nobody came to his store; everybody there went to a neighboring town some twelve miles away, for any accumulation of wants which had developed among the forty or fifty inhabitants, who knew his peculiarities and didn't come near him unless the case was an extremely urgent one.

The old fellow only realizes that he cannot sell goods less than cost and live on any profits, so he is waiting for advanced fluctuations that will put him in

the swim once more. A good many things in his stock if he tried to sell them would be found valueless, but he "has them on hand." He will probably join the great majority some day, leaving no successor, for he said he did not know "no chick nor child" of which to make an heir to his possessions.

Friendship that flames goes out in a flash.

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.



BROWN & SEHLER, WHOLESALERS,

GRAND RAPIDS, MICH.

FIRST
PREMIUM

At Michigan
State Fair.

Carriages,
Road Wagons,
Surries, and
Harness of all
kinds.
All kinds Spray
Pumps for barrels
and buckets.

BLUE FLAME OIL COOK STOVE

EVERY ONE FULLY WARRANTED.



No. 101	1 Burner	List	-	\$ 5 00
No. 102	2 Burners	List	-	7 50
No. 103	3 Burners	List	-	10 00

Discount 40 per cent. Special discount for quantity.

Send for circular.

FOSTER, STEVENS & CO., Grand Rapids.

Try Hanselman's Fine Chocolates

Name stamped on each piece of the genuine.

Hanselman Candy Co.,

Kalamazoo, Mich.

426-428-430 East Main Street,

Muriatic Acid as Baking Powder.

Big Rapids, May 25—In the Michigan Tradesman of May 12 I read with much interest "A commercial conundrum—Who will solve it?" by Peter C. Meek. In concluding, he says: "It is to be hoped that some expert professor will throw some light on this dark mystery and restore normal conditions."

While the writer is not an "expert professor," he may yet be able to briefly furnish additional light upon this seemingly mysterious subject. Mr. Meek devotes more time and space to the mysterious compounds known as baking powders than to any other single article and he says: "Between the dearest and cheapest of these, what awful probabilities hover as to the nature of the ingredients!"

The writer is not a manufacturer of any baking powder, neither has he a farthing's interest in any, except the small quantity consumed in his family; therefore he will not be accused of mercenary motives in writing this article. As to the very numerous ingredients which are said to constitute many baking powders placed on sale, many of them if used, would subvert the very purpose intended, by ruining the sale of the article at once. One article of this kind is alum. It is incompatible with alkalies and carbonates, and with bitartrate of potash (cream of tartar), and none but the most ignorant would use it for this purpose at all. Two ingredients only are necessary for the base of a good baking powder—an acid and an alkali, triturated with sufficient corn starch or wheaten flour to preserve their strength and energy until required for use, the proportions of each being kept in view while giving directions for use. These ingredients, with heat and moisture, form and set free carbonic acid gas, which, in seeking to escape from the glutinous dough, causes it to rise and become somewhat porous, while still additional heat cooks and hardens the mass in that form. Thus our grandmothers used the carbonate of potash—then known as pearlsh—made from wood ashes for the alkali, and a quantity of sour milk for the harmless acid which, in fact, caused the effervescence and set free the carbonic acid, as our baking powder now does. Only the requisite proportions of acid and alkali for a certain amount of flour is necessary. All other substances—except the flour or starch—are added, if at all, to cheapen the product and afford a greater profit to the manufacturer. Most of the great "hue and cry" about poisonous baking powders is the veriest bosh and emanates from rival manufacturers as excellent advertisements. That there are worthless baking powders is certain, but there are plenty of good ones and these are not always high in price.

One very important factor must be considered in the cheapening process of every article of commerce, and that is the genius and inventive spirit of the age in which we live. This question is constantly uppermost in the inventive mind: "If one certain article will produce a certain effect, will not some cheaper article produce the same effect? and, if so, may it not be safely and healthfully used?"

Fifty-eight years ago I became acquainted with an English physician in Rochester, N. Y., and was often invited to dine with him and his family. I cannot remember that such an article as baking powder was then in use. The pearlsh, or saleratus with sour milk, and the hop yeast from the breweries constituted the leaven for our bread and cakes of that period, yet here was my friend, the Englishman, using chemically pure muriatic acid (spirit of sea salt) with his alkali for raising the bread eaten by his own family, and believing it to be very superior and healthful. I had been taught that muriatic acid was a corrosive poison. This, in fact, was true; yet largely diluted with water it was used as a medicine, and a tonic and refrigerant; in low forms of fever it was taken internally in 10 to 20 drop doses in gruel. Here, then, was a mineral acid, formed by the action of sulphuric acid upon sea salt which, combined with an alkali, made

a new kind of salt rising. I remember the lightness and sweetness of that bread, and the light tinge of yellow color it caused. I believe that a series of experiments with this acid would have proven it equal, if not superior, to the cream of tartar held in solution in the juice of the grape and at the same time it would be 50 per cent.—possibly a hundred—cheaper.

We have all of us paid too much for baking powder. May it not be that science is moving to conquer? and may this not be the resurrection in a new form of the "spirit of salt," and also may it not be the "mystery worthy the investigation of an expert" which Mr. Meek is seeking?

FRANK A. HOWIG.

Beware of Ruts in Business.

A rut, Webster says, is a furrow worn by a wheel. Would it not be well to add "and commonly made by man for the purpose of hindering his progress?" Ruts are bad and (more is the pity) so many people seem to find comfort in them that they follow them throughout an entire career. If we are to attain our end, make our task successful, we must leave the ruts, not stick to them. It seems to be a weakness of the average man to get into ruts easily and to stick to them tenaciously. Herein lies one of the greatest reasons why the average man is not successful, for it is proverbial that nine out of every ten fail.

It is an easy matter to get into a rut and very difficult to vacate it. We must be conscious of the rut before we can leave it. In many instances what is to-day a rut was, when adopted, a perfect method; but the times and conditions have changed, and the method, instead of progressing and changing as well, kept on in its methodical uniform way and became a rut, and thus, seeing everything moving as it has been wont to move in a way we know was right when we started, we fail to alter it.

This is an era of up-to-date methods, and movements of ten or twenty years ago are out-of-date ruts. If we stick to them we are lost. Ten years ago, if you hadn't on hand just what your customer wanted, he'd take the nearest you had; to-day he'll get just what he wants from your neighbor. Any kind of a store would do a dozen years ago; to-day it must be well furnished, well kept, and inhabited by bright, courteous salesmen, or the best class of patrons will not enter it. Ten years ago, a simple announcement in a local paper was all the advertising a retailer felt called upon to do; to-day he takes more space, spends time writing advertisements that are attractive and that will sell goods, and in every way possible endeavors to make the advertising end of his business remunerative. The up-to-date retailer does this. He knows a rut when he sees it and avoids it.

A short time ago a large manufacturer who feared the presence of ruts, also his inability to distinguish them, invited a friend to inspect his factory. The friend had little knowledge of the shoe business and only that interest which the well-trained mind takes in any subject. But as the manufacturer explained his various methods the friend was quick to see faults and offer suggestions. The manufacturer now claims that this interview pointed out to him ruts, the elimination of which has saved him \$100 a week. Perhaps you can't see the ruts you're running in. Ask some friend—some one who won't lie to please you—how your store looks, how it compares with other stores, how you can improve, and he will probably point out a rut or two that leaving will make money for you.

Philadelphia is to have a plant for the purification of drinking water by electrolysis. Ozone is to be generated by a special plan. The action of ozone upon the impurities of the liquid is to immediately oxidize them, thereby aiding in the decomposition of the impurities by the electrolytic action, thus freeing the liquid from the impurities, and at the same time clarifying and discolorizing the same.

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.....	65&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.....	17
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.....	1 05
Steel nails, base.....	1 75
Wire nails, base.....	Base
20 to 60 advance.....	05
10 to 16 advance.....	10
8 advance.....	20
6 advance.....	30
4 advance.....	45
3 advance.....	70
Fine 3 advance.....	15
Casing 10 advance.....	25
Casing 8 advance.....	35
Casing 6 advance.....	25
Finish 10 advance.....	35
Finish 8 advance.....	45
Finish 6 advance.....	85
Barrel 7/8 advance.....	
PLANES	
Ohio Tool Co.'s, fancy.....	@50
Sciota Bench.....	80
Sandusky Tool Co.'s, fancy.....	@50
Bench, first quality.....	@50
Stanley Rule and Level Co.'s wood.....	60
PANS	
Fry, Acme.....	60&10&10
Common, polished.....	70& 5
RIVETS	
Iron and Tinned.....	60
Copper Rivets and Burs.....	60
PATENT PLANISHED IRON	
"A" Wood's patent planished, Nos. 24 to 27 10 20.....	
"B" Wood's patent planished, Nos. 25 to 27 9 20.....	
Broken packages 1/2c per pound extra.....	
HAMMERS	
Maydole & Co.'s, new list.....	dis 33 1/2
Kip's.....	dis 25
Yerkes & Plumb's.....	dis 40&10
Mason's Solid Cast Steel.....	30c list 70
Blacksmith's Solid Cast Steel Hand 30c list 40&10.....	

HOUSE FURNISHING GOODS.

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

HOLLOW WARE

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

HINGES

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

WIRE GOODS

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

LEVELS

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

ROPES

Sisal, 1/4 inch and larger..... 5 1/4
 Manila..... 8

SQUARES

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

SHEET IRON

Nos. 10 to 14..... com. smooth. com.
 Nos. 15 to 17..... \$3 30 \$2 40
 Nos. 18 to 21..... 3 30 2 40
 Nos. 22 to 24..... 3 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 1/2
 Coppered Spring Steel..... 50
 Barbed Fence, galvanized..... 2 05
 Barbed Fence, painted..... 1 70

HORSE NAILS

Au 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
 Casters, Bed and Plate..... 50&10&10
 Dampers, American..... 50

METALS—Zinc

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

SOLDER

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

TIN—Melyn Grade

10x14 IC, Charcoal..... \$ 5 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, per pound... 9

G. R. IXX DAIRY PAIL.



Write for quotations and monthly illustrated Catalogue.

W. L. BRUMMELER & SONS,
 Manufacturers and Jobbers of
 Pieced and Stamped Tinware.
 260 S. Ionia St. - Grand Rapids, Mich.
 Telephone 640

THE LAST WORD.

Miss Rogers Claims the Prerogative of Womankind.

Copemish, May 25—Having read and carefully considered the reply of my protest, both reply and protest being published in the Tradesman of May 12 under the heading of "Is He a Grocer?" I cannot feel that my objection has been met nor that it is established beyond question that Mr. Conklin is a retail grocer. Only one position did I take in that protest from which I would now care to recede in the least and that was in the few lines at the close in which I touched somewhat lightly upon there being but two on the committee. Had the third member been chosen, he might have insisted, first of all, that competitors show their right to entry in the contest. Besides, a committee of three judges was "nominated in the bond."

Now, it is but reasonable to suppose that the National Cash Register Co., having the matter entirely under their own control, made the terms of their offer exactly as they wanted them and so as to admit exactly the class of competitors they wished to enter the contest. And plainly the Cash Register Co. had the right to reject any essay that did not comply with the conditions of the offer or that was submitted by a person not qualified to enter the contest by the terms of the offer. Had no essay been submitted that complied with all the conditions, then they could have claimed release from their contract without making any award whatever.

The competitors also had certain rights, although I must say that these seem to have been lost sight of.

To admit retired grocers, or persons who had at some time been engaged in the grocery business but had ceased to be so engaged, would make the number of possible competitors greater by a heavy percentage. So I hold that this was an infringement on the rights of the competitors.

Not less important was it that no one possessing a higher degree of proficiency than a competitor, by the terms of the offer, should be allowed to enter the contest. In a race of three-year-olds, would the owners and backers of three-year-olds admit a five-year-old or a seven-year-old on the track? And would their objection be silenced by an assurance that the older horses had attained their proficiency by actual practice on the track and that what was desired was a display of the greatest possible speed?

Now, if the National Cash Register Co. wanted retired grocers or retired merchants of any kind in the contest, they should have said so in the offer or, if they wished a special and enlarged meaning of the expression, retail grocer, that should have been mentioned also; but in the absence of such specifications, I hold that, according to the laws of language, the ordinary and usual meaning of a word or expression obtains—not some special or applied meaning. If I agree to furnish a man a barrel of apples, he will not expect dried apples, or if chestnuts, I cannot substitute horse-chestnuts.

According to the Tradesman of May 12 "the fact that one has, at some time in his life carried on or attempted to carry on that line of trade should not constitute him a grocer." And in the issue of May 5 of the same journal it is stated that Mr. Conklin "is giving his time wholly to real estate matters and renting and caring for his farms." How is it that he continues to be a grocer, when other people under the same circumstances would not be retail grocers? Why make fish of one and fowl of another?

I would refer the Tradesman to the opening of the article by Julius Schuster, of Kalamazoo, published in the issue of March 10: "It is obvious that the subject, 'Thirty Years a Grocer,' implies having been actually and actively engaged in that branch of business for that length of time." And also please note that that able article is termed a valedictory and is spoken of as Mr. Schuster's "Valedictory as a Grocer" in the Purely Personal mention.

I have no personal acquaintance with Mr. Conklin nor his business affairs; but having read carefully the biographical sketch of him published in the Tradesman, it seems to me that in his case merchandising has been one phase in the evolution of a man who is now a capitalist and an investor—in a certain sense, a farmer; but to call him a grocer, from anything I can learn concerning him, is as clumsy and incorrect a use of language as to confound a lusty banyard chanticleer with an unbatched egg.

Does the giving of an award to Mr. Conklin release the National Cash Register Co. from their obligation to give a prize of \$25 and a diploma for the best essay by a retail grocer on the assigned subject?
ELLA M. ROGERS.

The Department Store in Rhyme.

From the Omaha Trade Exhibit.

We are the people.
And we'll tell you something more,
We are on to all the tricks of trade;
We run a department store.

We are the people.
And if you think there's any doubt,
Just step into our mammoth store
And we'll show you all about.

We are the people.
We can sell you anything
From a mammoth hippopotamus
To a jay bird on the wing.

We are the people.
We monopolize the trade;
In any line of merchandise
We have everything that's made.

We are the people.
We sell dry goods, boots and shoes,
Clothing, groceries, hardware,
Meats, and all that people use.

We are the people.
We know how to catch the fish.
We bait our hooks the proper way
And catch them as we wish.

We are the people.
We subsidize the press;
They touch the button, as it were,
Our clerks do all the rest.

We are the people.
We make specialties, you know,
Of "fire sales" and "shipwrecked" goods
And our schemes are not so slow.

We are the people.
Then what matter, by the by,
If we scorch our goods, or salt 'em down,
So we do it on the sly?

We are the people.
We go on the Barnum plan
That the world is full of suckers
And we catch them when we can.

We are the people.
We know it is a sin,
But if we didn't catch the fools
Someone else would run 'em in.

We are the people.
We force small stores to fail,
We take 'em in and sell 'em out;
We are the department whale.

We are the people.
We empty buildings by the score,
We paralyze all real estate
Except around our store.

We are the people.
In child labor we excel;
We employ many females, too,
Who are on the road to—well!

We are the people.
And we do just as we please.
And every time that we take snuff
The public has to sneeze.

A Meritorious Measure.

The Adams general insolvency bill passed the House of Representatives May 18 by a narrow margin of two votes. Representatives Edgar Bricker and Donovan attacked the bill and Representatives Adams and Graham fought for it. When the end of the roll call had been reached, there was still one vote shy of enough. The announcement of this fact caused three representatives to flop and the bill passed by a vote of 53 to 27. It is built on the lines of the Torry bill, and is practically the same measure that was before the Legislature two years ago.

A farmer of Clare county has found that he can increase the egg-laying abilities of his hens by feeding to them old newspapers torn to bits and soaked in sour milk until the whole becomes a pulp. The hens, it is said, like the new food and the inventor expects to see almost any day one of the freak papers come out with the picture of a hen that sets type.

Beaten by a Drumm.

It's generally the man that beats the drum, but a West Owosso butcher enjoys the enviable distinction of being beaten by a Drumm. Not one of the useful, if deep-toned musical instruments used in a brass band, but a fellow-mortal with that high-sounding cognomen. Drumm came from a neighboring town and bought the butcher's meat market, promising to pay for it out of the sales. He of the resounding title stayed three weeks, without paying a cent for anything, and then left between two days. When the butcher came to take inventory he found a very slim stock of meats, no money in the till, and three weeks' rent to pay. The story got out, and Owosso people figure that, as the Drumm beat the butcher, the butcher couldn't beat a drum, not to say anything else. Drumm is quite proficient at beating as he beat the butcher, and also when matters come to a crisis, to beat a retreat; which shows him rather an accomplished Drumm. The butcher thinks it isn't such a snap to be beaten, and says it does beat all that he had to be beat by a Drumm. When they mention deadbeats, nowadays, the butcher gets red as a beet, and changes the subject to policemen's beats.

Again in the Hands of the Governor.

Lansing, May 25—This morning we passed the hawkers and peddlers bill, as amended, and had it given immediate effect, so it will become a law as soon as the Governor signs it. The bill, as amended, calls for a flat \$5 fee in towns of less than 1,000 population; in townships of 1,000 and not over 2,500 population, not less than \$10 or more than \$20; in townships whose population exceeds 2,500, not less than \$15 or more than \$30. We also injected a clause to the effect that the peddler must show his license on demand of any person. S. W. MAYER.

C. E. Blakely, the Mancelona druggist, was recently married to Miss Della Fleet. The Tradesman extends congratulations.

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

Saginaw Mercantile Association

President, P. F. TREANOR; Vice-President, JOHN McBRATNIK; Secretary, W. H. LEWIS; Treasurer, LOUIE SCHWERMER. 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. HELMBER.

Lansing Retail Grocers' Association

President, F. E. 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. PARTRIDGE.

Grand Rapids Retail Meat Dealers' Association

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

WANTS COLUMN.

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

BUSINESS CHANCES.

FOR RENT—BRICK HARDWARE STORE and warehouse. Owing to sickness a chance in a lifetime to step into an old-established business in one of the best towns and best fitted up hardware stores in Michigan. Low rent. A. S. Mitchell, Nashville, Mich. 305

WILL GIVE 100 CENTS ON THE DOLLAR for stock of merchandise in exchange for good piece of real estate. Address Box 93, Memphis, Mich. 304

FOR SALE—JOB LOT OF NEW AND SECOND HAND Cash Registers. Very cheap, Peck's, Standard's, etc. Address J. N. Biddle, 236 South Clinton St., Chicago.

FOR RENT—LARGE STORE IN NO 1 LOCATION for any of the following lines: Boots and shoes, clothing, house furnishing or hardware. Call, phone (317) or address B. S. Harris, 525 South Division St., Grand Rapids. 303

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, r. o. f. g. 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

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

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, Oite Brothers, proprietors. 289

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

FOR SALE OR TRADE FOR STOCK OF merchandise—180 acres of choice timber land on Section 2 of the Haskel land grant, Buchanan county, Virginia; title o. k. Address No. 262, care Michigan Tradesman. 292

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. 229

FOR SALE CHEAP—STOCK OF SECOND-HAND grocery fixtures. Address J. O. Powers, Eaton Rapids, Mich. 283

RUBBER STAMPS AND RUBBER TYPE. R. Will J. Weller, 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—POSITION WITH JOBBING house. Five years' experience with wholesale grocery as shipper, biller and traveling salesman. Address R. 96 Jefferson avenue, Grand Rapids, Mich. 306

YOUNG MAN OF EIGHT YEARS' EXPERIENCE desires situation as clerk in grocery or general store. Excellent references. Address A. Collins, Bad Axe, Mich. 301

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. 205

RECORD OF WOOL PURCHASES

Wool dealers should provide themselves with one of the Tradesman Company's Improved Wool Records, by means of which an accurate and compact account of every purchase can be kept. Sent postpaid on receipt of \$1.

Tradesman Company, Grand Rapids.

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.



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.

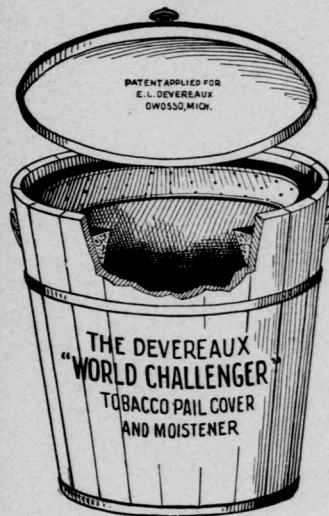


A
PURE
MALT
SUBSTITUTE
FOR
COFFEE
MANUFACTURED
BY

KNEIPP MALT FOOD CO.

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

"There are Others"



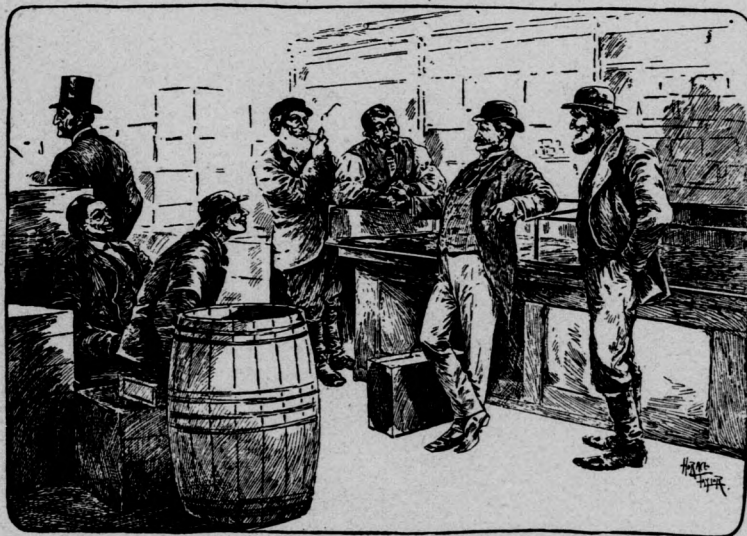
But none but the World Challenger that will never be relegated to the rubbish department.

We have the patent covering every device that rests on the top of the pail and all persons are warned against infringement.—N. B.

The construction of the World Challenger is scientifically adapted to the purpose for which it is designed and is as good for Dried Fruits and Raisins as it is for Tobacco. You do not have to detach the cover to serve a customer. Therefore your goods are always covered and always held at par.

Devereaux & Duff, Owosso, Mich.
Manufacturers and Owners of the Patent.

No Use for Goupon Books



SLOWTOWN, May 3, 1897.

TRADESMAN COMPANY, Grand Rapids:

GENTLEMEN—You need not take the trouble to send me any more circulars about coupon books. I don't like the system. Coupon books won't wait on customers. Coupon books won't deliver goods. Coupon books won't collect themselves. What I want is a system so easy that I will have nothing to do but entertain traveling men while the customers do the rest—wait on themselves and make their own change. When you get up a system of this kind to amount to something I will adopt it, but until you do you might as well save your postage.

WM. EASY.

SLUG SHOT KILLS INSECTS

Sold by Seed Dealers.



Sold by Seed Dealers.

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.

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.

DIAMOND CRYSTAL SALT

makes trade—keeps trade—will do the same for you.

See Price Current.

DIAMOND CRYSTAL SALT Co., St. Clair, Mich.

The Leader of all Bond Papers

Made from New Rag Stock, Free from Adulteration, Perfectly Sized, Long Fiber

Magna Charta Bond

A paper that will withstand the ravages of Time.

Carried in stock in all the standard sizes and weights by

TRADESMAN COMPANY

Manufacturer's Agent,
GRAND RAPIDS.

Do You Sell Suspender?

We make all leather. Also a non elastic web on the same plan improved. You lose nothing to try.

Graham Roys & Co.,

Fitch Place, Grand Rapids, Mich.

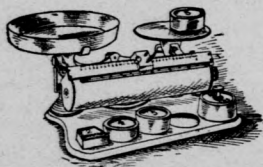
For the want of a nail
the shoe was lost.
For the want of a shoe
the horse was lost.
For the want of a horse
the leader was lost.
For the want of a leader
the battle was lost.

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 SCALE

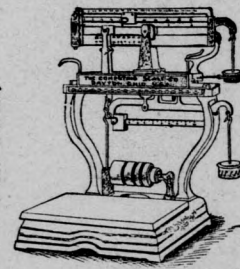
THE DAYTON
Money-Weight Even Balance.



For quick and light weighing.
Capacity, 2 1/2 lbs; finish, enamel with
nickel trimmings; agate or
steel bearings.

THE COMPUTING SCALE COMPANY,

DAYTON, OHIO.



FOR QUICK.

GENERAL WEIGHING.

WEIGHS AND HANDLES GOODS
as accurately as money can be changed.

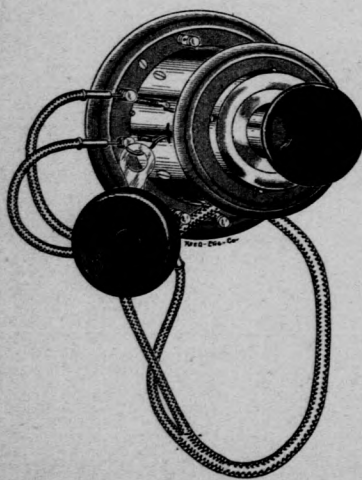
Any dealer knows that a Stove Polish which other manufacturers
try to imitate is the Polish for him to
sell. The enormous sale of



Enameline

The Modern **STOVE POLISH**

proves that dealers are friendly to it, and that consumers will accept no
substitute for ENAMELINE. Why? Because it's **THE BEST!**



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.

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.