

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Volume XIV.

GRAND RAPIDS, WEDNESDAY, JUNE 2, 1897.

Number 715

## PERKINS & BESS, 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.

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

COFFEE

## 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.

## 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.

## STANDARD OIL CO.

DEALERS IN

ILLUMINATING AND LUBRICATING

### OILS

## NAPHTHA AND GASOLINES

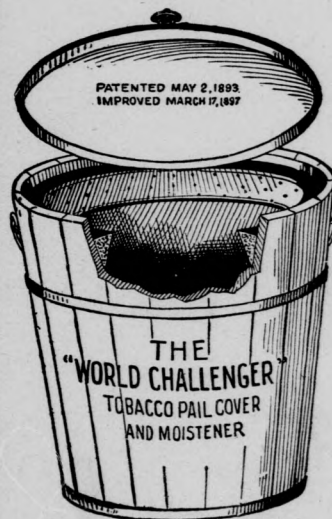
Office and Works, BUTTERWORTH AVE.,

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.

## "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.



# Try Hanselman's Fine Chocolates

Name stamped on each piece of the genuine.

## Hanselman Candy Co.,

Kalamazoo, Mich.

426-428-430 East Main Street,

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

# Use Tradesman Goupon Books

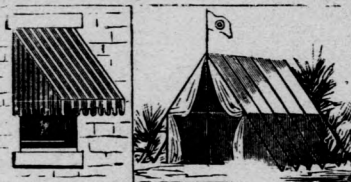
144 is Twelve Dozen, Sir!  
Twelve Dozen is a Gross, Sir!

## 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.

## Awnings and Tents



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

**CHAS. A. COYE, 11 Pearl Street.**

## 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 Trav-  
erse 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 6:00pm  
Ar. Grand Rapids ..... 12:25pm 5:20pm 10:45pm  
**Saginaw, Alma and Greenville.**  
Lv. G R 7:10am 4:20pm Ar. G R 12:20pm 9:30pm  
**To and from Lowell.**  
Lv. Grand Rapids ..... 7:00am 1:30pm 5:25pm  
Ar. from Lowell ..... 12:30pm 5:20pm .....  
**THROUGH CAR SERVICE.**  
Parlor cars on all trains between Grand Rap-  
ids and Detroit and between Grand Rapids and  
Saginaw. Trains run week days only.  
Geo. DeHAVEN, General Pass. Agent.

**GRAND** Trunk Railway System  
Detroit and Milwaukee Div

(In effect May 3, 1897.)  
**EAST.**  
Leave. Saginaw, Detroit and East. + 9:55pm  
+ 10:10am ..... Detroit and East. + 5:07pm  
+ 3:30pm ..... Saginaw, Detroit and East. + 12:45pm  
+ 10:45pm ..... Detroit, East and Canada. + 6:35am  
**WEST.**  
\* 8:35am ..... Gd. Haven and Int. Pts. + 7:10am  
+ 12:53pm Gd. Haven and Intermediate. + 3:22pm  
+ 5:12pm ..... Gd. Haven Mil. and Chi. + 10:05am  
\* 7:40pm ..... Gd. Haven Mil. and Chi. + 8:15am  
+ 10:30pm ..... 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 + 8:25pm  
Ft. Wayne ..... + 2:00pm + 1:55pm  
Cincinnati ..... + 7:00pm + 7:25am  
7:00a.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.

# The President of the United States of America,

To  
**HENRY KOCH**, your clerks, attorneys, agents,  
salesmen and workmen, and all claiming or  
holding through or under you,

GREETING:

**Whereas**, it has been represented to us in our Circuit Court of the United States for the District of  
New Jersey, in the Third Circuit, on the part of the ENOCH MORGAN'S SONS COMPANY, Complainant, that  
it has lately exhibited its said Bill of Complaint in our said Circuit Court of the United States for the District  
of New Jersey, against you, the said HENRY KOCH, Defendant, to be relieved touching the matters therein  
complained of, and that the said

## ENOCH MORGAN'S SONS COMPANY,

Complainant, is entitled to the exclusive use of the designation "SAPOLIO" as a trade-mark for scouring soap.

**Now, Therefore**, we do strictly command and perpetually enjoin you, the said HENRY  
KOCH, your clerks, attorneys, agents, salesmen and workmen, and all claiming or holding through or under you,  
under the pains and penalties which may fall upon you and each of you in case of disobedience, that you do  
absolutely desist and refrain from in any manner unlawfully using the word "SAPOLIO," or any word or words  
substantially similar thereto in sound or appearance, in connection with the manufacture or sale of any scouring  
soap not made or produced by or for the Complainant, and from directly, or indirectly,

**By word of mouth or otherwise, selling or delivering as**  
**"SAPOLIO," or when "SAPOLIO" is asked for,**

that which is not Complainant's said manufacture, and from in any way using the word "SAPOLIO" in any  
false or misleading manner.

**Witness**, The honorable MELVILLE W. FULLER, Chief Justice of the Supreme Court of the  
United States of America, at the City of Trenton, in said District of New  
Jersey, this 16th day of December, in the year of our Lord, one thousand  
eight hundred and ninety-two.

[SEAL]

ROWLAND COX,  
Complainant's Solicitor

[SIGNED]

S. D. OLIPHANT,  
Clerk

The Best  
On Earth  
**Clydesdale Soap**

Manufactured by  
**Schulte Soap Co.,**  
Detroit, Mich.

Premium given away with Clydesdale  
Soap Wrappers.



# MICHIGAN TRADESMAN

Volume XIV.

GRAND RAPIDS, WEDNESDAY, JUNE 2, 1897.

Number 715



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.  
Prompt, Conservative, Safe.  
J. W. CHAMBERLIN, Pres. W. FRED McBAIN, Sec.

Save Trouble  
Save Losses  
Save Dollars

**TRADESMAN COUPONS**

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

The writing room of the bum hotel resembles an overgrown waste paper basket. The ink bottles are dry and dirty. There are blotting pads galore, but they have seen service too long to be of any use. When you have collected your writing material and gotten down to business, some musically inclined individual makes his presence unwelcome by whistling over and over again some worn-out tune. He never knows when to stop; you are unable to concentrate your thoughts; you give up in disgust and repeat this performance at the next town you stop.

The hotel office is the favorite resort of all the loafers in town. Here they congregate and gossip. Here we learn all about the last horse race or baseball game and how Jack got punched in the wind and various other interesting subjects. They fill the windows and ogle the ladies as they pass. The reason we object to this particularly is because we have an eye for the beautiful ourselves, but do not have a chance to get within a rod of the window.

The proprietor of the bum hotel is usually a good hearted fellow, whose intentions are well, but he devotes too much of his time to his saloon, sports or politics. Usually, he provides well enough for his hotel, has plenty of help, such as it is, but does not see that every one in his employ attends strictly to business. It is a delicate matter to call a proprietor's attention to any shortcomings. He is sure to take offense, and we are at once set down as kickers.

Part of the business of a traveling man is to escape from being robbed. There is no class of men who are imposed upon so often. Newsboys demand 5 cents for the paper that they deliver to regular subscribers for 10 cents a week. The drayman charges us 25 cents to handle a trunk, and will haul a ton of freight to a local dealer for 20 cents. The livery men know us by sight. We do not escape from their clutches. We always make dates with the subscription list for a cripple or some destitute family. Our hair raises when we are requested to contribute to a Fourth of July celebration or the building of a bicycle path. The ladies—God bless them!—never let us leave town without taking a chance on some church quilt, vote for the handsomest girl in town, or contribute to the support of the local pastor. At this juncture we always get the worst of it; because the lady invariably approaches us when in the presence of a dealer, and with that winning way acquired by practice, and by the assistance of her friend, our customer, she lands the fish she is after and goes away smiling and thinks, "Travelers are dead easy." Generous as the average traveler is, or likes to be, he declines to open his pocketbook promiscuously, simply because he cannot afford to do so. These amounts seem small, when taken separately, but they amount to a considerable at the end of the year. Our houses object to standing these expenses and the most of us have widows and orphans at home who can

make good use of the money we are called upon to donate in almost every town we visit.

OUIX.

## Grand Rapids Retail Grocers' Association.

At the regular meeting of the Grand Rapids Retail Grocers' Association, held at Retail Grocers' Hall, Tuesday evening, June 1, President Winchester presided.

A. Brink, of the Committee on Sunday Closing Ordinance, reported that the proposed draft of ordinance had been presented to the Council at a previous meeting and was now in the hands of the Ordinance Committee. Accepted. Chairman Winchester, of the Committee on Flour, reported the result of a lengthy and very satisfactory interview with the city millers, the conclusion of which was that the millers agreed to adopt the proposed plan in case the grocers would secure the signatures of about fifty additional dealers. The report was accepted and the Secretary was instructed to secure the additional signatures with as little delay as possible.

The Committee on Sugar asked further time, which was granted.

Letters were received and read from the four yeast companies catering to the Grand Rapids trade, volunteering to cut off those grocers who refuse to maintain the price of tin foil yeast at 2 cents a cake and to co-operate in any way with the Association for the general good.

A. Brink moved that a committee be appointed to call on the twenty grocers handling bulk yeast, with a view to securing their signatures to an agreement to discontinue the sale of same. Adopted. The chairman appointed as such committee Messrs. Brink, Manley and Klap.

Mr. Klap moved that the chair appoint a committee of three to consider the several available locations for the annual picnic and report at the next meeting. The motion was adopted and the chair appointed as such committee Messrs. Vinkemulder, Lehman and Fuller.

E. J. Herrick called attention to the food shows recently conducted in hardware stores, dry goods stores and gas offices, stating that such exhibitions tended to take people away from the regular channels of trade and get them interested in new-fangled preparations which necessitates the grocer still further increasing the already too large assortment of goods handled in all lines.

Mr. Lehman called attention to the effort now being made to introduce frosting preparations.

Mr. Witters stated that he had once consented to the exhibition of a food product in his store, but that he would never consent to such an arrangement again, because the girl in charge hung onto his customers until they were tired out and he noticed that they would not come into the store again until the girl was gone.

Mr. Winchester stated that he had no objection to selling goods actually called for, but he disliked very much to be wheedled into buying lines which did not sell except for a few days when the promoters of the articles were in the city.

There being no further business, the meeting adjourned.

Detroit—Two chattel mortgages have been filed by the Clover Condensed Milk Co., aggregating about \$52,000. The first mortgage is in the name of D. N. Avery, and is for \$1,000. It covers all the chattels owned by the company in Northville and on Woodward avenue in this city.

## Not the Original Baker House.

The Saginaw correspondent of the Tradesman recently filed the following complaint against Walter Baker & Co. on account of an alleged violation of the amiable relations between the various branches of the trade:

The retailers and jobbers of this city are complaining about the Baker chocolate company doing business directly with consumers. They offer, for sales that are made to consumers, a bicycle as a prize. This doing business directly over the heads of the retailers and jobbers affects them not a little, as they are expected to handle the Baker goods.

Recalling the record of the house and its broad-minded policy in dealing with the trade, the Tradesman brought the complaint to the attention of Walter Baker & Co., promptly receiving the following reply:

Boston, May 29—In reply to your favor of May 26, we beg leave to state that the Baker referred to by your correspondent as selling directly to the consumers and offering bicycles as prizes is one W. G. Baker, of Springfield, Mass., of whom we have no knowledge except through a few letters recently received from persons who have supposed that we were offering prizes for the sale of our goods. We are selling now, as heretofore, only through jobbers and wholesale dealers, and we never offer prizes in any form. If W. G. Baker sells our goods, he must get them from some jobber; he does not buy directly of us. We thank you for calling our attention to the matter; and should be glad to have you correct the error into which your correspondent has fallen.

## Preliminary Arrangements for the Lansing Convention.

Frank Spinning has been selected to act as Local Secretary on the occasion of the fifteenth annual meeting of the Michigan State Pharmaceutical Association, which will be held at Lansing the first week in August. Secretary Schrouder is preparing a programme which he expects to have ready for publication in the course of a couple of weeks. The convention will last two days, but how much of the time will be devoted to sports and entertainment features has not yet been decided upon.

## Michigan Retail Grocers' Association.

E. A. Stowe, Secretary of the Michigan Retail Grocers' Association, is in Detroit this week for the purpose of deciding on the dates and effecting preliminary arrangements for the August convention of the organization, which will be held under the auspices of the Detroit Convention League. Incidentally, Mr. Stowe will address the Detroit Retail Grocers and Butchers' Protective Association at the regular meeting of the organization this evening.

## Concern of Questionable Character.

A correspondent enquires as to the responsibility of Comstock's Law and Collection Agency, of Oswego, N. Y. Aside from the fact that the Postoffice Department recently issued an order, depriving the concern of the privilege of the mails, the Tradesman knows nothing. An investigation will be instituted, however, and a report made thereon as soon as the investigation is completed.



## THE RIGHT POSITION.

## Height of the Saddle—Objections to Springs.

From the New York Sun

About a dozen enthusiasts, old and young, were discussing the old yet ever new subject of clothes in an academy on the Boulevard the other day, when two experts came in from the road in a great state of excitement.

"What do you all think," called out one, a tall, stunning looking girl, wearing a short linen skirt, "we've been insulted!"

"Yes, and we are perfectly furious!" chimed in her smaller companion.

"What's the matter?" asked an angular woman. "Has some boorish driver annoyed you?"

"Or some masher tried to have a chat with you?" added somebody else.

"Neither," answered the tall expert. "The dreadful part of it is they were our friends. You see, we sat down on one of those benches on the crest of Claremont Hill to rest a while, and pretty soon along came two of our men friends. We know them as well as we know ourselves. They were college chums of our brothers at Yale, and that's what makes it so hard to bear."

"And if they had only attacked us," put in the little one with great emphasis on the "us," "we wouldn't have minded so much, but they cast reflections on the cycling sisterhood of this city. Brutes! It's strange that men can be so unkind to women, when they are so thoughtful and kind to themselves, and so careful not to wound their own feelings."

"What on earth did they say that was so offensive?" asked a stout, good-natured girl.

"Why just this," hastily answered the tall one. "One of them, after watching the cyclists go by for awhile, said that five minutes spent in amusing oneself in that way was enough to convince any well-informed judge of cycling that the majority of women riders assume most ungraceful and hurtful positions on the wheel. He went on to say that at least two-thirds of the women bicyclists in Greater New York are improperly seated; that they are seated either too far back or too far forward, or have their saddle too high or too low, and that the handle bar is oftener than not raised to an altitude that makes it almost useless as an aid to pedalling, and gives to a rider an attitude more suitable to playing a game of leap frog than to wheeling. Now, wasn't that outrageous when it was admitted long ago that women as a rule look much better on the wheel than men?"

"You don't mean to say that the other man agreed with him?" said an elderly matron incredulously. "I didn't think that there could possibly be two men in all this great city who hold such an absurd view."

"Yes," piped up the little one enthusiastically, "he did agree with him, but when he saw how angry we were about it he said he thought that the fault lay entirely with the men for allowing their women friends to assume these ungraceful and hurtful positions, and that the men ought to correct it."

"Humph!" grunted Mrs. Axtell, the woman instructor, who had been a silent listener. "The average man knows no more about adjusting a wheel and assuming a correct position for easy and graceful wheeling than the average woman."

"You don't mean to say that you agree with what these men said to us?" asked the smaller of the two newcomers, turning on her in astonishment.

"They are exactly right. Go and stand out on the Boulevard for a quarter of an hour right now and observe every woman closely as she rides by, and your own eyes and common sense will convince you that your friends are right. And it is the fault of the men, in a way."

"What is the fault with the riding of the majority of women?" asked a thoughtful girl who is always declaring in favor of bloomers, although she does not even wear a very short skirt.

"To begin with," said Mrs. Axtell, and immediately every one was on the alert to catch everything she had to say, "most women ride saddles with a spring, which, if they would take my advice, they certainly would not do. I've been studying this question of saddles for six years very closely, and, while I am not yet prepared to say all I hope to say about it authoritatively, I am convinced that a saddle with a spring is positively injurious to man or a woman, particularly a woman. When the saddle is put on the post it is put on comparatively straight, to be comfortable; generally it is slightly tipped upward in front, perhaps so little as to be barely perceptible. You women forget that spring in the rear, and when you get on your weight takes the saddle out of its proper position and gives you that hideous round look from the waist up, which I am sorry to confess most wheelwomen have. Again, most women ride with their saddles too far back. Every one will ride more easily and gracefully if the saddle is put on in front of the seat post and not behind, as so many have it. Then you are right over the pedals and pushing them becomes a real pleasure. Another disadvantage in being seated too far back is that you have to reach over to the handle bars, which is awkward. The handle bars should be adjusted so that the arm will be straight from the shoulder to the wrist. One reason why you see so many women who look bow-legged in the arms when riding, as a small boy put it, is that the handle bar is raised to an uncomfortable altitude.

"Women also have a tendency to ride with the saddles too high," continued the authority. "This is a little evidence of their inherent vanity. It looks pretty to push along with the leg perfectly straight, but it will finally injure the strongest woman on the face of the earth. It is very hurtful to ride with too long a reach."

"What is the proper reach?" asked a tall girl who has always striven to ride with her legs as straight as possible.

"Your saddle should be at such a height that when the pedal is at its lowest point you can put your instep under it without straining."

"I thought it was the heel you wanted to put under it," interrupted a novice who thinks that she hasn't much to learn about cycling.

"That's just the mistake that most of us make," resumed Mrs. Axtell, "and nobody tells us any better. The result will be a lot of injured women if they don't correct their positions awhile. Women also have a way of pedalling with one foot more than with the other. This is merely a bad habit, and should be corrected. You should follow your pedals—follow them, I say, and by that I mean that you should use the same amount of pressure all the time. Don't put on power when the pedal is at its highest point, and then let up as it is coming up from the lowest point. That's what you all do, isn't it, now? Maintain a strong, even pressure when the pedal is coming up as well as going down. That's the only way to get a neat ankle motion, and it will make pedalling much easier and less tiresome. I should think that wheelwomen by this time would have learned when buying a wheel to go to a trustworthy house and have their wheels perfectly adjusted before attempting to go on the road. Instead of that a woman buys a wheel, and when the salesman suggests adjusting it for her, nine times out of ten she impatiently exclaims: 'Oh, I'm not going to bother about that. Send it right home. My brother, or husband or some man friend rides and he'll adjust it for me.' The mischief of it all is that her male acquaintances don't know any more about it than she does. They've done the same thing when purchasing their wheels, and, anyway, what your two men friends said to you at Claremont," turning to the tall, stunning looking enthusiast, "applies to men as well as women. They should have said cyclists where they said wheelwomen, for any close observer can see very readily that wheelmen know no more about the proper ad-

justment of a wheel and the correct position than their sisters. I'm talking about the average riders now that we meet on the Boulevard."

There's one thing you've said that I don't understand at all," said a stout woman. "And that is that you do not approve of a saddle with a spring. I don't believe I could ride a block on a saddle without a good spring, and I've always heard that such saddles were always the best. Why don't you approve of the spring?"

"Madam, I've given the subject of saddles very close study, as I said before," answered the authority emphatically. "Springs will not do. If I had my way, I'd destroy every woman's saddle with a spring in existence. I'd like to get up a crusade against 'em and preach saddles with no spring to cycling womankind. I've already explained how one is thrown out of the correct position on a saddle with a spring, but that is the worst feature of these instruments of torture in disguise. The vibration that

one gets from a spring is most injurious to a woman. Can you fancy riding horseback on a saddle with a spring? No. Well, it's just about as sensible to use one on a wheel. Oh, you think you could not stand a hard saddle? Let me tell you that you could. A woman has to get used to any kind of saddle. She has to get used to a pneumatic saddle or one with a spiral spring a foot high; so why not get used to the proper kind of saddle at the outset—that is, a hard saddle with no spring? When riding on a level, you do not need a spring, and when going over cobble stones, car tracks, rough places, and so on all you have to do is to rise off the saddle and half stand on the pedals. When you sit down again, if your saddle has no spring, you know where you are at. You find yourself firmly seated, but if the saddle has a spring you go bouncing and bobbing up and down, and that is injurious to any woman."

"Say," spoke up a girl, who spent last summer wheeling through France,

"The KING can do no wrong"

MONARCH BICYCLES ARE FAULTLESS

MONARCH CYCLE MFG CO  
CHICAGO NEW YORK  
LONDON



of luck. Clipper  
Clipper dealers  
are a profit during  
the "closed season." Clipper  
bicycles are the  
result of years of hard work  
and careful, conscientious study, coupled with thoroughly  
organized labor, an almost perfect plant, and a desire to  
run the Clipper business on a basis of equality. That's why  
Clipper bicycles are the bicycles you ought to buy at the  
prices you ought to pay.

## THERE'S A CATCH

for your life. "There is a certain amount of luck in fishing." But it's different in bicycle making. There's no such thing as luck. A successful bicycle builder doesn't come by chance, he doesn't "happen." He gets there by hustle, push, energy and experience. You can't make a 3-year old steer in a minute. A good bicycle can't be made with one year's experience in any factory. A high grade wheel is the product of old and experienced makers only, (makers who have given years of time and thought, spent thousands of dollars in experimenting and perfecting plants). They are the people who make high grade bicycles.

Clippers are not "chance" bicycles. Clippers are not the result of success did not "happen." They always "open the season" with riders. Clipper dealers can figure the "closed season." Clipper bicycles are the result of years of hard work and careful, conscientious study, coupled with thoroughly organized labor, an almost perfect plant, and a desire to run the Clipper business on a basis of equality. That's why Clipper bicycles are the bicycles you ought to buy at the prices you ought to pay.

MADE BY THE

"CLIPPER PEOPLE," Grand Rapids, Mich.



and proposes to ride through Germany this season, "can anybody tell me of a bicycle crate, or trunk which is really practical? I've searched high and low and haven't been able to find one, and unless I do I will stay at home. I've made up my mind never to travel with an ordinary bicycle trunk again, because I'm sure one more summer with one would spoil my chances for Heaven. Everywhere I went it was the same. The porters cursed and swore a blue streak and refused positively to handle my bicycle trunk unless assured of a fee, and it was so much in my way in my room at the hotels that I used to threaten to make kindling wood of it. But I don't believe there is such a thing as transporting a bicycle comfortably."

"Bosh," ejaculated a gum-chewing wheelwoman. "Haven't you seen the new folding bicycle crate which shuts up like a jack-knife? It's a peach. It is different from all other crates, inasmuch as it has no parts to come off."

"Tell us all about it," said all the women.

"Well," the authority continued, working her jaws deliberately, "When you go for this crate you find it all together. One part isn't nailed on the chicken coop, and another used to prop up a window. All of the metal parts are made from roll steel and riveted. There are no screws to come loose or drop out; the wood part is made of Georgia white wood, which is the toughest and lightest timber known. When folded the crate occupies a very small space, as it folds perfectly flat. I keep mine tucked in one corner of my wardrobe. It will fit any bicycle, and locks firmly together with one simple bolt and special locking attachment, putting the crate and tool box securely under lock and key at one operation without the use of a single tool."

"Do you have to remove saddle and handle bars?" asked a tall girl.

"No; you simply turn the handle bars around and loosen the saddle and turn it on edge. The pedals are all that have to be removed, and you all know that no trunk or crate has ever been made that will not spring the crank hanger if the pedal is left on. The single crate weighs only twenty-three pounds, while that built for a tandem tips the beam at thirty-four. There is also one for transporting two wheels, which weighs forty-three pounds. A wheel can be crated or uncrated in a few minutes by anyone. The Recording Angel must like this crate because it must save him a great deal of figuring. Did you ever live in a big boarding house and hang out of the window for an hour or two at a time to listen to the boarders crating their wheels in the back yard, preparatory to making their summer flight? Yes? Well, you know how blue the air gets. People talk about swearing like a trooper or a sailor. Why, the poor sailors and troopers use mild language, comparatively speaking."

"What do these crates cost?" asked a girl.

"A single crate costs \$4; tandem crates, \$5; crates for two bikes, \$7; but if you have curtains it is \$2 extra. The curtains are made of duck, and are waterproof. A man in Stockbridge, Mass., told me that he had travelled with one of these crates 12,000 miles, without breaking a part of it, without once having to pay excess baggage or having to fee any one for handling it, and without once swearing because it was in his way. Isn't that a record? Nearly all wheel commercial tourists, as some of them call themselves, use these crates to carry their samples. A trunk with two wheels weighs more than 185 pounds, while one of these crates, with two machines, falls under one hundred. The saving in excess baggage is quite a saving. I wouldn't take anything for mine."

"That settles it," remarked a jolly girl. "Every wheelwoman here will have one. They are good things. Let's push 'em along."

A Spokane land office has decided that a woman who has been divorced from her husband cannot maintain any homestead rights accruing to him, on account of prior marital relations with him.

#### How Tires Are Colored—Causes of Deterioration.

Although a half century has elapsed since India rubber became an important factor in the construction of mechanical devices, which was made possible through the process of mixing the crude gum with sulphur and other articles and submitting the mass to a temperature of 290 degrees, which melted the sulphur and gave the rubber the mechanical elasticity which you see in manufactured goods, to most people the component articles of manufactured rubber, like boarding house hash, remains a mystery; and the same is true of the many changes that the crude gum underwent in order to make it fit for the office it is required to fill in any mechanical device. As a matter of fact, inner tubes for tires, rubber bands and other goods highly elastic, are mechanically pure gum, that is, they contain about one pound of sulphur to eight pounds of rubber or thereabouts, with very little, if any, other ingredient.

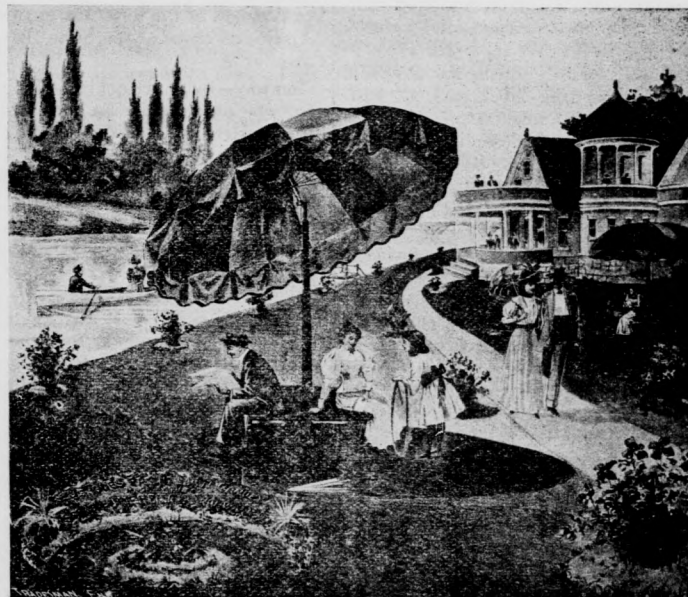
Quite recently a number of tires of various colors have been placed upon the market, such as the Vim floxine, the Hartford red, green and black. This coloring is a topic of discussion among those familiar with the rubber business. For instance, if you pay a visit to the salesrooms of these concerns, you often hear remarks as follows: "Are these tires painted? Will the color wash off in the rain?" etc., etc. The clerk in charge generally informs the party that it is the color of the rubber and hence it will last, but this only answers the enquirer that the color is lasting and does not gratify his curiosity as to how they are colored. Red rubber is made by grinding into it a mineral substance that comes from the mines of England. It is of a bright red hue and is known in the commercial world as English vermilion. The other colors are generally mineral substances. But the greatest care in the manufacture of rubber goods is in the mixing of the compounds for the various articles. For instance, an inner tube is required to be of great elasticity, while the outer casting must be tough and firm, yet soft and pliable, and have great wearing qualities, and to accomplish these results their component parts are entirely different.

The stock in the casing is largely composed of a mineral compound, possibly ground zinc, which gives to it the metallic toughness, and, in order to overcome the stiffness and to keep it from cracking, a quantity of Englas degreas or wool oil is also used in this compound, and the quantity of sulphur is also increased in articles of this kind. The metallic compounds are increased according to the amount of metallic service an article of which it is constructed is required to perform, an example being a car spring, which has much more mineral compound than a tire casing.

At the price at which tires are now selling, with the rubber market around the 90 cent mark and at least three pounds of pure gum consumed in each set of road tires, and added to this the manufacturing and selling costs, risks, etc., it is readily understood that the profits of a tire factory are derived from the volume of business rather than from the percentage on each tire. Large tire factories could hardly sell tires at a profit at the present prices a few seasons back.

In Germany the authorities tax a dog according to size.

## Sprague's Patent Lawn Canopies and Seats



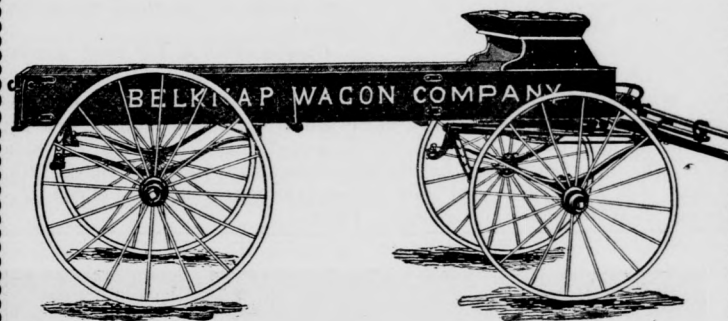
ON THE LAWN AT RENAPPL.

A Beautiful Lawn Shade. Easily handled. Does not hurt the lawn. Affords rest and comfort for a dozen or more people. Made only by

**THE SPRAGUE UMBRELLA CO.,**  
NORWALK, OHIO.

A beautiful Lithograph sent free on application.

## 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.



## Around the State

### Movements of Merchants.

Belding—Frank Howk will shortly open a branch bakery at Lowell.

Lansing—H. B. Morgan succeeds Morgan & Cross in the bicycle business.

Saranac—M. B. Wilkinson has purchased the meat market of Gloster & Butler.

Plainwell—F. E. Bushman has sold the Whitney drug stock to S. E. Morgan, of Grand Rapids.

Grayling—The H. Joseph Co. is succeeded by Rosa (Mrs. Hyman) Joseph in the clothing business.

Detroit—Hart, Roman & Co., wholesale and retail cigar and tobacco dealers, have dissolved, Sim Hart succeeding.

Petoskey—Ralph Conable, Jr., and F. E. Jennings have formed a copartnership for the purpose of embarking in the laundry business.

Onondaga—W. Scripture, who has been running a bakery in this place for the past year, will remove to Lake Odessa in the near future.

Parnell—Dr. G. E. McAvoy has purchased the store building occupied by J. Mulligan and will shortly put in a line of drugs and medicines.

Benzonia—E. T. Huntington has purchased the grocery stock of C. W. Hearn & Co. and will continue the business at the same location.

Lake City—Louis Sands has discontinued his mercantile establishment here, having shipped the unsold portions of the stock to Manistee.

Drenthe—R. Bredeweg has sold his general stock to J. Farma, who will continue the business at the same location. Mr. Bredeweg will espouse agricultural pursuits.

Ithaca—Arenstine Bros. & Mier, of Cleveland, have foreclosed their mortgage on the jewelry stock of A. B. Scattergood and are closing out the goods at auction.

Orange—H. H. Jordan has sold his general stock to Riley W. Harwood and Oscar Bliss, who will continue the business at the same location under the style of Harwood & Bliss.

Sherman—B. H. Rose, finding his present store space inadequate for his stock of hardware, has rented the G. A. Lake store building and has moved a portion of his stock into it.

Jonesville—The citizens of Jonesville have subscribed enough money to rebuild the dam which washed away, and the flouring mill, owned by Grosvenor & Co., which has been closed for nearly a year, will be opened and run by Charles E. White and Wm. Coleman.

Detroit—Benjamin Marks and I. Clyman have formed a copartnership under the style of the Randolph Tailoring Co. and embarked in the merchant tailoring business at 62 Monroe avenue.

Deckerville—This place will have a new bank, organized under the State law, which will open this week. The stockholders of the new institution are the same as those of the State Bank of Carsonville.

Onaway—A. V. Hinckley, of Cheboygan, who purchased a lot here last fall for the ostensible purpose of going into the mercantile business, says that as soon as the work of construction begins on the D. & M. extension, he will build a store and get ready for business. He says that he knows of other firms who contemplate locating at Onaway as soon as the railroad is assured.

Evart—Several Evart merchants were swindled by a stranger the other day. The method used by him was to go into a place, buy small articles and offer a \$5 bill in payment. As usual, the change would be in silver, which he would place in his pocket and pass out, but return soon, saying one of the dollar pieces given him was bogus, offering a bad coin as witness, saying as that was all the change he had, he surely got it there. Then he would receive a good coin. The stranger left town before the swindle was discovered.

### Manufacturing Matters.

Stanton—Holcomb Bros. have added a 40 horse power engine and boiler to their feed mill.

Alma—The factory of the Alma Anti-Coffee Co. is turning out 300 pounds of the product daily.

Holland—The Ottawa Furniture Co. has moved its railroad track in order to make room for a larger dry kiln.

Farnsworth—Goggins & Sturgis are making several additions to their sawmill, putting in broom handle machinery and dry kilns.

Traverse City—Charles Irish has perfected arrangements with the Potato Implement Co. for the manufacture of his "anti-ant" sugar can or bin.

Alpena—F. W. Gilchrist's mill has begun sawing pine. During the spring it cut 1,800,000 feet of hardwood lumber, nearly all of which was maple for flooring.

Oscoda—Hull & Ely have purchased the lumber and shingle mill known as the "Tanner mill," from the Oscoda Lumber Co. The sawmill will not be operated this season, but the shingle mill has started up with enough timber in sight to keep it busy the rest of the season.

Branch—A. J. Marvin & Co. are repairing the flouring mill and will double its capacity and improve the quality of its output by the new machinery they are putting in.

Fremont—Andrew Gerber has retired from the tanning firm of D. Gerber's Sons. The business will be continued by Joseph, Cornelius and Frank Gerber under the same style.

Interlochen—The Wylie Cooperage Co. employs 100 hands the year around. The company will cut 4,000,000 feet of logs this season. Its output is 60,000 hoops and 30,000 staves per day.

White Cloud—James Hazelton has purchased the Wiley sawmill and will move it to this village, locating it on the old grounds of the Wyman planing mill. He will add a planing mill to the plant.

Alamo—The Alamo Valley Creamery Co. has begun operations at its new creamery. John N. Ransom is President of the corporation, H. W. Phillips is Secretary and E. P. Hackley is Treasurer.

Alma—The Alma woolen mills have been sold to H. W. Moore, who has managed them for the past four years for the owners, W. S. Turck & Co. The plant will be enlarged and equipped with the latest machinery.

Detroit—Articles incorporating the Detroit Alaska Knitting Mills have been filed with the County Clerk. The capital stock is \$25,000, all paid in. The stockholders are Isidor Frank, 2,470 shares; Adolph Sloman, Elias Frank and Mark Sloman, 10 shares each.

Portland—E. D. Verity, Secretary of the Portland Furniture Co., has formed a copartnership with J. H. Verity under the style of the Verity Manufacturing Co., for the purpose of embarking in the manufacture of the Invincible washing machine, invented by J. H. Verity.

Traverse City—William Beitner has received the machinery for his new curtain pole factory and work has been begun upon the enlarged structure. The building will be raised two stories in height, also enlarged in ground space. The new machinery will be placed in position at once, as additional facilities are badly needed to handle the increasing trade.

Lansing—Clark & Co. have merged their carriage manufacturing business into a corporation under the same style. The officers of the company are as follows: President, Albert Clark; Vice-President, E. H. Davis; Secretary and Treasurer, A. A. Nichols; Assistant Superintendent, Frank G. Clark. The same gentlemen compose the board of directors.

Alpena—The Montmorency Shingle Co. is building a large saw and shingle mill on the east branch of Black River, two miles west of Connersville, on the line of the new extension of the Alpena & Northern Railroad. The firm has purchased the cut-over lands of Burrows & Rust, of Saginaw, and Alger, Smith & Co., of Detroit, securing a large quantity of shingle timber.

Portland—After thoroughly investigating the advantages offered at Mentone, Ind., Edgar Mayette has decided to locate his basket factory in Portland. He is on the ground now and has left an order for stock to be ready in three weeks, by which time he expects to be established. Mr. Mayette will operate on his own responsibility, asking no bonus and not seeking to interest local capital.

Muskegon—Carl W. Junge is preparing to erect a tannery on a site northeast of that occupied by the Loescher plant, which will place the building right at the edge of the water. The main building will be of frame construction 100 by 24 feet, one and a half stories high. The intention is to manufacture fancy leather, such as Dongola, Russia, etc., and to start the business on a moderate scale, with the intention of making it a growing one.

Jackson—The Eberhard Manufacturing Co., organized under the laws of Ohio, has filed a bill in chancery in the Jackson Circuit Court against the Collins Manufacturing Co., which will allow the courts to pass upon the question of holding stockholders of a corporation liable for the debts of that corporation. Last February the Eberhard company was given a judgment in the Circuit Court against the Collins Manufacturing Co. for \$46,518.39 for damages which it had sustained by reason of the non-performance of certain promises. A writ of fieri facias was issued and placed in the hands of the sheriff, commanding him to seize such property of the company, as, converted into money, would satisfy the judgment. It is set forth that he could find no property of the company. The bill asks that Dwight S. Smith and Henry H. Smith, Jr., the stockholders, be made defendants and that they be ordered and decreed to pay the judgment mentioned. There are other creditors interested in the suit and some \$75,000 of claims is involved.

### Not a Common Carrier.

"George, I wish you'd leave this little package at the express office."  
"Me carry a bundle? I guess not. Besides, I've got to lug both my tires and a handle bar down to the repair shop."



**J. P. Platte,**

Manufacturer and Jobber of

**Umbrellas, Parasols,  
Walking Canes** ☞ ☞ ☞

ESTABLISHED 1877

This represents, in 1897, a portion of the Retail Department of this store, which is one of the finest in America.

Umbrellas ranging in price from 20 cents to 20 dollars each.

Prompt attention given to trial mail orders for anything in this line at wholesale prices.

**58 Monroe Street, Grand Rapids, Mich.**



## Grand Rapids Gossip

L. S. Sinclair has opened a grocery store at Ithaca. The Lemon & Wheeler Company furnished the stock.

Geo. A. Graham has opened a grocery store at Big Rapids. The Clark-Jewell-Wells Co. furnished the stock.

Haas Bros. have opened a grocery store at Bauer. The Olney & Judson Grocer Co. furnished the stock.

John Baver, meat dealer at South Frankfort, has added a line of groceries. The stock was furnished by the Clark-Jewell-Wells Co.

Noorman & Sytsema have embarked in the grocery business at the corner of Grandville avenue and Goodrich street. The stock was furnished by the Ball-Barnhart-Putman Co.

The Committee on Ordinances of the Common Council, which had under consideration the petitions of the grocers and meat dealers of the city for a Sunday closing ordinance, recommended taking no action in the matter at the meeting of the Council Tuesday evening, on the ground that the State law on that subject is adequate for the protection of the trade.

The vacancy caused by the death of N. B. Clark in the directory of the Michigan Bark and Lumber Co. has been filled by the election of Mrs. I. J. Clark. Clarence U. Clark succeeds his late father as President of the corporation, W. D. Wade will continue as Vice-President and Miss Minnie M. Clark takes the positions of Secretary and Treasurer, formerly filled by her brother. The business will be continued without interruption and pushed as vigorously as circumstances will permit.

The Tradesman is pleased to note that the Brummeller brothers, doing business under the style of Wm. Brummeller's Sons, have decided to appeal from the verdict rendered against them in Police Court last week finding them guilty of receiving stolen property. The case possessed so many elements of injustice and the charge of the judge was so manifestly biased and unfair—from the standpoint of equity and common sense, although it may have been good law—that the Brummellers insist that their standing and reputation in the community entitle them to another presentation of the case in a higher tribunal.

The fact that the market site was filled in during the winter, while the earth was frozen to a considerable depth, to be followed by the long-continued high water of the spring months, makes the work of preparing for the improvements very slow. It is with considerable difficulty that the heavy rollers can be used, and in many places they sink into the yielding, spongy earth to depths from which it is difficult to extricate them. It will require a considerable time before there can be secured enough stability to warrant the work of laying out and improving the streets. The filling in of the approach is progressing rapidly, something like a thousand loads having been dumped into the head of the old steamboat channel. This part of the work will easily be kept ahead of the other improvements.

### The Grain Market.

Wheat has been on the downward turn since our last report and the cash article is fully 10c lower, but futures

have not suffered in the same proportion. July wheat receded only 4c—and all this decline without any apparent cause, only no trading. The markets are very short of wheat, but the mills have some to grind, although they are unable to replenish their stock; in fact, there is no wheat offered to speak of. Whenever there is any offered it is at a prohibitive price. How long will this condition of things exist? The visible decreased 1,399,000 bushels, being 600,000 bushels less than was anticipated, which caused a drop of 3c per bushel from the opening to-day. The fact that harvesting had commenced in Texas also had a weakening tendency on the market, as she has a good crop of probably 8,000,000 to 10,000,000 bushels. This, however, will not cover the shortage in Missouri, to say nothing of the shortage in Illinois, where only 10,000,000 bushels is anticipated, against her usual crop of 35,000,000 bushels. Indiana will not have more than 55 per cent. of an average crop. Otherwise, the situation is as strong as ever. All this goes for naught when the Chicago bears are selling scenery. Wheat in our own State is not making the progress it should, as the weather has been too cold since the heavy rains. We hear that the crop is very uneven and that the prospects for a good crop are not as encouraging as they were ten days ago. Still, some warm weather may accomplish wonders yet. Our exports are fair and the shipments go on as usual; but the great question asked by millers is, Where will we get wheat enough to grind until the new crop comes in?

Corn is also dull and has declined somewhat during the past week, caused by the enormous receipts of 1,000 cars at Chicago Tuesday. Oats are dull, as is usual, and the longs are dumping what they have, consequently the shorts are in their glory and are plucking up courage to put out new lines, notwithstanding it is very dangerous under the present conditions.

The receipts of grain during the week were 58 cars of wheat, 7 cars of corn and 14 cars of oats—rather above the average.

Local millers are paying 72c for wheat.  
C. G. A. VOIGT.

### Flour and Feed.

There has been no material change in the general condition of the flour market during the past week. The demand is still limited to the actual needs of the trade from day to day; and until the wheat market takes a turn for the better we do not anticipate much improvement. There is nothing new in the foreign situation. The downward tendency of wheat on this side, in face of the strong statistical position of wheat, has caused an unsettled feeling and foreigners seem exceedingly timid about taking hold. They are evidently looking for still lower prices with the movement of the new crop.

Millstuffs continue in light demand and the easier tone of coarse grains has not been very encouraging to buyers.

WM. N. ROWE.

James E. Granger, the Duluth wholesale grocer, is in town for a few days for the purpose of attending the wedding of his niece, Miss Parker. James is just as gay and debonair as of old when he resided in Grand Rapids.

Frank T. Lawrence (Putnam Candy Co.) is spending a few days in Chicago.

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

## The Grocery Market.

Sugar—Profiting by past experience, the refiners are likely to get in a full year's supply before the advance of the duty and so make their millions, as they did under the Wilson-Gorman bill, while the public treasury will be short the same number of millions. Refined sugar in Europe is strong and raws are firm, with an advancing tendency. No matter how the tariff is finally settled, refined sugars are bound to seek a higher range of values.

Provisions—The trade has been somewhat unsettled by the large movement of hogs and the market has weakened to some extent, more on apprehension as to what may come than on conditions that have in fact arisen. As a matter of fact, the gain in manufacture of product since March 1 has been greatly exceeded by the increased disposition of product in foreign channels during this time, both meats and lard, and there appears to be no reason why the domestic absorption of product has not likewise been fully up to or in excess of last year. These are conditions which should not be lost sight of by the trade. The month of May presents a record decidedly in excess of the corresponding month in any previous year, in number of hogs killed by Western packers, and a considerable increase compared with the same month last year, which was without precedent. The month of June is not to be expected to maintain such a comparison; in fact, it is not unlikely that the total may fall short of the corresponding month last year.

Tea—Dealers report that the turn which has characterized the market for several weeks is in excess of anything heretofore experienced, including the booms of 1879, 1884 and of the Chinese War. While the market has advanced no further during the week, it is still strong. Stocks in jobbers' hands are very fair and the available supply is not liable to give out, by any means. Opinions differ as to the probability of the adoption of the duty.

Coffee—No change in quotations. Reports from the East show that the roasting trade are the largest buyers in the market. Prices in an invoice way seem to be a little easier, although the parity of the Rio and Santos markets is above that of this country. The receipts at Rio and Santos are increasing. The new crop is expected to arrive in the course of two weeks in the Santos and Rio markets. The crop for the coming season is promising to be large. The European market is reported easier and about level with ours. Low grades of coffees in this market are most sought.

Fish—Prices show no improvement, but a good, healthy demand is springing up, which, if it becomes active, may result in an advance. Mackerel is improved, the demand being fair, but prices are easy. Cod is in fair demand and lake fish is better and is nearly cleaned up. The price is unchanged. Salmon is moving well, but prices are no better. The prices on the new pack are decidedly under what they were last year. The consumptive demand, also, is scarcely better. Lobster futures are still firm and the packers are manifesting a disposition to refuse further orders.

Canned Goods—The market is very quiet here, not half the average volume of business being done. Staple vegetables, like corn, tomatoes and peas, are in better request than canned fruits, which seem to be looked at as a luxury and avoided. There is nothing to be

gained by offering canned goods at a bargain to clean out, as the consuming trade is not to be tempted in that way. The buying is of a hand-to-mouth sort, in the strictest sense of the word. Reports from the Baltimore district show the new season for peas and pineapples open, but there is no brisk buying on the part of the canners as in years past. They seem inclined to keep cost of canned goods to the minimum. The strawberry season is now on and prices rule very reasonable, as supplies of the fruit are in average volume. Tomatoes are reported to be a little firmer, with some interest shown by buyers.

## The Hardware Market.

General trade keeps up fairly well, the demand for goods being much better than might be expected, owing to the cold weather that is now existing. Owing to a certain agitation in the wire market, prices have a firm tone in nearly all lines. The situation, however, is a perplexing one for those who are watching closely the course of things and are desirous of purchasing to the best advantage.

Wire Nails—The past week has been a decidedly active one in wire nails, owing to indications that negotiations for the control of the rod market were apparently about to be carried to a successful consummation. All indications point to higher prices in the nail and wire market. In conversation with jobbers in different parts of the State, we find they are unable to enter orders at the old price, the manufacturers refusing to accept orders except for immediate shipment, and then at an advance of 10c per keg. We quote at present \$1.85@1.75 on wire nails from stock, according to the quantity; \$1.60@1.55 if shipped from mill.

Cut Nails—Cut nails, in sympathy with wire nails, are a little firmer in price. While there is no relation between the cut nail and a wire nail pool, manufacturers feel disposed to get an advanced price for their product, if an advance is maintained in wire nails.

Barbed Wire—The barbed wire market is much firmer, owing to the agitation now going on, and all the mills are refusing to accept any orders except for immediate shipment. Prices have advanced 10c per cwt., and manufacturers and jobbers have fallen in line and are maintaining the advance. We quote at present painted wire at \$1.80, galvanized at \$2.15, if shipped from stock, and if shipped from factory \$1.55 for painted and \$1.85 for galvanized.

Glass—The advance made in glass May 1 by the manufacturers, and fully adopted by the jobbers in the neighborhood of May 20, is now fully maintained and prices are 5 per cent. higher than then ruling.

Cordage—The rope market remains in a quiet condition, there being but little change in prices.

Binder Twine—Owing to the backwardness of trade and the uncertainty as to the country's requirements, the manufacturers have not accumulated large stocks of binder twine. The following quotations are for carload lots of twine shipped from factories: sisal, 5½c; standard, 5½c; manilla, 6½c.

L. M. Wolf, the Hudsonville general dealer, is taking a month's respite from business cares. His trip include a visit to Cleveland and West Dover (his birthplace), Ohio, Buffalo, Albany, New York and Patterson, N. J. He is accompanied by his wife.



## Fruits and Produce.

### Remarkable Growth of the Cheese Business in New York.

The story of the introduction of cheese factories has been so often rehearsed that it is not necessary to repeat it here. But it may be desirable to note certain facts in relation to their increase and management that are not so well known outside of those who keep close watch of the statistics. The first cheese factory was started by Jesse Williams in Oneida county in the year 1851. The advantages of such an establishment soon became apparent to dairymen who possessed the privilege of living near it, but the knowledge of these advantages was slow in spreading through the other States. In the report of the New York State Agricultural Society for 1862, Mr. Willard enumerates thirty-four cheese factories in Oneida county in 1861, ten years after their introduction, and says there are other factories in Herkimer, Cortland, Jefferson, and Lewis counties. At the same time, he says the system "has not been sufficiently tested to render it certain that it is to displace entirely the old methods." Under most of the censuses that have included dairy statistics, cheese factories and creameries have been put together, and the total number of the two combined has been given instead of the number of each separately. This makes it difficult to state what the number of cheese factories was in any particular year. According to Bulletin No. 1 of the Dairy Division of the Department of Agriculture at Washington, there were 269 factories in New York in 1864, 484 in 1865, 818 in 1870, and 1,018 in 1875. In 1880 the whole number of factories and creameries was 1,652, while in 1890 they seemed to have diminished to 1,337. In 1893 the State commissioner of agriculture made an enumeration which showed the existence of 1,156 factories and 213 creameries, a total of 1,369, or a small increase over 1890. Again in 1894 a similar enumeration was made, showing 1,032 factories and 311 creameries, or a total of 1,343, a diminution of 26, which brought the number down to within 6 of the number in 1890. These are the latest statistics taken, and as they stand it would appear that the whole number of establishments in which cheese was made was greater in the year 1880. This is no doubt correct, as our cheese production reached its highest point in 1881.

There is a wide difference in the sizes of cheese factories. Some make only five or six cheeses a day; others make as many as twenty-two in the height of the season. A factory of average size will produce from eight to ten cheeses a day. Five cheeses a day would require about 3,000 pounds of milk. As a rule, the smallest factory would use the milk of about 150 cows; the average factory would take the milk of 300; while the largest would have the patronage of from 500 to 600. The number of patrons is so variable that it is impossible to give any idea concerning it that would be trustworthy. One farmer has five cows, while his neighbor may have fifty. The larger dairies are more apt to go to the large factories, hence the number of patrons at a small factory is liable to be out of all proportion to the number contributing to a large factory. So the amount of cheese made in a cheddar factory ranges from 10,000 or 20,000 pounds in a season up to 220,000 pounds, or even more.

An average factory will make from 36,000 to 40,000 pounds.

The location of patrons with regard to the distance from the factory varies from one-half mile to three miles. Generally they come within a radius of about two and one-half miles. The milk has to be delivered at the factory by 8 a. m., or sometimes earlier, and it is hardly feasible to do the milking and haul the milk more than three miles before that time in the morning. It is sometimes delivered twice a day, at morning and at night, and this trouble of hauling is regarded as one of the main items in deciding upon the location of a factory. It makes but little difference in the expense, however, as the farmer usually drives the milk to the factory himself and uses his own horses to do the hauling.

There is practically no difference in the system of factory management at the present time. Originally the milk received at the pioneer factory was wholly purchased by the manufacturers, it being estimated and paid for by the amount of curd it produced when pressed. This was not satisfactory, so dairymen were left to accept a price for their milk or curd which the manufacturers felt safe in offering, or to allow them \$1 per hundred weight of cheese manufactured and the whey for performing the work of making, curing, preparing for market, selling the cheese, receiving and disbursing the money, the dairyman paying all other expenses, as boxes, bandages, salt, rennet, etc.

Coming down to our own time, it is found that factory men receive \$1 per hundredweight for making, as they did thirty years ago, but for that sum furnish all the extras which are enumerated above as being paid for by the dairymen. The factory may be owned by a single proprietor or by a stock company, but the system of management is the same in either case. Generally a settlement is made with the patrons once in two weeks. Few factories in New York have as yet adopted the method of paying on the basis of fat contained in the milk, consequently each man is credited with the total weight of milk he brings, an average is made each time of the amount of milk it takes to make one pound of cheese, and the patron is paid in accordance with this average on the basis of the price per pound of the two sales of cheese put together. The average factory season runs from April 1 to November 1. Some of the large establishments run three or four weeks later but these are exceptions. After the factory has closed dairymen use their milk to make the winter supply of butter for themselves and their neighbors.

There is little difference in the practice of factories as to the length of time allowed for curing their cheese. It ranges from eighteen to twenty-five days, according to the season of the year. In the spring, when makers are anxious to get rid of their fodder cheese and to take advantage of the market before prices decline, it is shipped at eighteen to twenty days from the hoop. Later in the year it is held longer, in order to cure it better and give it safer keeping qualities. It used to be the custom with some factory men to hold their cheese in the fall and again take advantage of the higher prices that are apt to prevail late in the season. This is still done to some extent, but so many factory men have lost money on their cheese in the last two or three years by

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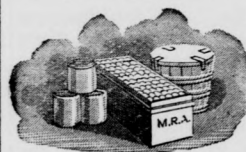
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Eggs on commission or bought on track.

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

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MOSELEY BROS.,

Wholesale Seeds, Beans, Potatoes,

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trying this experiment that it is not now practiced to the same extent as formerly.

Now let us take a piece of cheese at the factory and follow it until it reaches the hands of the consumer. Suppose it sells at a board of trade for 6½ cents per pound. In a general way this may be calculated at 65 cents per 100 pounds of milk. In old times that amount of milk would make ten pounds of cheese, although for a year past it has taken an average of about 105 pounds to make ten pounds of cheese. This would deduct 1 cent per pound from the price obtained for the cheese as the cost of manufacturing, leaving 55 cents to the dairyman for his hundredweight of milk. The wholesale cheese business has always been a very close one, and considering the amount of money used in it during a year, the profits are probably smaller than in any other line of trade. The original buyer is very lucky if he gets a commission of one-eighth of a cent per pound. Freight from different points in the State to New York City varies somewhat with the distance, but an average of 25 cents per hundredweight will about cover it. This and the commission to buyer makes the cheese cost in New York City 6½ cents. The merchant in that city expects to make a profit of one-fourth to three-eighths of a cent if the goods are sold soon after their purchase. This brings the price up to 7¼ cents, which the retailer has to pay. Then comes the charge which does so much to hinder the consumption of cheese in this country. Retailers are not content to take a moderate profit, but must have from 50 to 100 per cent. advance on the cost of the goods. The common price of cheese at a grocery store, when it costs the retailer from 7¼ to 7½ cents, is 14 cents per pound. In England, all through the season of 1895, cheese sold at 5d., or 10 cents, retail, and in 1896 it has sold there as low as 4½d., or 9 cents, per pound. When American grocers are willing to accept as moderate a profit on cheese as the English retailer, and sell it on the same plane as they sell butter, at an advance, say, of 20 to 25 per cent. over cost, then we may expect to see the consumption largely increased; but so long as they persist in demanding such an enormous profit as they have done in the past, cheese will be looked upon as a luxury and only those will buy it who can afford to indulge in luxuries.

BENJAMIN D. GILBERT.

Utica, N. Y.

Man owes more to himself than he is willing to pay.

#### Export Poultry Trade—Possible Permanent Outlet.

From the N. Y. Produce Review.

For some years past small quantities of American poultry have been taken in British markets, but the trade has never developed to much importance. This year, however, since the first of January, the exports from New York have about doubled compared with last year, and there seems to be no good reason why we should not open an outlet abroad for American poultry which might prove valuable.

We find that the goods shipped this year have been nearly all chickens and mostly of medium and large sizes, such as are known here as roasting chickens. Last year a large operator in Liverpool and London placed an order with a Western poultry packer for a large quantity of this stock which was filled in January. Evidence that the purchase was satisfactory is found in the fact that the same buyer has since made further considerable purchases from time to time and other lots have gone forward up to this time. We understand that considerably more stock could have been sent forward had the prices been satisfactory, but while the early purchases for foreign account were at acceptable rates on the basis of selling values here, the domestic market for frozen roasting chickens has since improved so much that further offers on export account were below a parity with local markets, and could not be accepted. It is evident however that the export price on frozen roasting chickens this year has been sufficient to afford a profit on goods picked during the period of lowest domestic values, and this fact gives reason for the hope that a considerable trade may be established in this direction.

Little progress has been made in finding any profitable foreign market for turkeys, the great bulk of the stock so far sent forward having been chickens.

Some lots of goods sent forward on consignment have not made satisfactory results. These were mostly sent abroad at a time when the domestic markets for frozen chickens were considerably depressed, but the more favorable turn to the market later made it appear that better results could have been obtained here. These goods were however largely of under grades, some of them two years old, and the experience in shipping such can hardly be taken as a fair criterion of the possibilities.

There seems to be some prejudice in British markets against American poultry, which can probably be overcome however if supplies sent there are kept to a high standard of excellence. At present the British markets are supplied largely with importations from Russia and France and although those countries have the advantage of nearness to the consuming centers of England it seems probable that the exceptional facilities of poultry raising in the States may ultimately give us a chance to market certain kinds of poultry in British markets at prices which will afford a fairly profitable outlet.

Wm. H. Thompson & Co.,

Wholesale

## Potato Commission Merchants

156 and 158 South Water St., Chicago.

REFERENCE:  
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## Elgin System of Creameries.

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

R. E. STURGIS,

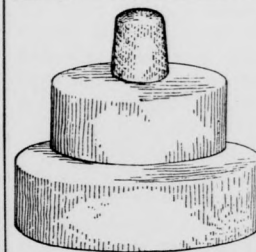
Allegan, Mich.

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

## On Track

Cold cash, hot cash, spot cash or any kind of money we will pay in highest prices for BUTTER and EGGS at your station. Write us.

Harris & Frutchey, Detroit.



R. HIRT, Jr.,

Market St., Detroit.

Butter and Eggs wanted

Will buy same at point of shipment, or delivered, in small or large lots. Write for particulars.

Ship your Butter, Eggs, Potatoes, Produce and Fruit to

HERMANN C. NAUMANN & CO.,

who are prompt and reliable. They also buy for cash. Get their prices on anything you have before shipping elsewhere.

Main Office, 353 Russell St. Branch Store, 799 Michigan Ave. Detroit.

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We are Members of the Detroit Produce Exchange.

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We have no time to tell long stories or find fault with our neighbors; have all we can do to take care of our own business. We do not own all of Michigan, therefore haven't every shipper in the State. We cannot handle all the Butter and Eggs in the United States, but we have never had enough Fancy Butter and Eggs to supply our trade.

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E. A. STOWE, EDITOR.

WEDNESDAY, - - - JUNE 2, 1897.

#### AN INSTRUCTIVE TRIAL.

In the trial of a gang of counterfeiters which has been in progress in the United States Court in this city for over two weeks past, there has been much of interest and suggestion as to the condition of the stratum of society of which glimpses have been disclosed by the large amount of evidence which has occupied most of the time, and there is also much of instruction as to the danger of successful imitation of the Government's certificates of value.

The evidence discloses the fact that there was a gang, consisting of seven or eight of the semi-idle and thoroughly worthless of the bar-room loafers of this city and the villages in the vicinity. This number included some who were in regular employment, although the nature of their employment was usually such as to give opportunity for considerable loafing, such as the irregularity of short-train runs on railroads. The engraver whose workmanship appears in the representations of the bill cut in boxwood served an apprenticeship in one of the local establishments of the city a dozen or fifteen years ago. As often happens with those of lazy, loafing tendencies, he acquired a considerable facility in engraving, although his work appears to have been very erratic in degrees of quality, which is generally characteristic of this class. Coming from an excellent family, his natural ability seems to have manifested itself in an irregular facility of execution, while his incorrigible, indolent tendencies, aided by drink, made him the facile tool of the criminally inclined and prevented him from appreciating the utter folly, from the counterfeiters' standpoint, of trying to employ such processes for the purpose of any successful operations of this kind. With a patience wonderful in a person of his temperament, he engraved wooden imitations of the steel plates used in printing the \$20 bill and then found that his troubles had but just begun. Obtaining a press it was found very difficult to get a quality of paper, and suitable ink, and many weeks were spent before he could produce results that would in any degree satisfy the low grade of criticism of the conspirators who had been furnishing the money to support him in his efforts. During these weeks the plant had to be moved about on account of the suspicions and protests of the honest

relations of the conspirators, until it was finally landed in the home of the Kingstons, at Ionia. In the meantime the agents of the Government had become cognizant of the existence of suspicious operations, and, as soon as evidence would warrant, a descent was made and some of the gang and the plant were captured.

In the trial it developed that several of the members of the gang are from good families, or are the husbands of innocent, trusting wives. The one who turned state's evidence has a wife of considerable refinement and two bright children. The suspicions and protests of the wife against the operations in her house are pathetic indications of the suffering through which she passed during the time the work was in progress. That her uncle who boarded in her family was the oldest member of the gang and that he is now serving a term in the Ohio penitentiary is a further indication of the unhappy lot of one who was brought up an innocent and attractive country girl. A dramatic incident of the trial was the evidence introduced to destroy the alibi of a husband of another trusting wife, which proved his infidelity to her in such terms as to cause her to leave the room with the white-faced despair of a breaking heart.

There were so many of the relatives and friends of these men who could not be convinced of their guilt that almost unlimited means have been furnished and the highest legal talent employed for their defense. This, in turn, has brought out the best efforts of the Government, until the trial exceeded in dramatic interest any criminal trial that has preceded it in the same court.

This trial has again emphasized the fact that it is not easy to successfully imitate the paper currency of the United States. A degree of technical knowledge and a command of facilities are required which, applied in other directions, will make better returns with the same effort. Occasionally some Government employee may go wrong and be able to bring the imitation to a dangerous degree; but, as a rule, there is too much of lazy ignorance concerned in such criminality for any extended success.

#### A WELCOME ADJOURNMENT.

The Legislature of 1897 has ceased its labors and passed into history, and the business public breathes a sigh of relief that the infliction is not likely to be repeated until year after next.

A review of the work actually accomplished by the Legislature is anything but flattering to the patriotism and business acumen of the legislators. Instead of undertaking to introduce and enact measures of benefit to the people as a whole, nine tenths of the time of both branches of the Legislature was devoted to the consideration of class legislation, much of it of the most iniquitous sort. The fact that the trades unions had rather more than the usual number of representatives partially accounts for this condition and also explains the large number of so-called black-mail bills—measures introduced solely for the purpose of extorting money from those who would be injured in case the bills were to become statutory law. The former members frequently opposed those measures which would bring relief to the cities and the urban members too often used their influence to defeat the bills which were introduced in the interest of the farming classes. Instead of working together for the public good, the various elements appeared to make

a business of opposing each other, no matter how important the measure or how great the interests at stake.

A session of the Legislature affords an excellent opportunity for the crafty trades unionist to ply his vocation. Late last fall the manufacturers of this city were called upon by a committee, assuming to represent the Michigan Federation of Labor, soliciting contributions to a fund to be expended in maintaining a lobby at Lansing during the session of the Legislature for the alleged purpose of securing the enactment of a law prohibiting the manufacture of furniture in the prisons of this State. Those appealed to responded liberally, only to find, later on, that the money so raised was destined to be used against them by encouraging the enactment of measures which would place increased burdens on the manufacturing classes. This necessitated the raising of a second fund to maintain an opposing delegation at Lansing to oppose the operations and influences of the trades union lobby actually maintained by the same men who were suddenly placed on the defensive! It would be interesting to know how long business men will consent to be made the prey of schemes of this character; and also to conjecture how long manufacturers will continue to enlarge their plants and increase their facilities if they are to be continually made the objects of assault in Congress, in Legislatures and in county and municipal bodies. Unless this unjust and illogical crusade is modified, men of means cannot be blamed for withdrawing their capital from active business and investing it in bond and mortgage, which affords no employment for labor and little encouragement for the artisan and mechanic.

The session of 1897 is chiefly remarkable for the small amount of bad legislation actually accomplished and the large amount of good legislation sidetracked and defeated. Business men, as a class, should be thankful that the Legislature adjourned so early in the season and that the members went home before they had time to do any further harm.

#### BOOTH'S INCONSISTENCY.

Ballington Booth, founder of the Volunteers of America, interested an immense audience of Grand Rapids people one night last week by detailing how he cast off the yoke of alien domination and substituted democratic for autocratic government. The recital was dramatic in the extreme and elicited the sympathy and stirred the patriotism of the vast audience. Later in the evening, however, the distinguished speaker discredited himself and greatly prejudiced his cause by boasting of the fact that the printers in his employ at the headquarters of the organization are all union men. In view of the fact that unionism stands for all that is arbitrary and oppressive, Mr. Booth clearly demonstrated his inconsistency as a pretended patriot and his weakness as the leader of a great movement. In rebelling against the one-man power of the Salvation Army and at the same time countenancing and upholding an infamous conspiracy against individual liberty beside which the domination of the Czar is a shadow, Mr. Booth has only himself to blame if some people insist on believing that his secession from his father's standard was due nearly as much to an ambition to hold the purse strings of an eleemosynary institution as to a desire to secure the liberty of action of which he so volubly prates.

#### GENERAL TRADE SITUATION.

That the general volume of business is so nearly equal to that of the year preceding the panic, when it was the greatest in the history of the country, expressed in monetary terms, while the average of prices is much lower, argues that in quantities of commodities exchanged we are now considerably in excess of any former record. While many records of depression in prices are being broken, with no apparent prospect of a turn, there must, necessarily, continue a corresponding feeling of depression in many lines of trade. Not only is the general aggregate of merchandise exchange larger than in 1892, but the quantities transported on the railways of the country are considerably greater than at that time, to an extent almost sufficient to balance the material decrease in general rates. The recognition of this element is found in the fact that there is a general tendency to advance in railway stocks. The imports of merchandise at New York in four weeks have been \$53,104,663, against \$33,459,899 in the same weeks last year, an increase of nearly 60 per cent., which is smaller than during the first half of the month, and yet sufficiently large. The imports of dry goods were \$14,585,659, against \$5,819,046 last year, a heavy increase, because the movement a year ago was exceedingly light, and yet a smaller increase than appeared in the first half of May. Since no one expects that the aggregate demand for foreign products will be larger than in 1896, the heavy excess this month and last must be more than compensated by the decrease hereafter, which will, indeed, lessen the revenue, but will materially lessen the sums that have to be paid abroad on merchandise account. If present anticipations regarding the crop are sustained, the excess of merchandise exports after July 1 must be unusually large.

In the textile situation there is a better feeling in the woolen manufacture, but the depression in cotton is unabated. While prices of wool and woollens are still tending in the wrong direction, there is considerable activity of demand and factories are not decreasing output. Cotton has had a considerable decline and the general outlook for the manufacture is discouraging.

The week in the grain trade has been one of general decline. Cash wheat yielded slowly until it had lost a cent or two at the close of last week, and this is followed by a sharp fall of three or four cents more for the beginning of the current week. Corn and oats are also affected by the same conditions.

In the iron trade the situation is more hopeful. The effects of the collapse of the beam pool, two or three weeks ago, have, apparently, spent themselves, and increasing demand, while it has not made a positive advance in quotations, seems to have effectually stopped the downward movement. There is more demand for bars from agricultural implement works, and for sheets from tin-plate works, which nominally raised prices, although actual quotations are unchanged. The Iron Age records a fact which marks an era in American markets, that the pressure to sell Southern pig at the North is somewhat relieved by an advance of 25 cents in the British price for Southern iron.

Business failures have been above the average for the week, 257. Bank clearings have fallen off considerably to \$917,628,059.



## SOCIALISM IN FRANCE.

M. Georges Clemenceau's article on "Socialism in France," published in the Forum for this month, has probably disappointed those who read it in the hope of finding precise details that would enable them to estimate with sufficient accuracy the relative numerical strength, at least, of the socialists in that country, which M. Clemenceau himself calls "the ancient land of revolutions." The purpose of the article seems to have been rather to indicate some of the different and occasionally conflicting tendencies in the development of the socialistic idea there, and to set forth the grounds upon which the author of the essay cherishes his confidence in the ultimate triumph of that idea.

France still deserves to be called, upon the whole, a conservative country. Its government is essentially, as M. Clemenceau remarks, "of the bourgeoisie," clinging to established institutions, not so much out of reverence for the past as from considerations of precedence. The French people are indefatigable workers and thrifty managers, with a strong sense of property, laying up money and glorying in the possession of land. "Right or wrong," says M. Clemenceau, "and whether the mediocre advantages of the present system can or cannot be replaced by the still hypothetical advantages of some future system, our rustics are singularly rebellious toward anything that touches the fundamental sentiment of individual property. This is the reason why M. Jaures himself, whose propaganda is directed to the rural as well as to the city population, has never been able to speak of the national appropriation of the soil, except with infinite precaution as to language."

But what is socialism without its proposal for the national appropriation, or expropriation, of the soil? If the classes to which the socialists usually appeal with most success will not receive favorably any proposition touching the fundamental sentiment of individual property unless expressed "with infinite precaution as to language," it is difficult to understand how the doctrine can be supposed to have advanced much in popularity since the establishment of the present Republic. Individual property in land, at all events, is incompatible with the whole theory of socialism.

M. Clemenceau calls attention to the special difficulties with which French socialists have to deal in Parliament, since "if one is in Parliament he must follow conditions of the parliamentary regime, and, when occasion offers, present precise solutions for definite questions, as M. Jaures has for the sugar question and the wheat question. This requires a good deal of effort; and it is not always appreciated by the purely militant section of the party, who regard the 'Parliamentarians' with contempt." He adds that revolutionary collectivism is diluted as it spreads, and that the advantages gained by carrying popular elections are offset "by the alternation of theory required to bring together a sufficient number of votes from the various social groups differing in enlightenment and in interest." In plain English, socialism cannot carry elections on a frank statement of its whole doctrine, and the ultimate adoption of the complete theory is delayed by concessions to which candidates will be held. But how, if not by open campaigns before the people, do the socialists hope to win? Perhaps, some-

thing like an answer to this question is suggested by M. Clemenceau's admission that there is in the ranks of the socialists in France a purely militant section which looks with contempt upon the parliamentarians, that is to say, upon those socialists who expect to accomplish something for the cause by legislation. Outside the walls of Parliament, beyond the voting places, there is a field of action more congenial to impatient revolutionists.

Taken altogether, M. Clemenceau's article is not calculated to raise any serious apprehension of the triumph of the principle of socialism in France at an early date. It is probable that socialism is more affected by manufacturing workmen than by any other class, for the reason, as M. Clemenceau says, "that they see individual property only in the most offensive form—excessive concentration in the hands of one side by side with extremest deprivation of the many." And yet there is in Europe a school of learned and thoughtful men, sometimes called scientific socialists, who look for the ultimate establishment of the theory by a gradual process of historical evolution. Men of that school will tell you that socialism is winning unannounced victories from day to day, that it is unconsciously advanced by the systematic labors of its most bitter foes and that all the lines of tendency in the realms of political, economical, social development, are all converging toward one common point, where its complete and final success will be recognized and there an end made forever to the world-old struggle for human liberty. On the other hand, the great majority of the thinking people in all countries are unalterably attached to the principles of individual liberty and inalienable personal rights. The argument, apart from any consideration of the impracticability of every scheme of socialism so far proposed, is that the discipline enforced by individual competition is requisite to the development of a strong and noble manhood.

In this country canals have been killed off by the competition of railroads, but in Europe the latter are actually destroying great rivers. The Loire, which was formerly the biggest and most important river in France, has been neglected to such a degree that it has practically ceased to exist, so far as navigation is concerned. In 1855 no less than 10,000 vessels of one kind and another passed up and down the Loire, four fleets of steamboats running between Orleans and Nantes alone. To-day there are not 100 boats left on the river, and these are only able to navigate small stretches of the stream in spring and winter, sandbars forming insuperable obstacles at every point, while in summer the Loire almost entirely disappears in a dozen small rivulets, barely a foot deep, which meander along the huge sandy bed of this once noble stream that has now succumbed to neglect. Meanwhile Germany has during the last two decades spent close upon \$100,000,000 in dredging and improving the Rhine, the Elbe and the Vistula. This fact has lately been brought home to the French legislature, which is expected to take early action with regard to the restoration of the banks of the Loire and its conversion once more into a navigable stream and into an artery of commerce.

The sugar discussion in the Senate appears to make some of the statesmen quite sour.

## MORE FRUITLESS ALCHEMY.

On May 7, 1896, a man named Edward C. Brice, whose present residence is Chicago, filed an application for a patent, claiming that he had a process for creating gold and silver from base metals such as lead, tin and antimony. A patent was twice refused on the ground that no practical application of the process had been shown. Brice continued to press his claim until the Patent Office officials finally promised to give him a chance to show what could be done by his method. Secretary Gage was asked for permission to have the experiments made in the laboratory of the Mint Bureau. The Secretary instructed the Director of the Mint to have a thorough scientific test made. The latter, on May 3 last, appointed a commission of three of the best assayers in the Government service to carry out the instructions. These experts made many experiments at the Mint Bureau, the results of which have been reported to Secretary Gage.

The report of the commission says it accepted the offer of Brice that he should supervise and direct a trial of his process upon antimony known to contain small amounts of silver and gold, and that he should conduct an assay of the same antimony for a comparison of results from it with those from his creative process. His assay showed the antimony to contain .066 of an ounce of gold and .317 of an ounce of silver per ton. Five ounces of the antimony were then subjected to Brice's creative process, in which rolled sulphur, sheet iron and pulverized charcoal were also used. The yield showed .084 of an ounce of gold and .67 of an ounce of silver per ton of antimony. The commission then made an assay of the same metal, using well known and improved methods. A comparison of the results with those obtained by Brice showed that the latter found by his assay only 66 per cent. of the gold and 26.40 per cent. of the silver actually present in the materials used, and that by his creative process he recovered 84 per cent. of the gold and 55.84 per cent. of the silver originally present.

The commission concluded that it was not likely to obtain decisive results as long as it worked on materials containing appreciable quantities of silver and gold. It, therefore, by means of what is known as the Capitaine process, obtained antimony entirely free from gold and silver. Two assay tons of this were carried carefully through each step of the Brice process. The result was that not a trace of gold or silver was discovered. Brice then requested that two new methods, which he claimed were improvements on the old, be tried. The commission agreed and made two experiments. In the first, from two and a half assay tons of antimony, scorified with nine assay tons of lead, it obtained a minute bead of metal, weighing 1-1000 of a grain. This bead was treated with nitric acid and a slight trace of gold remained. The second experiment was equally valueless to Brice's process, in the opinion of the commission.

The report of the commission gives in detail all the experiments it conducted, and sums up as follows: "During these experiments, which have now extended over some three weeks, and have involved an amount of painstaking labor which we hope has not been entirely wasted, we have seen not the slightest evidence of any creation or transmutation. On the contrary, the claimant failed in every instance to recover the

entire amount of silver and gold known to be present in the materials. The claimant seems to have devised a variety of irrational and wasteful methods for recovering a portion of the silver and gold known to metallurgists as being present in many commercial metals, such as antimony and lead."

A Chicago physician is responsible for revolutionary theories in regard to fruits. He undertakes to prove the practical worthlessness as food of all cultivated varieties. Hyper-acid fruits, such as the lemon, shaddock, orange, apple and cherry, he asserts, should never be eaten. Sub-acid fruits, such as the grape, pear and peach, may be eaten, but with extreme caution. Tropical fruits, like the fig, banana and date, he unqualifiedly commends as they are simply wild fruits and have not been changed from their natural conditions or flavor by man. On the other hand, the fruits he condemns, he says, are forced or abnormal variations, as is shown when cultivated, and afterward allowed to run wild. They immediately retrograde and assume the scur and inedible qualities originally inherent in them. Man, he claims, has not been able to make a proper food of them. They are unnatural combinations of fruit elements, and are frequently prone to cause digestive disturbances when taken into the stomach. By forcing seedlings, grafting and assiduously cultivating under artificial conditions man has modified the progenitors of our present domestic fruits; he has made them acceptable to the palate, but he has not eliminated their harmful qualities.

Part of the surplus revenue which Great Britain is happy in having this year is to go towards improving the postal and telegraph services. It seems that there are about 16,000,000 of letters annually which the government does not attempt to deliver into the hands of the persons to whom they are directed. These letters are directed to persons living in the sparsely populated districts and are left by the officials at some central point where the owners can call and get them. This is to be remedied, and direct delivery of letters to every house in the kingdom is to be made. Greater scope is to be given in the matter of parcels, and the charges on delivery of telegraphs outside the set limits are to be materially reduced.

Cake and ginger bread were distributed on Easter day to visitors and hunks of bread and cheese to residents at Biddenden, in Kent, according to a custom nearly 900 years old, to commemorate the two maids of Biddenden. These were Eliza and Mary Chulkhurst, who were joined together like the Siamese twins, and, dying within a day of each other, left land, now yielding \$200 a year, to perpetuate the distribution. The cakes are all stamped with a likeness of the maids, their names, and the dates of their birth and death.

The Chinese are said to possess secrets in the preparation of sweets that astonish our most accomplished confectioners. They know how to remove the pulp from oranges and substitute various jellies. The closest examination fails to reveal any opening or incision in the skin of the fruit. They perform the same feat with eggs. The shells are apparently as intact as when the eggs were newly laid, but upon breaking and opening them the contents consists of nuts and sweetmeats.



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No. 14.



## JANE CRAGIN.

## Cyrus Called Down for Flirting—His Excuse.

"Do you mean to tell me, Cyrus Huxley, that you have come all the way from Milltown to Colorado Springs, here in this hotel to carry on, as you evidently did in Milltown, over a woman you have seen to all intents and purposes only twenty-four hours? I should think you were crazy, if I were not looking at you with my own eyes. It is perfectly ridiculous the way you go on. Honestly, I haven't had a chance to see you, say nothing about talking with you, since you've been here until this blessed minute; and I wouldn't be talking with you now if you hadn't got in here by mistake. Since that first day, or night rather, when your eyes got all tangled up with that red rose in Marjory Marchland's hair, I've only seen you at a distance and always with her. No; I'll take that back. Miss MacDonald has made things pretty lively for the red-rose party and it's easy to see that her two allies, Mr. Smith and Captain Walker, are putting her up to some of it. I shouldn't think you'd give yourself up to be the plaything of such—such performances. What's your idea, Cy; you don't expect to make a wife of Miss Marchland, do you?"

"What should you think, Jane?"

"Think? Mercy sakes alive! I think I never saw such goings-on. Everybody in the hotel is talking and laughing about it and wondering who will win. I think if I were you I'd put a stop to it; and I should say to both of 'em that they'd better call a halt."

"Why? I like it. It seems so strange after all these years to come out here where I am an utter stranger and have two such splendid girls willing to show me by their actions that they don't hate me. I can't tell you how nice it seems to have these girls willing to take my arm when we are walking together. At first I couldn't understand it. I had always walked with you and you never liked to be near enough to me to touch my arm; and sometimes, until you made me stop telling you how much I liked you, if I got too near, you'd shoot across the road as if you had been shot. Now neither of these ladies do that. Last night Marjory and I were out watching the sun go down in the beautiful gateway of the Garden of the Gods and just as the sky was the brightest, she leaned towards it, just as she leaned towards me at the supper and the sunset crimson as it flooded the Garden tinged her cheek and neck until I wondered if that was the way other blossoms caught their loveliness from the sky. Well, I just forgot myself entirely and kissed her—"

"Cyrus Huxley! Don't be silly, because you were born so!"

"I don't think it is silly, Jane. I don't see why we shouldn't let people see that we like them, if we do. I don't believe it was ever intended that we should live year in and year out without ever showing our fondness for each other. I confess I like to be liked; and when our Sid comes up to me in his hearty, whole-soul way and puts his arm around my neck, do you think I would be mean enough to push it off and tell him to clear out? You bet I wouldn't. The other night when Miss Mac Donald and I were driving in from the Casino—she's the finest horsewoman I ever knew—she was driving and it didn't take but one hand to hold her fan and that was the left hand, and it oc-

curred to me, she is such a slight little body, that the spirited horses would pull her over the dasher if I didn't prevent it. Just to steady her, I put my free arm around her and it was lucky I did. The horses knew right off that they couldn't accomplish their purpose, and in less than half a minute they dropped into a walk and kept it up until we reached town."

"I suppose you took your arm away then, didn't you?" asked Jane with a sneer in her voice.

"No, I don't think I did. You see that buggy has a dreadful back to the seat and the minute Car—I mean, Miss Mac Donald—leaned back and found my arm there, it was so much better than the old back that she—well I thought I wouldn't take it away and she didn't seem to want me to. After the team cooled down and she—Miss Mac Donald—leaned back pretty tired, she said that my arm and my shoulder seemed more like her favorite chair than like anything else, especially when she happened to let her head rest against my shoulder for a little while. It seemed just the way to ride in the moonlight and I couldn't help thinking how funny it was that you and I have never ridden in the moonlight in that way. I—wonder—now."

Jane put down the work that she held, with the ominous red spot in the center of her white cheek, the unmistakable sign of an early-coming tempest, when a look at Cy stayed for a while, at least, the storm. The "I—wonder—now," had a tone of distance. As she looked at the man, resting upon the cushions, his eyes were turned to the mountains with a far-away dreaminess in them, as if he saw there the scene he had been describing so accurately. It might have been the sunset scene in the Garden of the Gods that was lying off there; or was he, after all, thinking of the winding roads about the neighborhood of Milltown; and, could he be thinking after all, of her, Jane Cragin? The spot in her cheek faded; the years with this man in them passed in review and there the two were, each busy with his own thoughts unconscious of the silence that had fallen upon both.

RICHARD MALCOLM STRONG.

## A Convincing Argument.

In county Sligo, among the hills, there is a small lake renowned in that region for its fabulous depth. A professor happened to be in that part of Ireland last summer, and started out one day for a ramble among the mountains, accompanied by a native guide. As they climbed Pat asked him if he would like to see this lake, "for it's no bottom at all, sorr."

"But how do you know that, Pat?" asked the professor.

"Well, sorr, I'll tel ye; me own cousin was showin' the pond to a gentleman one day, sorr, who looked incredulous like, just as you do, and me cousin couldn't stand it for him to doubt his word, sorr, and so he said, 'Begorra, I'll prove the truth of me words,' and off wint his clothes and in he jumped."

The professor's face wore an amused and quizzical expression.

"Yes, sorr, in he jumped, and didn't come up again at all, at all."

"But," said the professor, "I don't see that your cousin proved his point by recklessly drowning himself."

"Sure, sorr, it wasn't drowned at all he was; the next day comes a cable from him in Australia, askin' to send on his clothes."

## Ontario Organizing to Down the Big Octopus.

Written for the TRADESMAN.

The big Toronto departmental stores are not unmixt evils after all. With all their faults they have been the direct cause of bringing about a fellow feeling among retail merchants all over the province, and this fellow feeling has crystallized into an organization for mutual benefit and self-protection. The big mercantile octopus is an evil thing and an organization of retail merchants for the protection of their interests is a good thing, but the good thing would not have been accomplished—at present, at least—had it not been for the evil thing, and thus it is that sometimes "good cometh out of evil." The movement began several weeks ago in the city of Toronto. A convention of the business men was called for the purpose of discussing the deplorable trade situation in view of effecting an organized effort to remedy matters. Many outside towns and cities responded to the call, and the meeting resulted in the formation of an organization known as "The Retail Merchants' Association of Ontario." Although but a few weeks old it has already acquired a membership of 800. The wholesale interests are identified with it, and it is destined soon to become a powerful factor in guiding the legislation of the country in all matters pertaining to the welfare of the legitimate mercantile interests of Ontario. At the last meeting of the central body the province was divided into twenty-one districts and ten organizers were appointed to take the field. These organizers commenced their work on Tuesday, May 25. They go from town to town and organize the retailers into subordinate associations, and they will find their task an easy one, as the trade is everywhere prepared to join the movement. The executive forces of the organization are represented by six standing committees, each composed of leading, representative men who will take charge of the special duties assigned them. These six departments are designated as follows: Committee to Guard Rights of Retail Merchants, Legislation, Adulteration of Foods, Postal Regulations, Co-operation with Manufacturers and Wholesalers and a Committee to Interview Trades and Labor Organizations."

The first committee is composed of nine picked men who are to act as a sort of body guard for the Association. The big departmentals are the common enemy and no means will be avoided, legislative or otherwise, that will have a tendency to check the blighting effects of the ever-growing and all-absorbing monster located at the corner of Yonge and Queen streets, in the commercial metropolis of the province. But great as this concern is, a rumor is being circulated that the Timothy Eaton establishment is soon to be eclipsed by an importation from New York.

Now, this organization of the retail trade is a wise move. It is the prime essential in the line of self-protection. The retailer, as an individual unit, is powerless to accomplish anything; but when the many merge their individualities into one grand whole and the united body becomes the unit, a power is acquired that will make itself felt. But let the retailers become ever so powerful, there are many things the fundamental law of the land will not permit them to do. It is true the departmental store system is a gigantic evil, and, like all positive evils, the world would

be the better without it; but the retailers cannot tear it down or strike it off the earth. Every man has a right to buy and sell merchandise, and no limit can be fixed beyond which he cannot go in his purchases or sales of lawful commodities, the space he may require for his merchandise, the number of mercantile departments he may add to his establishment, the methods he may adopt to advertise his goods—provided they are not fraudulent, the prices at which he may see fit to offer his wares, or the number of employees he may require or the wages he may be pleased to offer them. In all these things attempts have been made, and are being made, in different states and countries, to interfere with vested rights and curtail individual liberty by the enactment of laws.

The syndicate departmental store system is a legitimate creature of the times in which we live. It is an evil inasmuch as it tends to the enervation of individual effort. This is the general tendency in every channel of human industry. Time was when our country villages had their individual manufacturers of various kinds who found ample means of a good livelihood in the operation of their little shops; but the combining and centralizing tendencies have converted these prosperous village factories into tinker shops—indeed, the most of them are given up to the moles and bats, serving no purpose but to mar and disfigure the appearance of our villages and remind us of a changed condition of things. The village manufacturer with his limited means has been made to feel the baneful effects of these changed conditions, and the village merchant cannot hope to fully escape his share of the common evils.

But whatever is possible to be done by way of checking the evil, can be done only by united effort, and, as before stated, organization is the prime essential. By a careful analysis it has been proven that special bargain lines are manufactured for the big store in Toronto that are not "all wool and a yard wide." These shoddy and adulterated bargain goods are used as bait to catch suckers. They are advertised for what they are not, and thus the people are deluded, humbugged and swindled. Right here is where a little wholesome legislation might do some good. Why should the manager of a great department store, or the sole proprietor of a 7x9 peanut stand, for that matter, be permitted to flim-flam the people out of their earnings by any means of jugglery, whether by advertising black and ingeniously worded falsehoods or by the use of any other device whereby the people are tricked and defrauded? Make all these dishonest practices criminal offenses punishable by imprisonment, and then put the law strictly in force. Clarify the moral atmosphere in the vicinity of the departmental concerns, and it will do more towards breaking their backs than anything else.

E. A. OWEN.

## Department Stores Not the Only Ones Who Cheat.

"This lot of tomatoes 2 cents a can for our tea and coffee customers only," is a sign found in a grocery store on Grand street, Brooklyn. The tomatoes are the Jersey Belle brand, usually retailed at 8 cents. The words "for our tea and coffee customers only" are printed in small type, and when the unsuspecting lady comes in, asking for the tomatoes, she is first asked to buy tea or coffee.



## TWENTY YEARS HENCE.

## Changes Which May Happen in the Next Two Decades.

I waked from what seemed to me a long and restful night's sleep. I lay quiet for a while, thoroughly enjoying the delicious content afforded by spending waking moments under warm coverlets. I did not for a time notice that the room had undergone changes since I had retired to bed, and when I did, I dispelled them as visions of the waking period. But succeeding clearer moments established them true beyond doubt. The paper was new, the ceiling was frescoed, and the furniture was more elegant than before. "By Jove!" soliloquized I, "the pater must have struck it rich. But how the dickens has all this been effected during my sleep." Quite by chance my eyes found the calendar, and I was at first astounded to find the year given as 1917! But astonishment soon gave way to unconcern as I thought of the hero of "Looking Backward," which I had some time ago been deeply interested in reading. The more I thought of this the more disturbed I was that I had slept but twenty years. Bellamy's hero, you remember, slept something like 133. I presume the difference was due to the manner in which sleep was induced. No Svengali had ushered me into the peace of oblivion. My last remembrance had been of reading Mr. Lloyd's Etidorpha. (And now that I thought of it, this was at the store, too. I must have been carted to the house, and allowed to sleep my sleep out, which quite broke my former records.) The complete arrest of bodily function and tissue waste which the central figure of that remarkable science-fiction achieved at the point where gravitation ceases, some where between here and China, impressed me deeply. Long and intense in-dwelling upon it had evidently brought about its achievement in me. Mind had exerted great power over matter and matter had knuckled.

Mind was not so superior this morning, however. I knew not my mental whereabouts. I was a drug clerk in the employ of one Martin, at last remembrance. I might be anything decent now. I tried to find somebody in the house, hoping to have help in untying the knots in my head. But a thorough search and much noise brought no one to my rescue. So I started out at once for the drug shop of my one time employer and most intimate friend, Dick Martin. On the way I met no one I recognized, but I met those who must have recognized in me a freak, for to my surprise they all wore a most amused smile when they noticed me.

When I reached the store I found its outer appearance had changed since I knew it. There were two entrances, instead of one, as formerly. The magnificent windows connected with the first entrance had perfumery, bath sponges, hair and tooth brushes and other toilet requisites pleasingly displayed in them. The other side had but two plain windows not differing from those of a house, and containing no display of goods. Between them was a single door whose upper half was set with a designed glass. Thinking that this latter portion of the building had been converted into a dwelling, I entered the first door.

A room much more elegant than the one I had known greeted me. Beautifully carved, low mahogany counters under deep, wide, square cases; oval-

wall and column display cases; glass shelving protected with sliding doors; cut glass containers, and by all these means a wonderfully clever and tasteful display of toilet requisites and like goods met my surprised gaze. There were three clerks. Only one of them was a man, and he clearly was not in much demand. He was rather peculiarly dressed, and it was perhaps his closely cut moustache that drew my attention to him as being of a sex differing from the others. His loose coat was made with loose sleeves, raised slightly at the shoulders, and with a waist which was tight fitting in the back. His trousers were different from anything I had ever seen. They were very loose and hung in folds about his legs; when he walked they flapped like the wings of a bat on the fly. I could fancy his legs presenting a dropsical appearance, should he be caught in a windstorm. His odd appearance led me to inspect closer the dresses of the girl attendants. I found them to consist of two parts, basque and skirt. The basque was rather tight-leaved, had lapels, and was belted at what seemed to me a large waist for a woman. Just then one of the girls walked across the floor. I noticed that her skirt was split more than half of its length, so that from a little above the knees down, it approximated very loose trousers. This was hardly noticeable, however, as the garment was very loosely made. The girls' hair was cut down within a few inches of their heads, parted in the center and combed fluffy to give an appearance of looseness.

Turning again to the man clerk I at once saw why my appearance had caused such amusement on the street a few minutes before. If others in looking at me were moved by any such feelings as I was in looking at this twentieth century product, they were not to be blamed for laughing.

But I now saw as I looked about me that this could not be the drug store, for although the goods were of the familiar side lines, only in more numerous kinds and greater quantities, there were no medicines about. So I said to one of the clerks:

"Can you tell me where Martin's drug store is?"

"Martin's is the next door above."

I walked out and into the door next above, which I then noticed had a neat silver plate bearing this legend: "M. C. Martin, Analyst and Pharmacist."

The room which I entered had all the appearance of an elegant office, which I soon found it to be. Before the window, at a large open desk, was a young woman busily engaged in clerical work. At her side, and extending half way down the room, was a handsome oak glass-doored case containing surgical instruments, surgeon's sponges, bandages, lint, etc., etc. The room was softly carpeted in dark gray, and around about were several large, square, comfortable, leather-covered chairs. A table in the center of the room had the current newspapers and magazines on it. A work in oil of Sir Frederick Leighton's adorned one side of the room, and water colors and sketches made the other walls very artistic and rich in effect. Two or three palms graced the corners. Quiet and refined elegance was generally expressed.

As I walked into this room the young woman at the desk rose to meet me. Her manner was very businesslike and polite. Without waiting for her to speak, I asked:

"Is Mr. Martin in?"

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Grand Rapids.



"Mr. Martin died some years ago," was the astonishing reply; "but Mrs. Martin is in the laboratory. Won't you be seated? I will call her."

I sat down in one of the comfortable chairs, and resumed my survey of the room. Everything so surprised me that I was almost ready to doubt the evidence of my senses. Before I had long to think, however, Mrs. Martin came out. I recognized her at once, and felt rather provoked at her stare of non-recognition. I felt called upon to introduce myself.

"My name is Graham. I was some years ago a clerk of your husband. Perhaps you do not remember me."

"I recall your face now, but I had not seen you in so long that there was nothing to connect you with a seeming stranger. Can I be of any service to you, Mr. Graham?" said this brusque and almost stiff-mannered woman, in a yet considerate and courteous way.

"I am surprised and sorely pained to hear of Mr. Martin's death. I knew nothing of it, and after some years' absence came in this morning with the hope of re-entering his employ," said I, with a ready facility at stating a partial untruth which surprised me. I could not confide my strange episode to this stiff and businesslike piece of ice, whose every attitude proclaimed her time worth a dollar a minute; and so I got out of the difficulty as best I could, stating, moreover, that I had been away from pharmacy and pharmaceutical affairs for some years. This I thought would also explain my anachronism of dress, which she was too polite to notice, however.

"I am in need of a good analyst in the laboratory, but are you sure you are fitted for this work? You have been away from pharmacy for some years, you say. But I will first show you our working rooms, that you may get some idea of our plant and its necessities." She led me into the first room at the rear of the office. "This," said she, "is our compounding department."

It was certainly perfect in its appointments and general character. It was a plain, square room, with a working shelf-counter running all around it, except where the doors were. Below this counter were closets, drawers, etc. Above it was, first, an open space of 18 inches or so, divided into sections. Here, in special places made for them, were kept the graduates, mortars, test tubes, and the other appurtenances of the prescription desk. Above these spaces were the shelves containing the neat one and two pound salt mouths and tincture bottles holding the stock. In the center of the counter on each side of the room, was a square-bottomed copper sink, over which were faucets supplying hot and cold water. In one corner was a neat bookcase, containing pharmacopoeias, dispensatories, works on dispensing, chemistry, botany, materia medica, bound volumes of journals, and other literature of like character. There were two pairs of men prescriptionists working, one of each pair doing the compounding, the other watching him and doing the checking.

Instinctively I felt the absence of "patents," proprietary elixirs, and others of that adventitious breed. This surprised me into saying to Mrs. Martin:

"Do you carry no 'patents' or 'proprieties'?"

"A very few only. As the ranks of pharmacy became more and more infused with scientific workers, and these

workers turned their attention more and more to the scientific side of their calling, realizing that only here lay salvation, both the public and the physician looked differently upon the skill and products of the really professional pharmacist. His enlargement of effort in analytical and manufacturing directions won the patronage of the physician, who had by this time found that proprietaries were not always what was claimed for them, and that tablet triturates and other condensed and 'handy' forms of medication had a very limited use. We thus gradually grew out of proprietaries, and in reciprocity to the physician, largely gave up 'patents.' Former hatchets were buried, the prescription was revived, and manufacturing and compounding rapidly developed in the better of the pharmacies. If you will step this way, I will show you our little manufactory."

A long table in this long and narrow room had on it the most improved apparatus necessary to a well-fitted but small pharmaceutical manufactory. Three men were busily at work. One was standing over a capsule placed on an electric stove, holding in one hand a thermometer, and with the other vigorously plying a stirring rod. The second, by the addition of one solution to another, was precipitating a salt; the third was working with a distilling apparatus, making what was proclaimed by its odor to be ethyl nitrate. Hanging suspended over the table was a large, movable, cone-shaped apparatus which I decided was for carrying off gases, odors and the like. On the shelves against the walls were boxes containing crude drugs, and bottles having in them the finished products. In one corner, as in the compounding department, was a library containing works pertinent to manufacturing and to pharmacy generally. Much else here and in the compounding and dispensing department I had not time to notice. Indeed, so surprised was I at it all, that I have since wondered if I observed anything with accuracy. In my confusion I said to Mrs. Martin:

"You evidence a professional business here that only a few years ago was almost impossible, so great was the competition. I do not quite understand it."

"There is quite as much competition as formerly, but it is differently distributed. Quite naturally the stores have fallen into different grades. The few more scientific and technical pharmacists have gradually drawn most of the professional trade to themselves. This trade has been in itself enlarged by the partial displacement of 'patents,' by the physician's patronage, and by the increase of examination of such matter as blood, urine, sputum and drinking water. Thus a few of us have been enabled to cut entirely loose from side lines (we ourselves first separated them into the room adjoining, but soon sold the department outright), and to specialize our technical departments. We are able to charge and maintain moderate professional prices, and competition affects us little, except as it prevents these prices from being excessive. The remainder of the pharmacies are about as they were before this division took place, except that much of their drug trade being taken from them, and competition the while growing fiercer, there are fewer of them and the struggle for sustenance is per force greater. There are, of course, many really scientific and capable pharmacists who are

financially unable to conduct the professional pharmacy of to-day. Such as these easily find employment in some department of a pharmacy like ours."

We passed from the manufactory into the analytical room. Here were performed the bacteriological and chemical examinations of the secretions and excretions of the body, drinking water, and the salts, acids and organic drugs and preparations of the pharmacy. This evidently was where my services were required. Only one man was at work. He was working over a microscope, examining something which seemed to be giving him trouble, for just as we entered he was giving forcible expression to a word which my good breeding forbids me to repeat. On the other side of the room from this worker were the chemical apparatus and stock. When I saw these I was rather disheartened, for they evidenced a progression during the last few years that would perhaps render me incompetent, except after much study and experience.

"This will be your workroom, Mr. Graham, if you seem to us to be competent."

At this moment the office attendant appeared at the door. "Dr. Dow would like to see you, Mrs. Martin."

Mrs. Martin turned to me. "Please be seated," motioning me to an easy chair in the corner. "I will be back presently."

With a sigh of restfulness I sank into the chair. Coming into the material world after twenty years of absence from it, and seeing so much to surprise, so much to puzzle, so much to weary, I was exhausted from the experience. The excitement over for a time, I sank into a sort of stupor, and for the moment was lost to my surroundings. In this semi-conscious condition I soon became aware of a medley of sounds, which seemed to me like the din of a Fourth of July. I felt too inert to enquire of

myself whence this came. And I had no interest in it. I would fain shake it off. I would escape it by deeper unconsciousness. But the demonstration grew louder. It began sorely to disturb my peace. It reverberated through the tired recesses of my brain, until I felt as if besieged by relentless forces which had my complete destruction in view. I was fast approaching an inability to offer the least resistance. My reason could stand this devilish onslaught no longer. I must arise and save myself before it is too late. Fiercely summoning my strength, I tried to rescue myself. But I was powerless. Suddenly all beneath me gave away and I was hurled down, down, down. Every moment I expected to be flattened into an unrecognizable mass. The thought horrified me and gave me strength. With one mighty effort of will I threw off the mental chains which had held me captive. My eyes opened. Somebody was bending over me.

"Great Scott! George, wake up, will you and put up this prescription for me? You must have been out last night."

Consciousness came to me with a rush. Before me stood Dr. Jameson, an intimate friend of both Dick's and mine. He was looking at me with a very amused smile on his face. Behind him, grinning, was John, the junior. I looked about me in amazement. I was in the corner of the store behind the prescription desk which is given up to the safe, the desk, the office books, the small library and the high-backed, sunken-seated, old-fashioned chair. In this chair I was seated. On the desk beside me was Etidorpha, which I had dropped an hour before to wander off into the reflection induced by the strange condition the travelers found themselves in when they reached the inner circle of the earth or sphere of rest, where their hearts stopped beating, the circulation of the blood ceased, and there was no longer any waste of tissue. — Harry B. Mason in Pharmaceutical Era.



# You Will Look in Vain

For a flour that is more uniform or that will suit all classes of trade better than

## "Lily White"

It is not the highest fancy patent nor is it a straight grade; but it is an intermediate patent at a moderate price which fully meets and satisfies the demand of that large class of people who use only one grade of flour for all purposes. In other words, it is the best flour for "all around" use that can be found anywhere. It makes good bread and it makes good pastry. You can recommend it for anything from pancakes to angel food. We refund your money if unsatisfactory.

### Valley City Milling Co., Grand Rapids, Mich.



## Shoes and Leather

### Position the Manufacturer Should Take at This Time.

A prominent shoe manufacturer recently gave expression to some plain facts in relation to the manufacturing situation, as follows:

The disposition on the part of the buyers to give the manufacturers no chance to make goods on orders is heard on almost every hand. This shows two things—that there is no great surplus of shoes on hand and that there is a chance for a shrewd manufacturer to get ahead of his competitors by making more goods ahead. This hand-to-mouth policy in the shoe and leather trade reaches from the machinery men through to the retail shoe dealer and has undoubtedly arisen from the period of depression for the last four years, when it was absolutely essential for good business methods, and it has become so natural nowadays that almost everyone in the trade, from the highest to the lowest, feels that it has become a part and parcel of common business methods.

The above idea is shown very clearly in the demand at this time for colored goods and bicycle footwear, which it is now almost impossible to fill. Men are talking of dull times, and still here is a demand right at their very doors, which has been taken advantage of by a very few who had nerve enough to make goods ahead, and this class are in the great majority. It seems that the time for being scared has gone by, and while it is always best to be conservative, this sort of thing has been carried too far. Take green goods as an example. Few knew how this new color would take, and although nearly every manufacturer put some of the new green into his fall samples, very few had the audacity to make up goods in anticipation of a demand. From the fact that very few did it, those few have gotten ahead of their competitors, and have sold all they produced and could have sold more. One concern made 14,000 cases of cheap colored goods, and not only sold them, but their factory has been busy all through the season, because they had goods to sell. I had an experience the other day which brought this most forcibly to my mind. A buyer came into my office, and in looking at my goods asked if they could be shipped that day. I told him I had some of the goods on the floor at the factory. He said, "No, I must have them to-day," and would not wait twenty-four hours for me to get word to the factory. This may sound foolish, but doubtless other manufacturers will tell you the same story. There is a demand for goods right now, but the buyers want to see the goods and absolutely will not leave orders that would take one, two or three weeks to make up. Orders of this sort pay, because there is no chance of a countermand and the check is forthcoming, no dating ahead or any other existing evils. I only explain these circumstances to show you that the poor fellow who is crying hard times is usually the one who has not had nerve enough to make any goods, because he is afraid there will be no call for them. They will say, "Well, if we all made up goods ahead there would be a surplus, and somebody would not sell his goods."

In answer I would say that when a man commences to put in ifs, and enquires too closely into the whys and wherefores, he is not of the calibre of men who make fortunes. The very fact

that so many men are so over-careful is taken advantage of by that class of men who are the successful financiers.

There is a good demand for goods here now, and those who have the goods will sell them, while those who are laying on their oars waiting to see how their fall samples will be taken by buyers, are like the reserve forces who were very willing to be always ahead in reserve in full view of the battle, and yet telling their comrades how much they wished their commanders would order them to the front.

My opinion is that there is not a large quantity of boots and shoes in the hands of dealers and that for a few seasons the man who makes up goods will reap the harvest, until it comes to the time when they all feel like doing the same thing. Then is the time for a man to be more careful, because as soon as prosperity becomes so marked that all take a hand, there is liable to be a surplus, and the time will have gone by for money-making for those who have waited to see what the other fellow was going to do. Meanwhile the man who has had nerve in the beginning will have accustomed the dealers to buying his goods and, other things being equal, will have a firm grip on his trade, which often amounts to considerable, when everyone is scratching hard to sell goods. In other words, the man who has sold once is in a better position to sell again than in trying to introduce his line.

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

We don't sell cheap shoes—we sell good shoes cheap.—Partridge & Richardson, Phila.

Children neglected! The average shoe store proprietor expends his energy and brain force to the wants of adults—to the neglect of the proper shoes and proper fitting of children's feet. Growing feet really need more care and judgment in their shoe covering than do those of adults. How many readers of these lines can truly say that if their feet had been properly fitted in childhood they would not be embarrassed by large joints and pained with corns.—Field-Ingalls Co., Des Moines, Ia.

It makes no difference whether you are spending \$1 or \$100, you want to get the best value for the particular amount spent. When you return from a shopping trip there is satisfaction in feeling that you have received fair returns for your money. Our prices are low, our values are high. Whatever amount you spend in our store, you get good, honest worth every time.—Kumfurt Shoe Co., N. Y.

Beauty, comfort, wear were never so happily united. Positive pleasure to merely look at such shoes, bliss to wear them.—Partridge & Richardson, Phila.

Send your children to our store. You needn't come with them if you are "house cleaning" or busy—they are sure to be properly fitted by any one of our salesmen—all of whom are gentlemen and experienced.—Field-Ingalls Co., Des Moines, Ia.

### There Will Be a Change.

"Speaking of a subject of interest to ladies," remarked a shoe dealer, "I can give you one that is of the utmost importance and concern to the fair sex, which is that the days of the studded and laced boot are numbered. Besides the annoyance of having the shoestring constantly untying, the ladies find that the studs catch in the dress, and not only wear out the lining but also in many cases cause them to trip. Some dealers think that laced and studded footwear will be soon out of date, and it certainly looks that way to judge of the trend of some of the large city dealers. Safety and good looks are certainly to be secured by substituting the natty button boot for the one with studs and laces."

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.



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.

## New Prices on Rubbers

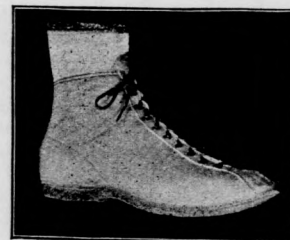
LYCOMING, 25 and 5 off.  
KEYSTONE, 25 and 5 and 10 off.

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.

**Snedicor & Hathaway Co.,**  
DETROIT, MICH.

Michigan Shoe Co., Detroit, Agents for Michigan.



# Native Shrewdness of the Hebrew Trader.

Correspondence Hardware.

I was sitting on the porch of the Fort William Henry Hotel, at Lake George, several summers ago, beside an aged Israelite, who was enjoying a season of doubtless well-deserved rest. In the course of some desultory remarks on "drummers," with a wish to "jolly" the old gentleman, I said:

"Do you know that in all my experience 'on the road,' throughout the country, I have invariably found the commercial travelers of your race and faith the most indefatigable, hard-working, good-natured and level-headed of salesmen; always keen of scent to make a sale and give the customer the idea he was getting a bargain? I must confess I have never failed to take advantage of any points in their methods, which I felt I could obtain by watching them closely, and I think I was the gainer by it every time I did so."

"Vell, vell!" the old man said, "it may frequently be efen as you say, but my friendt you gif the salesman aldo-gedder doo much credit; it is in die nature of his liper al surroundings dat our young men tevelepe indo comban-ionable beople, and so make goodt sellers; they are, in trate, accustomed to id from childhoodt. Bud do you know der man of all whom ve venerate, respedt and look up in every ding? Vell, my friendt, I'll dell you, id is der buyer, und not the salesman; if the goodts are pougt properly, anypoty can sell dem; und you may notidce in going indo the sdores controlled by die lowest grade in our mercantile business, you will findt efen the children are permid-det to sell, and dus day early learn die pargaining faguldty, to study the buyer from all sites, and adtack him on his veakest. Ven he knows and feels die cost on dose goodts he sells is really a low one, die salesman feels a sense of disgrace ven he fails to make a sale."

Remembering with painful distinctness a few contacts of my own with the commercial type so conscientiously glorified, I was fain to admit that I, upon more mature consideration, was willing to adopt his view.

In his clear cut analysis of the different characters floating about us on the porch, which ever and anon he made to me, he reminded me very much of a Jewish knit goods manufacturer I met a year or two later at a meeting of creditors in Newark, N. J.

A young man who owned enough sand lots on the seashore, and wood lots in the interior, on which to establish commercial rating, made up his mind to go into the bicycle business, and he did. He became a liberal purchaser from the various distributors of what was then a growing product, and as the word was passed around, "the boys" gathered within the genial precincts of his well-located establishment. While he was accepting an occasional cigar they filled him full of goods, both present and prospective. The house I represented had \$800 worth, more than they desired of it, when within 30 days of his opening, mirabile dictu! his failure was announced, for he had made an assignment.

A meeting of his creditors was held to hear what he had to propose, and we were all discussing how easy it was to "get played for a sucker," even if you were a large house doing "a business of a million."

Beside me sat a middle-aged Hebrew, whose pronounced features betrayed his race without the utterance of a single sentence; and to make the proceedings less prosaic, I said to him, as though I knew him well:

"I am surprised to find you represented in this bare-faced swindle, because you have always been regarded as so very conservative in the giving of credits, with a recognized desire to start light and progress slow, when there was no cash in sight."

"Oh, vell," he said, "I am in, bud not so very teep, only eighty dollars. I understandt," he said, with a wink, "dat you are schtuck for \$800. Ven my salesman sendt in die order for my goodts it vas for \$600 vorth, and I saidt,

holy Moses, der man vas grazty! Six hundred dollars vorth of schwateers for Newark? He can't sell them in dree seasons; dat salesman has no sense, and the buyer must be eider a vool or a fraudt. We will led dat order lay und soak for avile; but ven die man keptd wriding efery otter day, 'why don't you sendt me some goots on my order? I am losing sales all the time. The beople are vondering vy I don't keepd schwateers when I have everyding else,' und so fort, so aldo I vas convinced die man vas crooked to buy so many goots when his pusiness vas new yet, I toldt my headt clerk to pale up a lod of dirdy samples we hadt lying in der backing room, und make ub a shipment. If diet man is honest, I saidt, he vill 'fire' dem back by oexpress, gaus glich; if he is a fraudt he keeps dem. Vell, he keptd dem, und dot pill of \$80 vich was at a dird profit, vas all dat he efer got from me. Don'd you vish you had done die same?" Admiring the characteristics underlying the transaction, I must say I answered in the affirmative.

## The Green Shade Not to Be Popular.

From Boots and Shoes Weekly.  
It is the opinion of one of the best posted men in the shoe industry that green will not be a long-lived color in shoemaking. Asked to give his reasons for such a statement the manufacturer said:

"Green is not a practical color in shoes for hot weather. It shows the dust just as plainly as black kid, and, therefore, in my opinion, you will find the craze will die out to a great extent before next fall. I do not think you will find anybody, be he kid or shoe manufacturer, who is banking heavily upon this shade. I think all orders which have been given for green kid are of the 'hurry' nature, and that nobody is ordering heavily on this color. It is also my opinion that royal purple will not become popular to any extent. I am one of those who believe that tans, chocolates and browns will hold the pole. They are easy to keep neat and clean. They do not show the dust or dirt in a bad way, and in comparison with purple and green are much more to be desired. I realize that there is a decided difference of opinion regarding which color is preferable in boots and shoes, but I do not think you will ever see colors that will stand the test of time like brown and chocolate."

The successful employment of electricity by means of the third rail for passenger traffic has naturally aroused decided interest throughout the country, it being appreciated that this is probably the beginning of its substitution for steam as a motive power. The Hartford Times recognizes that the new system "is the best and most perfect electric railway in the world," and anticipates that great numbers will go to Hartford this summer to see how it works. The Times also calls attention to the fact that "one result of general adoption of the electric system on railroads would almost certainly be the absolute inclosure of the route" for "the third rail means death." The Times calls attention to the fact that "the mere requirement that such (railroad) employees must wear rubber shoes and rubber gloves indicates the character of the situation."

Persons who have traveled in oriental countries have frequently encountered shell money. Many Americans have brought specimens of it home with them as souvenirs. Investigations by the director of the United States mint show that in many parts of Asia and Africa cowries, or small shells, are still used as a medium of exchange for small values. The cowrie in Siam is the smallest unit of value. It would take about 107 cowries to make one American cent. At the mint in Bangkok the range of values is as follows: Eight hundred cowries equal 1 fuang, 2 fuangs equal 1 salung, 4 salungs equal 1 bat or tical, and 1 bat or tical equals about 60 cents of United States money. In Siam 219 or 220 cowries are reckoned equal to 1 penny sterling.

**Grand Rapids LUMBER CO.**

418 421 MICH TRUST BUILDING

**WARHELPS President**  
**C.F. YOUNG Vice President**  
**J. CAPHELS Secy & Treas.**

**GRAND RAPIDS MICH.**

We Pay HIGHEST MARKET PRICES in SPOT CASH and Pleasure Bark When Loaded.  
Correspondence Solicited.

**MICHIGAN BARK & LUMBER CO.,**

527 and 528 Widdcomb Bld. Grand Rapids, Mich.

C. U. CLARK, Pres.  
W. D. WADE, Vice-Pres.  
MINNIE M. CLARK, Sec'y and Treas.

We are now ready to make contracts for bark for the season of 1897.  
Correspondence Solicited.

# 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.



### Business Integrity Compared.

Written for the TRADESMAN.

While experience sometimes proves a dear teacher and harsh in discipline, few who have learned in this school fail to receive some practical benefit therefrom, which often increases in value as years add compound interest to the original investment. Young men who start in life with immoderate expectations as novices in the mercantile line seldom fail to receive lessons that if duly heeded give a fair per cent. of profit, either directly in cash or by insurance against future accidents and loss.

The foregoing reflections are suggested while mentally reviewing the incidents of nearly three decades of business life. Having been thrown by circumstances into trade later in life than falls to the lot of most men, without previous practical training, I had much to learn and much to unlearn concerning the various springs of human action found in every class of people with whom I had to deal. I started with a firm faith in the wholesaler and jobber, as men who were above suspicion of practicing any form of deceit upon customers, and especially free from any charge of partiality in the making of prices. I believed they all gauged prices of goods on each invoice according to the market value at the time and never varying even though it involved a loss. In this spirit I never felt like questioning quotations or asking concessions in price, being satisfied that they had an impartial method of regulating profits differing materially from that of retailers. In short, I believed the wholesale and jobbing lines were carried on under a system universally accepted as equitable, the result of a consensus of commercial opinion and maintained with an esprit de corps quite unlike retail dealers.

There came a time when this belief was shaken at least as to certain individual firms, although I am glad to acknowledge a larger acquaintance has enabled me to retain most of the early confidence. Perhaps in nearly every case where I found a lack of fair dealing I had occasion to blame myself for not noting carefully quality of goods or was not well posted on market rates. On the whole, therefore, my relations with the wholesale trade have been quite satisfactory. Not only in the matter of credit, or extension of same when asked within reason, but also in liberal discounts for cash, which often sensibly affect the retailer's profit. Nor have I found them backward in correcting mistakes, nor in adjusting losses for which they were responsible. They have at all times promptly answered correspondence, however unimportant may have been the matter involved. While conducting business requiring carlots and even cargoes, they usually accepted orders modified to suit the trade of the smallest dealer with a courtesy hardly to be expected.

The inference is that if one who commenced business like myself as a novice has so little reason to complain of those with whom he has dealt for nearly a generation, the character of wholesalers in general shows a commendable degree of business integrity. Some of the credit, however, must be shared by the agents who have represented them with equal fairness, thereby helping to maintain the standing of their respective firms.

In regard to the integrity of retail dealers an experience of ten years has

revealed a lower standard of commercial ethics, both in the fulfillment of contracts and the courtesy due to those with whom such contracts were made. Offenses of the latter kind may be accounted for in part by a want of system, ignorance of business forms, procrastinating habits, or sheer carelessness. Quite an important feature of successful trade involves the keeping of a correct account of purchases and outstanding obligations, also carefully noting the terms affixed to invoices, and either honorably complying with them or at once protesting if not deemed satisfactory. Once accepted without dissent the creditor has a right to expect payment in the time and manner specified. The standing of all retail merchants is judged according to the way they meet these obligations. Self-interest inclines them to treat fairly bills due the house with which they regularly deal, but smaller invoices from outside parties are too often neglected as though they were of little importance. Even a gentle reminder from the creditor receives the frozen mitt of silence and perhaps an indefinite delay quite as discreditable to the buyer as annoying to the seller. This lack of courtesy they are never disposed to condone when exhibited by their own customers. Yet it is a common failing with many retailers—more from a want of thorough system that insists on a conscientious regard for details than from a deliberate intent to escape payment of just obligations.

In a list of retailers with whom I have dealt in the last few years, 18 per cent. failed to answer enquiries respectfully worded and accompanied with stamps for a reply. They comprised druggists and general dealers in towns and small country settlements, all having a rating from extra good to fair on the commercial record. In a given hundred on the same list I am sorry to admit that there were 9 per cent. who practically repudiated contracts made in good faith over their own signatures, and never gave a reason for so doing. As the amount of each debt was small they no doubt considered these accounts legally adjusted according to the law of general average whereby a certain portion of mercantile accounts are by custom charged up to the column of profit and loss. Perhaps the loss to me bears no greater proportion to total sales than has occurred in local trade. The effect, however, has been to shake my confidence in a class of business men who should for the honor of the guild maintain a higher standard of integrity than is expected from large numbers of purchasers who buy only for personal consumption.

The lesson I have learned is, not that retailers are actually dishonest in the proportion stated, but that they cannot be so safely trusted by me to do the fair thing through the usual medium of the postal service, whenever a settlement by personal interview is impracticable. The moral to be drawn from the above experience is that the motives actuating humanity in general are pretty much the same in all cases or professions; but they are modified oftener by conditions and habits than by perverse instinct. The outlook after all is not so pessimistic as would at first appear. It rather incites the wish that all retailers would improve their methods of business in this particular in harmony with the Golden Rule, and thus set a worthy example to their own slow-paying and debt-defying customers.

PETER C. MEEK.



### 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.**

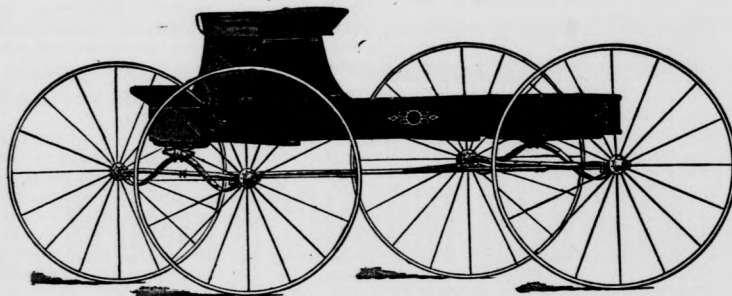
761 E. Fulton St.

Grand Rapids, Mich.

## WHEELS! WHEELS! WHEELS!

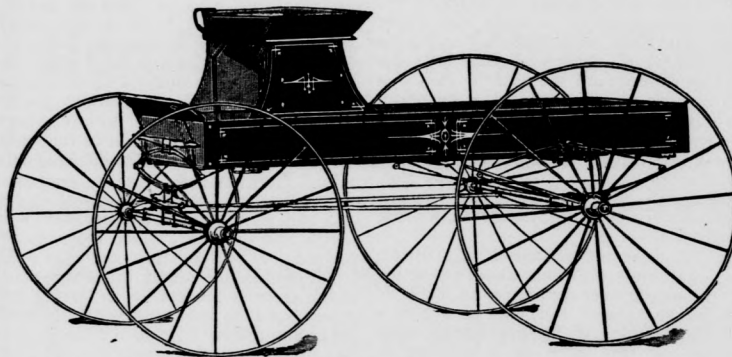
While you are buying wheels, do not neglect the

## GROCERS' SAFETY



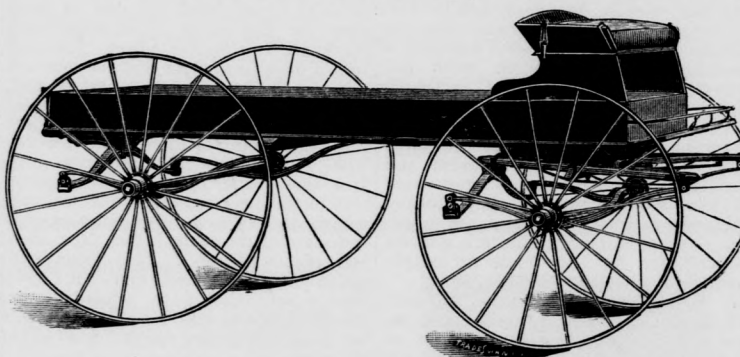
### No. 1 Cross Spring Delivery Wagon.

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



### Three Spring Delivery Wagon—Made in Two Sizes.

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



### Full Platform Spring Delivery Wagon.

No. 1. 1½ Concord steel axles. 1½ tread Sarven patent wheels. Oil tempered spring, 1½-4 and 5 leaf. Body, 9 ft. Capacity, 1,500 to 1,700 pounds. Hand made and fully warranted drop tail gate. Price, \$50.

No. 2. 1¼ Concord steel axles. 1¼ tread Sarven patent wheels. Oil tempered springs, 1½-5 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.

# Use Tradesman Coupon Books and Avoid Loss



# The Labor Trusts—Individual Liberty at an End.

From Boots and Shoes Weekly.

Ex-Senator George F. Edmunds, of Vermont, attended a dinner in Philadelphia, May 22, in honor of our former Ambassador to Italy, Wayne MacVeagh. In the course of some remarks on trusts in general, Mr. Edmunds said:

"Somebody has said something in the course of this evening on the subject of our economy, of the intensities of the concentration of various trusts, sugar, oil, tobacco and rope trusts. We find in the newspapers, which print everything and anything anybody wants to say, and many things we don't say, lots of things about these trusts. But have they got them all? Where is your plumbers' trust? Where is your plasterers' trust? Where is your carpenters' trust? Where is your every trust of labor and organization in every human industry that exists in the United States?

"There came under my observation in your city of Washington a touching illustration a few years ago. I had occasion to employ a plumber to do a small piece of work for me, and, during the progress of the work, he asked me if I could not find a place for his son in one of the departments. I asked him why he did not take his son into his own establishment and there teach him his trade. He said—I can hardly state it without emotion myself:

"Senator, I cannot do it."

"I said, 'Why?'

"Why," he said, 'the Plumbers' Union only allows two apprentices in the State from a certain district, and my son cannot get in.'

"I said, 'Why don't you teach him your own trade in your own shop?' and gentlemen, the reply he made was this:

"Why, Senator, if I did, I could not get a job in the whole city."

"Is not that a trust which is wrong? Well, that runs through every trade—sugar, rope, tobacco, railroads that are bad, and all that, and so they may talk about our honest men with wives and families to support who are willing to work for one and two dollars a day, but they can't get it. Why? Because their union or their trust won't allow them. The standard is set for them, and if they don't wait and starve their families until they can reach that standard they can't get work anywhere. Everywhere they go they are met by the same condition of affairs all over our United States—a workman can't work for what he wants to—he must work for what somebody else says he must work for."

As we have before remarked in these columns, if the laboring men of this country were subjected by any government to a hundredth part of the tyranny they so complacently endure from union leaders, there would be a revolution within a very brief period.

With respect to earning a living this country is no longer for the laboring man a land of liberty; it is a land of slavery—in many instances of the most tyrannical kind. Men are not allowed to earn a living as seems best for them. The arbitrary regulations of trade unions will not permit it.

If Congress should pass a law that only so many men would be allowed to earn a living as carpenters, or bricklayers, or blacksmiths, or shoemakers to every thousand of population, how long would the people stand it?

But irresponsible organizations known as trade unions can pass laws and enforce them, too, and the people stand it and have stood it up to this time, and are likely to stand it for a good while to come, probably. Meantime, just as Senator Edmunds states, the boys who are growing up can find no place to work. The unions will not have them and what are they to do?

It seems time to consider who the people are who control the trade unions of this country. Are they men who like to work, or have they succeeded in elevating themselves to positions of leadership in labor organizations in order that they may enjoy fat salaries and do nothing?

There can be no question that the

country is confronted with a very grave question in the matter of labor trusts—one which will have to be grappled with some time or other. No one believes that a majority of the men who really belong to trade unions favor the arbitrary methods adopted by their leaders. If every union, whenever an important question comes up, could decide that question by a secret ballot, there would be far fewer strikes and far less obstruction to business; but secret ballots are not permitted. The vote must be viva voice. The bulldozing trade-union leader proposes a resolution, speaks upon it, in violent language denounces everybody who may be opposed to it, and then demands a vote. It takes great strength of character for any man in a matter of this kind to say no. Hundreds would like to do it, but each waits for somebody to take the lead and nobody wants to take the lead, because if he does from that time henceforth he is a marked man in his union and he knows that even his life will be in danger. In any event, he will be persecuted and very likely be driven out of the union and then be in no position to feed his wife and family. Labor leaders understand this matter very well. They do not permit their servile followers to have any opportunity for expressing their candid opinions.

Thousands of men belong to unions who would welcome emancipation from the galling chains they are compelled to bear. In a large city, however, no man can secure employment in any trade who does not carry a union card. Men who want work are forced to join a union, and there is generally no hurry in taking in new members. Many a man has starved for weeks and months waiting for some union to act upon his case in order that he might have a chance to earn a living for himself and family.

And yet they call this a free country.

## A Thinker On Thinkers.

Our good ol' Elder Hombleton he said he thought I ought  
To git acquainted with the lords an' emperors of thought;  
He said I had sich nateral capacities of mind  
That I ought to git familiar with the thinkers of mankind.  
An' so he fetched me Shakespeare's plays, an' Milton's poems, too,  
An' ol' George Eliot's novels next for me to waller through.  
An' so I wallered through 'em all, read through the whole long shelf;  
An' all the more I read their stuff the more I loved myself.

W'y, now, jest look at Shakespeare: poof! that foolish people praise  
He made a terrible mistake to go to writin' plays.  
The man couldn't think, he rambles on and jumps from this to that,  
An' I dunno, an' he dunno, jest w'at he's drivin' at.  
I've thought more thoughts, out here to work; I've thought more in one day.  
More genuine thoughts than he could stick in one whole ramblin' play.  
There might be good plays writtin, sir; plays number one an' prime  
But I must carry on my farm, an' I hain't got the time.

Now there's John Milton's poetry that makes sich hullabaloo,  
'Tain't sense, 'tain't rhyme, 'tain't argument, an' I don't believe it's true.  
They call him a great thinker, hey? His thoughts are great an' high?  
If he's a thinker, Lord alive! Good Gracious! w'at am I?  
He's got some gift for words, I know; but he can't string 'em. See?  
Can't string 'em so they'll make a thought that holds up an idee.  
There might be poetry writtin, sir, chockful of thought sublime,  
But I must carry on my farm, an' I hain't got the time.

Now, there's George Eliot's novels, wall, I never saw the man,  
An' I wouldn't hurt his feelin's, but the stuff he writ, I swan!  
He tries to tell us stories, but he hain't got none to tell;  
W'y, I could tell 'em twice as quick, an' forty times as well.  
But I've jest wallered through 'em all, read through the whole long shelf,  
An' all the more I've read the stuff the more I've loved myself.  
But there might be novels written that would be first-class and prime;  
But I mus' carry on my farm, an' I hain't got the time.

SAM WALTER FOSS.

## The Wife Was on Top.

Bacon—I hear your friend has been unfortunate.

Egbert—Yes; he failed in business.

Bacon—What was the cause?

Egbert—Expensive wife.

Bacon—And did he lose everything?

Egbert—Everything but the wife.

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## Woman's World

### What the Old Cradle Said.

In a dark corner of the attic, neglected and forgotten, stood the old cradle. A tiny quilt of silken patchwork covered it, and the little lace-bordered pillow was dented as if it still bore the impress of the baby's head that had rested there so long before, but the dust of time and decay had fallen upon it, and over it spiders spun their silvery webs unrebuked. Down stairs the modern babies slept in modern beds, constructed in modern theories of hygiene, where they fell asleep like grown people, and never knew the songs the cradle sings, in the hush of twilight, when little people journey away in By-low Land.

The other day I was putting away the winter clothing in the garret. The door leading down stairs had been left ajar, through it came up, clear and sweet, the music of children's laughter, and the patter of little feet across the floor. Just where the sunshine touched the old cradle I saw it stir gently, and then it begun to rock softly, tenderly, invitingly, as you have seen a childless mother kneel upon the floor and stretch out imploring arms to some little toddler just beginning to take a few, faltering steps.

"They should have been mine," said the old cradle jealously; "for generations I have held the babies of the family in these loving old arms. I have watched over them, guarded them; I have rocked them, as softly as the sighing of the south wind among the trees, and sent them such dreams that they smiled as if an angel had whispered to them in their sleep. And now I wait here with empty arms, and they, poor little creatures, are put to sleep in a hard bed, with never a bedtime song or story.

"Oh, I know it is all about the new theory," sneered the cradle with the intolerance the old have for new-fangled notions. "It's very unhygienic and unsanitary to sleep on a soft bed; rocking a baby may bring on nervous disorders; you mustn't excite the infantile imagination with new ideas just as they are going to sleep. I know all about it, and it's great nonsense, in my opinion. We got along a deal better before we knew anything about hygiene, and had only health, and when mothers trusted for guidance to the divine inspiration of mother love about bringing up their children, instead of to the theories of old maids in a mothers' convention. The trouble seems to be that women spend so much time studying up new ideas about how to raise their children that they haven't any leisure to put them into practical operation.

"They tell me," the old cradle continued softly, "that the world has improved so much, and that such progress has been made in every line, that the cradle has been entirely superseded. The next thing we will be called on to admire is some way to do without babies. We will have some patent elixir to abridge youth and make people grown at once, without wasting any unnecessary time about it. It is true that in the furniture shops a miserable make shift, called a crib, is still sold, but a cradle such as I am, with rockers, is so entirely a thing of the past that you could not buy one like me if you wished. Yet how much of the poetry and history and romance of our country centers around the old-fashioned cradle!

"Just look at me. I am beginning to realize that I belong to a changed or-

der of things, and I am bewildered by what I hear and see. Why, I was proud to be a cradle in my youth. I was bought by a young mother, and I shall never forget the thrill of love and sympathy that ran through me when she laid her first baby in my arms. That was long, long years ago, when luxury had not reached that point when a woman could hire a nurse to be a mother to her children. I was never very fine, as you see. I belonged to the great middle class—the common people, if you like the words. My mistress had much work to do, for she and her husband were setting out in life with their fortune to make, and so she toiled early and late. Many and many a day we passed together. She sat beside the cradle, and as she sewed her foot was upon the rocker, and she swayed me lightly to and fro, to and fro, and sang the grand old hymns on which she based her faith, and from which she got her consolation in times of trouble and distress.

"Do you think that such things mean nothing to the baby within the cradle? What does the wisest among you know of the thoughts and dreams and impressions that grow up in a baby's mind? Why, character is made up of fragments, of shreds and patches, of old heroic dreams, of books that have thrilled you, of poems you have wept over, of prayers you lisped at your mother's knee, of cradle songs she sung above you. Other things go by you lightly in after life and leave an impression as light as the scratch or stain on the everlasting rock, which the next rain washes away, but in youth everything cuts its deep and ineffaceable lines, and on all the wide sea of memory there is not one white sailed ship that is ever lost. Somewhere, somehow, it comes safely back into port.

"What are these memories going to be for the children who were never rocked in cradles? Are they going to be of being hustled into bed, so mother could go off to the club meeting, or the progressive euchre game? I remember there was a suggestion a little while ago that one of the inventions of the future would be a crib rocked by electricity, and with cradle songs sung to it through a phonograph. It would be an admirable arrangement, only, you see, the ingenious inventor hasn't taken into account the fact that human nature has not kept pace with the progress in mechanical contrivances. You have every outside convenience, but unfortunately, inside there is still the same old uncomfortable, sorrowing, sinning human heart, and it needs in the hour of temptation and trial, something better than the memory of a phonograph mother.

"In the years that came and went," went on the old cradle, "many babies were laid within my sheltering arms, and the mother still sat by me, and dreamed the long, long dreams of motherhood, for there is no ambition so vast, no hope so great, that it has not been breathed above a baby's cradle, no prayer so pure as the one that goes up from that altar. What genius may lie hidden in that downy baby head, what reins of power those pink fingers may grasp, how that voice may thrill and sway the multitude, or, perchance, better than these, for good mothers' thoughts are always half of heaven, what powers for good may slumber in that unawakened soul. It is to the melody of such thoughts as these that the old-fashioned cradle was swayed to and fro, to and fro, and the woman whose

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life was set in lowly places, and who had no hope for herself beyond the daily round of homely duties, felt her heart swell with all the vast portents of the future. 'The hand that rocks the cradle rules the world,' she cried to herself. 'In such a cradle as this have lain the Washingtons and Jeffersons, the Franklins and Agassiz of the world. Who knows,' and her hope spanned all the future with a rainbow of promise.

"By and by, the children grew out of my care, and went into homes of their own. I was put up into the garret, and in time it came to my mistress that the only baby she had left was the little child who had died. The babies who had grown up and married she had lost, but the little dead baby she had kept. Always it was a little child to her, just as on that night so many years ago when she had laid it in my arms, and while she rocked and sung to it it had strayed across the border land, back into that spirit world whence it came. That was the youngest baby, and the next day kindly hands bore me up the stairs away from her sight. But she missed me as one misses an old and familiar friend. You see, we had borne so much together, and had so many memories in common. All the dreams, and ambitions and the memories of long, long nights of sickness when we had watched the fluttering breath, and scarcely dared to look for fear of what we might see on a child's face. One does not forget things like that, and so she used to climb the attic stairs, and sit beside me for hours, singing the old songs, and gently swaying me to and fro. See, here is the little hollowed place her hand wore in the oaken boards. No one has ever touched me since. Here in the pillow is where the baby's head lay, and there, towards the foot where the silk quilt is stained and yellow, is where her tears fell upon it through the long years. She was not a woman to make a parade of her grief, and no one ever knew, but as long as she lived she came and smoothed down the little coverlet and set it as tenderly as if she bent once above her baby for a last goodnight.

"Years ago my old mistress died, and I passed along with other of the old-fashioned furniture into the possession of her son, and was relegated to the garret with other unused and unwanted things—the pathetic flotsam and jetsam of life. My progressive and fashionable young mistress does not believe in using cradles. I have no association to make me dear to her, and for her no memories cling about me, so close and so near, as to make me almost a sentient thing. I have had no part in her sorrow or her joy, and I shall never even hold her children in my loving arms. Sometimes I am content to lie here quietly, thinking over the old thoughts, but there are times when the children's voices thrill me, and I yearn to clasp them to me, to shelter them, and feel the warmth of their little heads as they cuddle down upon my breast."

There was silence for a moment, and then the old cradle began to sway gently back and forth, back and forth, and to croon the lullabies a mother sings in the twilight to her sleeping babies. I shut the door very gently, and crept noiselessly down the stairs, leaving it to dream once more the old, old dreams.

DOROTHY DIX.

#### Women as Extremists.

Any close observer of human nature must have remarked that one of the greatest weaknesses of women is their

proneness to run to extremes. They never seem to be able to do things in moderation, or to strike the golden means. Even in their characters this peculiarity is noticeable. Like the heroine of the celebrated nursery ballad, "when they are good, they are very good, and when they are bad they are horrid."

This tendency to take an extreme view of every subject makes women the bitterest partisans in the world in politics, and the greatest fanatics in religion. They never believe in a thing halfheartedly. Their point of view, they are absolutely sure, is the only one that any rational, unprejudiced person could hold. It takes a woman of exceptionally broad and liberal mind to ever admit that there may be a saving remnant of virtue and possibly an argument or two on the other side.

It is, however, in the common affairs of everyday life that this proneness to run to extremes works most disastrously, and it is to it that women owe many of the burdens under which they groan. It gives us, for instance, the woman who finds housekeeping such a labor that she breaks down under it and has to seek the refuge of a boarding-house or a sanitarium while she recuperates. She is a martyr to exaggerated neatness and order. Forever sweeping and dusting and scrubbing, the home that should be a place of peace and rest and pleasure becomes a source of never-ending toil and worry. A pillow awry, a book out of place, a cobweb in the cellar, are poignant and real sources of grief to her. She frets at the servant's carelessness, she nags her husband, and her children flee to places where they can throw things about unrebuked. It is, of course, the bounden duty of every woman to look well to the ways of her household, but let her not make a slave of herself to it. Better is a little wholesome dirt and a little disorder than an overworked, irritable woman who has broken herself down cleaning things up with the foolish idea of being a model housekeeper.

Then there is that other woman who is an extremist in the matter of her children. Mother love is one of the things we are accustomed to think cannot be overdone. Yet what is to be said of the unwisdom of the woman who sacrifices herself at every turn unnecessarily for her children? Does it not teach them to be inconsiderate and selfish? All of us know mothers who are working themselves to death to save idle daughters. Mother sweeps and sews and cleans house and scripps herself, that Mamie may ride a wheel, and go forth adorned like Solomon in all his glory. How much better if mother had taken a rational view of the subject—a happy middle course—and let Mamie share in the duties and privations. It is a pathetic fact that the reward that the perfectly unselfish mother gets is always neglect and indifference. It is the woman who demands respect and consideration from her husband and children who gets it, and love and admiration besides.

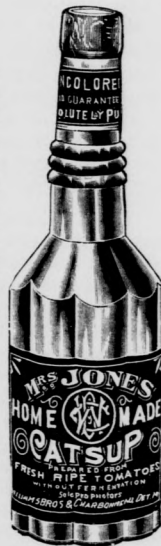
The business woman is the victim of this same fault of her sex. She tries to do too much and breaks down under it. A man contents himself with the day's labor. A woman rushes home after work, to make over a dress or remodel a hat, or keep house, in the time that should be given to rest and recreation. It is not the work in their professions that kills women. It is the things they do on the outside that bring on the nervous prostration that wrecks many a brilliant career.

It is never the extremists who hold the balance of power. It is the great conservative mass who occupy the middle ground, and this is one of the lessons women have yet to learn.

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## Hardware

### Advantages and Disadvantages of Buying from Traveling Men.

Is it more advantageous to the retail merchant to go to the market to buy his goods or to remain at home and buy of the traveling salesman—the much-maligned and often misunderstood traveling man? I plead for him and his cause. He comes into your store, bringing catalogues, prices and samples. Although he does not say so, his manner implies that you are the most important man he does business with, and he hasn't a single thing to do on earth but await your pleasure and consult your wishes. He comes perhaps just after he had read an anxious letter from home telling of trouble and sickness there—in winter's cold and summer's heat he comes. Perhaps with the memory of a frost in the last town he has made and fear of the possibility of another one to-day. Unscrupulous competitors, by misrepresentation and innuendo, make his days a burden. His house will not give him sufficient leeway in certain prices and he carries in his inside pocket a letter from it scoring him because he failed to secure certain business, overlooking entirely and failing to congratulate him upon his securing another large order which he had obtained by reason of much work and diplomacy. He is thinking, perhaps, of this letter which scolds for what he could not help and which withholds a well-earned praise. And yet he saunters in upon you, as if life was one long pleasing dream. He may have missed his supper to catch an evening freight and spent his few hours in bed between damp sheets, shivering curses at his landlord, but to you he shows a placid front and keeps silent on such subjects.

You, on your part, have just learned that a heavy debtor has just absconded and that your competitor has secured the large contract that you have been so sure of. Life seems full of woe, and you glare at this glad-visaged traveling man. He seems so cheerfully flippant in this vale of tears. You want him to go away and let you groan in quiet or swear at the clerks, according to your mood. If he is a high-salaried man and worthy of it, he does go away and by and by, when the world looks brighter, he returns, and you give him your order. The good traveling man listens to troubles all day long and never has any of his own. He is as diplomatic as Tallyrand and as honest as old John Bunyan. As in the other occupations, some fall by the wayside, while others look forward to the time when they may be called to a higher place in the house or go in business with their hoarded savings. If a kind Providence, in his wisdom, should set apart some favored spot in Paradise for the special use and comfort of the traveling man, it would be but justice and the payment of well-earned reward.

I once wrote an article for a prize offered by a trade paper, taking the side that it was better to remain at home and buy from the traveling salesman. I didn't get the prize, but have consoled myself ever since with the thought that trade papers are opposed to my view anyway and delight in visits of the unsophisticated to their local metropolis, just as the comic papers revel in the possibilities of an urban visit from an impossible Uncle Wayback. The man who got the prize lived, I think, somewhere in California and cheerfully ad-

vocated a trip from his county to any place on top of earth, provided the goods he wanted were made or jobbed there. I thought his conclusions smacked of collusion between astute merchants throwing out bait for trade and crafty passenger agents scheming to increase travel. Perhaps I was prejudiced—I am willing to admit that his paper was better written than mine and would probably have taken the prize anyway—but it looked like collusion. A trade paper is a good deal like a newspaper that calls itself a party organ—it has its policy, and its policy depends upon what most of its party subscribers believe in. The majority of subscribers to trade papers are jobbers and manufacturers, who have the paper sent broadcast to their customers. There are exceptions.

In early times—in the dawn of commercial activity—the venturesome merchant packed his goods in bales and, by ship and caravan, made his way to foreign lands, braving the dangers of the deep, the terrors of the robber and of hostile tribes. He displayed his wares to the wondering gaze of people speaking strange tongues, and bartered for other goods to take back to his home, or sold outright, taking his payment in coin passing current there. Perhaps like Antonio, he had "a ship of rich lading wrecked on the narrow seas." Perhaps he fortunately returned to his home, and when he had computed the profits of his journey, spoke of the wonders he had seen abroad, and with the wandering minstrel shared the honors that a simple people paid to story tellers who told them of the wonders that lay beyond their narrow world, like Marco Polo and his tales of far Cathay and the wonders of the fabled Quinsai. Professor Draper, in his Intellectual Development of Europe, speaking of former times, dwells upon the effect of environment on the lives and manners of the men and how the cold and rugged regions of the North and the sunny plains and vine-clad hills of the South each had their effect on people living there, making the one hardy, somber and ferocious; the other indolent, dreamy, passionate and poetical. He speaks of the change that modern times have wrought since electricity and steam have narrowed these differences. The civilized world is now, by a blending of these many colors, taking on a uniform hue.

The merchant now remains at home instead of wandering far afield. From his office he directs a force of men who travel for him, and knows or meets but few of his customers. Drafts and bills of exchange take the place of coin of uncertain value and robbers have no terrors, for the common law makes the common carrier liable for all loss, except the act of God or the public enemy. Before the day of "traveling salesmen," in the modern acceptance of the term, the merchant—or shop-keeper, as the Anglophobiacs choose to call him—was compelled to go to the trade centers if he would be abreast of the times in order that he might see the newest goods and strange fabrications; in order, also, that he might consult the leaders in these marts and know those things that were hidden from simple villagers, who never went abroad, for in those days he had no other source of knowledge to help him in his calling. He had no daily paper to keep him in touch with the minute and hourly happenings of the uttermost corners of the earth; no Dun or Bradstreet to tell of shaky debtors, to

report future possibilities or give advice on prices as they rise and fall in the ebb and flow of the troubled sea of commerce; no illustrated papers and magazines whose graphic portrayal of events and places is often better than a view obtained by visit. So this merchant of the olden time was forced to go to some trading center to buy and to learn, and the force of his enforced habit lingers even unto this day with merchants of this later time. To some few this journey is a delusion, for they honestly believe in their hearts that by so journeying they acquire wisdom and secure bargains of great price and novelty with which to overwhelm their competitors on their return.

To others it is given to know that this journey is but the shadow of the older custom that has now become "stale, flat and unprofitable." They know that it is the city firms they visit, and on visiting buy from, who reap the profit and secure the bargains, but knowing they yet go. They go for a vacation to see the crowds, to revel in the unaccustomed luxury of hotels whose names are household words, and the delight of seeing their names among the hotel arrivals in the metropolitan paper, alongside of politicians and men of actual affairs. The buying of goods is a secondary con-

sideration, and, perhaps, wisely so.

When the traveling man by his calling makes a new profession in the world, he shows the world's production of the line he represents to the man who buys his goods at his own store, and who goes abroad merely for his own pleasure. He knows the newest things in goods as well as stories; the latest things in shelving cases and display boards; all the novelties in window dressing; and, best of all, he knows you, your trade, your competitors and their trade. You may treat him with disdain, familiarity, cussedness or respect, and you reap what you sow.

You may go to the city and fool the man with the catalogue who sits near the door and attends to the out-of-town trade, and greets you with almost affection a few seconds after he comes to know your name, but you can't fool this man who has called at your store for years. He knows your whims, your strength and weakness—what you ought to buy and how much of it. If you have

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Pumps for barrels  
and buckets.

**BROWN & SEHLER, WHOLESALERS,  
GRAND RAPIDS, MICH.**



been a man with him, he pilots you safely along, although you may not know it. If you haven't treated him as a man should be treated, the day will come when he gets even. When you are in your own store, you know the salesman wants to sell to you. When you go to the city to buy, you make open acknowledgment by so doing that you want to buy. The seller is very different in all matters of bargain and sale when he knows a man wants to buy than he is when purchase is uncertain. So you call upon the jobber in the city and the salesman becomes haughty or patronizing, as his mood is. He doesn't know what goods are staple in your county, or the make and sizes of any particular line you need. He may extol the merits of a job lot of shepherd's crooks when you are most interested in log chains and cant hooks. He doesn't know whether you keep a village store and postoffice and sell hardware along with prunes, mackerel and rock salt, or whether you have a well-selected stock of general hardware as he ever looked at. When you are in your own store you are subject to no delusions—you are on your native heath and things appear as they really are. You can't look up your quotations and invoices and all the other details in some one else's store as you can in your own. Things look different anyway. You are filled up with a better dinner, perhaps, than you get at home. Lynnhaven oysters, lobsters a la Newburg and reed birds are not usually on your private table. Your cigars may have cost more than you like to think of later. The troubles and perplexities of your business are dimmed through the hazy distance; strains from the grand march in the comic opera that you heard last night force themselves upon your brain. Around you are piled vast stores of merchandise, and the salesman, taking your arm, gently trots you up and down among them, that you may become properly impressed. He whispers that the head of the firm knows you are in the city, and having heard so much of your sagacious thrift can scarce contain himself until he meets you, and you beam complacently about while you hear vast sums discussed, as if money was such a common thing. You begin to think something of yourself and take broader views of life.

At home, with the care of your business upon you, you buy, perhaps, less than you should, sometimes, but here in the atmosphere of plenty you also assume importance in your own eyes and begin to give your orders with an outward air of dignified confidence, hoping deep in your heart that the good Lord will provide a way of payment. The jobber is constantly asking you, directly or by inference, to visit him in person, yet his own buyers rarely leave his house. Consistency is a jewel that does not always sparkle in the crown of the jobber. But who is perfect anyway? E. H. LLOYD.

Reasonable Prices the Best.

Don't hang onto a high price for stock simply because you made what has turned out to be a bad investment. That's nobody's business but your own, but it is everybody's business to secure the best returns for their money, and they will go where they can do so. Therefore, make the best of a bad matter, and put the undesirable stock out of the way as rapidly as possible by disposing of it in the way of a bargain, special sale, special inducements to employees to get rid of it, etc., without any reference to what its original price may have been.

An Old Sweetheart.

As one who cons at evening o'er an album all alone,  
And muses on the faces of the friends that he has known,  
So I turn the leaves of fancy till, in shadowy design,  
I find the smiling features of an old sweetheart of mine.  
The lamplight seems to glimmer with the flicker of surprise,  
As I turn it low to rest me of the dazzle in my eyes,  
And light my pipe in silence, save a sigh that seems to yoke  
Its fate with my tobacco and to vanish with the smoke.  
'Tis a fragrant retrospection—for the loving thoughts that start  
Into being like perfumes from the blossom of the heart;  
And to dream the old dreams over is a luxury divine—  
When my truant fancy wanders with that old sweetheart of mine.  
Though I hear, beneath my study, like a fluttering of wings,  
The voices of my children, and the mother as she sings,  
I feel no twinge of conscience to deny me any theme  
When care has cast her anchor in the harbor of a dream.  
In fact, to speak in earnest, I believe it adds a charm  
To spice the good a trifle with a little dust of harm—  
For I find an extra flavor in memory's mellow wine  
That makes me drink the deeper to that old sweetheart of mine.  
A face of lily-beauty, with a form of airy grace,  
Floats out of my tobacco as the genii from the vase;  
And I thrill beneath the glances of a pair of azure eyes  
As glowing as the summer and as tender as the skies.  
I can see the pink sunbonnet and the little checkered dress  
She wore when first I kissed her and she answered the caress  
With the written declaration that "as surely as the vine  
Grew 'round the stump" she loved me—that old sweetheart of mine.  
And again I feel the pressure of her slender little hand,  
As we used to talk together of the future we had planned—  
When I should be a poet, and with nothing else to do  
But write the tender verses that she set the music to;  
When we should live together in a cozy little cot  
Hid in a nest of roses, with a fairy garden spot,  
Where the vines were ever fruited, and the weather ever fine  
And the birds were ever singing for that old sweetheart of mine;  
When I should be her lover forever and a day,  
And she my faithful sweetheart till the golden hair was gray,  
And we should be so happy that when either's lips were dumb  
They would not smile in heaven till the other's kiss had come.  
\* \* \* \* \*  
But, ah, my dream is broken by a step upon the stair,  
And the door is softly opened, and—my wife is standing there;  
Yet with eagerness and rapture all my visions I resign,  
To greet the living presence of that old sweetheart of mine.  
JAMES WHITCOMB RILEY.

Two Thousand Pigs.

A butcher residing in a country town was afflicted with a terrible lisp. One sale day, being suddenly seized with an inspiration to raise his own pork, he invested in a few pigs; but, having no place ready for their immediate occupation he called upon a neighbor whom he knew had an empty sty.  
"I thay old man," he began, "I have jutht bought a few pigth. Could you lend me your thty?"  
"Certainly, if it is any use. But how many pigs have you? The sty is none too large."  
"Oh, only two thowth and pigth."  
"Two thousand pigth! Good gracious! It wouldn't hold zoo!"  
"I did not say two thowthand pigth. It hed two thowth and pigth!"  
"Yes, I hear; and it won't take a quarter of them. It's no use."  
"You don't underthand me," said the poor fellow. "I do not mean two thowthand pigth; I mean two thowth and pigth."  
"Well, you couldn't get 20 in; so there!"  
"I don't wan to!" exclaimed the lisper, excitedly. "There are not two thowthand pigth, but two thowth and a pigth" (gesticulating)—"two thowth and pigth I tell you!" And so he kept on in vain, until a happy thought struck him. "I did not mean two thowthand pigth, but two thowth and pigth!"  
He got the sty.

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 Rasp.....                          | 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.....                        |                    |
| GAUGES                                            |                    |
| Stanley Rule and Level Co.'s.....                 | 60&16              |
| KNOBS—New List                                    |                    |
| Door, mineral, jap. trimmings.....                | 70                 |
| Door, porcelain, jap. trimmings.....              | 80                 |
| MATTOCKS                                          |                    |
| Adze Eye.....                                     | \$16 00, dis 60&10 |
| Hunt Eye.....                                     | \$15 00, dis 60&10 |
| Hunt's.....                                       | \$18 50, dis 20&10 |
| MILLS                                             |                    |
| Coffee, Parkers Co.'s.....                        | 40                 |
| Coffee, P. S. & W. Mfg. Co.'s Malleables.....     | 40                 |
| Coffee, Landers, Ferry & Clark's.....             | 40                 |
| Coffee, Enterprise.....                           | 30                 |
| MOLASSES GATES                                    |                    |
| Stebbin's Pattern.....                            | 60&10              |
| Stebbin's Genuine.....                            | 60&10              |
| Enterprise, self-measuring.....                   | 30                 |
| NAILS                                             |                    |
| Advance over base, on both Steel and Wire.....    |                    |
| Steel nails, base.....                            | 1 65               |
| Wire nails, base.....                             | 1 75               |
| 20 to 60 advance.....                             | Base               |
| 10 to 16 advance.....                             | 05                 |
| 8 advance.....                                    | 10                 |
| 6 advance.....                                    | 20                 |
| 4 advance.....                                    | 30                 |
| 3 advance.....                                    | 45                 |
| 2 advance.....                                    | 70                 |
| Fine 3 advance.....                               | 50                 |
| Casing 10 advance.....                            | 15                 |
| Casing 8 advance.....                             | 25                 |
| Casing 6 advance.....                             | 35                 |
| Finish 10 advance.....                            | 25                 |
| Finish 8 advance.....                             | 35                 |
| Finish 6 advance.....                             | 45                 |
| Barrel ½ advance.....                             | 85                 |
| PLANES                                            |                    |
| Ohio Tool Co.'s, fancy.....                       | @50                |
| Sciota Bench.....                                 | 60                 |
| Sandusky Tool Co.'s, fancy.....                   | @50                |
| Bench, first quality.....                         | @50                |
| Stanley Rule and Level Co.'s wood.....            | 60                 |
| PANS                                              |                    |
| Fry, Acme.....                                    | 60&10&10           |
| Common, polished.....                             | 70& 5              |
| RIVETS                                            |                    |
| Iron and Tinned.....                              | 60                 |
| Copper Rivets and Burs.....                       | 60                 |
| PATENT PLANISHED IRON                             |                    |
| "A" Wood's patent planished, Nos. 24 to 27 10 20  |                    |
| "B" Wood's patent planished, Nos. 25 to 27 9 20   |                    |
| Broken packages ½¢ per pound extra.               |                    |
| HAMMERS                                           |                    |
| Marydole & Co.'s, new list.....                   | dis 33½            |
| Kip's.....                                        | dis 25             |
| Yerkes & Plumb's.....                             | dis 40&10          |
| Mason's Solid Cast Steel.....                     | 30¢ list 70        |
| Blacksmith's Solid Cast Steel Hand 30¢ 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, ½ inch and larger.....                                                                                             | 5½                |
| Manilla.....                                                                                                              | 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 45 2 60         |
| 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, '98.....                                                                                                   | 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.....                                                                                                        | 62½               |
| Coppered Spring Steel.....                                                                                                | 50                |
| Barbed Fence, galvanized.....                                                                                             | 2 15              |
| Barbed Fence, painted.....                                                                                                | 1 80              |
| HORSE NAILS                                                                                                               |                   |
| An Sable.....                                                                                                             | dis 40&10         |
| Putnam.....                                                                                                               | dis 5             |
| Northwestern.....                                                                                                         | dis 10&10         |
| WRENCHES                                                                                                                  |                   |
| Baxter's Adjustable, nicked.....                                                                                          | 30                |
| Coe's Genuine.....                                                                                                        | 50                |
| Coe's Patent Agricultural, wrought.....                                                                                   | 80                |
| Coe's Patent, malleable.....                                                                                              | 80                |
| MISCELLANEOUS                                                                                                             |                   |
| Bird Cages.....                                                                                                           | 50                |
| Pumps, Cistern.....                                                                                                       | 80                |
| Screws, New List.....                                                                                                     | 35                |
| Casters, Bed and Plate.....                                                                                               | 50&10&10          |
| Dampers, American.....                                                                                                    | 50                |
| METALS—Zinc                                                                                                               |                   |
| 600 pound casks.....                                                                                                      | 6½                |
| Per pound.....                                                                                                            | 6½                |
| SOLDER                                                                                                                    |                   |
| ½@½.....                                                                                                                  | 12½               |
| The prices of the many other qualities of solder in the market indicated by private brands vary according to composition. |                   |
| TIN—Melyn Grade                                                                                                           |                   |
| 10x14 IC, Charcoal.....                                                                                                   | \$ 5 75           |
| 14x20 IC, Charcoal.....                                                                                                   | 5 75              |
| 20x14 IX, Charcoal.....                                                                                                   | 7 00              |
| Each additional X on this grade, \$1.25.                                                                                  |                   |
| TIN—Allaway Grade                                                                                                         |                   |
| 10x14 IC, Charcoal.....                                                                                                   | 5 00              |
| 14x20 IC, Charcoal.....                                                                                                   | 5 00              |
| 10x14 IX, Charcoal.....                                                                                                   | 6 00              |
| 14x20 IX, Charcoal.....                                                                                                   | 6 00              |
| Each additional X on this grade, \$1.50.                                                                                  |                   |
| ROOFING PLATES                                                                                                            |                   |
| 14x20 IC, Charcoal, Dean.....                                                                                             | 5 00              |
| 14x20 IX, Charcoal, Dean.....                                                                                             | 6 00              |
| 20x28 IC, Charcoal, Dean.....                                                                                             | 10 00             |
| 14x20 IC, Charcoal, Allaway Grade.....                                                                                    | 4 50              |
| 14x20 IX, Charcoal, Allaway Grade.....                                                                                    | 5 50              |
| 20x28 IC, Charcoal, Allaway Grade.....                                                                                    | 9 00              |
| 20x28 IX, Charcoal, Allaway Grade.....                                                                                    | 11 00             |
| BOILER SIZE TIN PLATE                                                                                                     |                   |
| 14x56 IX, for No. 8 Boilers, } per pound... 9                                                                             |                   |
| 14x56 IX, for No. 9 Boilers, }                                                                                            |                   |

G. R. IXX DAIRY PAIL.



Write for quotations and monthly illustrated Catalogue.  
W. L. BRUMMELER & SONS,  
Manufacturers and jobbers of  
Pieced and Stamped Tinware.  
260 S. Ionia St. Grand Rapids, Mich  
Telephone 640



## Clerks' Corner

### Exasperated Shoppers.

Written for the TRADESMAN.

The temperature under my collar last Thursday afternoon went up suddenly to something over 212 degrees, if that is the boiling point. I had accepted an invitation to dinner and found at a late hour that I wanted a certain style of collar and cuff and hurried down town to get them before the stores were closed. A new store for gentlemen's furnishing goods—haberdashery, if I may drag in the English term—has been lately opened on 17th street and because the store is a new one and near, I stopped there to make my purchase.

"Collars and cuffs," said I, with all the vim and earnestness of a man in a hurry. The clerk looked at me with an Is-that-so? expression on his face and went right on with the funny story he was telling to the friend who had "just dropped in." When patience had almost ceased to be a virtue, the young man sauntered to his place behind the counter. "S-i-z-e?" he drawled. "Fourteen collar and ten cuff, E and W. Get a move on you, can't you? I'm in a hurry."

He heard and heeded me like the idle wind which he regarded not, and with provoking deliberation took down some goods I didn't ask for and didn't want and began to display them.

"This is a rather pretty collar—" "Yes," I interrupted; "but I want a Yokana—a 14. There's a box of 'em right over there. Now for the cuffs. Square corners—tens."

"T-e-n-s?" and then in the drawl which it is too much trouble to write and a stare which I came near spoiling for him in the old-fashioned way, he remarked, "We don't sell tens to anybody but little boys. Here's a pair if you want 'em for 20 cents."

The cuff I wanted can't be bought for that price and five precious minutes were lost in making him understand that I wanted the regulation cuff at the regulation price and the size I asked for. He wasn't silenced. He wasn't convinced. He even undertook to reason me into the conviction that a man of my size and age could not by any possibility wear a ten cuff. While my hands are not as large as the hand of Providence, they answer my purpose fairly well and thinking that seeing might produce silence if not conviction, I slipped off a cuff and showed him the figure 10, plainly stamped on the inside. I then found that such figures are wholly unreliable; and to convince me of the fact my Socrates behind the counter reached for his measuring tape with one hand and for my cuff with the other. I promptly put on the cuff and said: "Have you the cuff I want? Yes or no."

"I've something better than you want. In the first place you want a 10½ and you don't want square corners. This is the style: one side round and the other side square so you can turn 'em like I do and so you can get along with one pair a week. This is—"

"Have you a 10 cuff in this store of the quality I asked for?"

"Well we don't happen to have that particular kind just now; but we shall have in a day or two. Was that all you wanted?"

It wasn't. I wanted to kill that cuss then and there; and fearing that I might not be able to resist the overpowering temptation, I hurried down

street to a store which I reached just in time to make my purchases before the store closed.

As a result of that clerk's treatment, I missed my car and was late to dinner. I lost my temper; and I haven't been able to look without swearing at a clerk since. When, therefore, my neighbor began his raving, at our next evening about "hens" and customers in general, my remarks lacked wholly the serenity which he has a right to expect from my age and experience.

"I don't want you," I said, "to talk to me any more about hens, old or young. I am free to confess that I don't like them any better than you do; but, badly as I hate them, their cackling and clucking and quirking is music in my ears in comparison with the vocal productions of a semi-pin-feathered clerk! Take the worst specimen you can think of and if you'll follow up her career as a shopper she'll be found a production of clerkly impudence. I don't think it will take me long to make that fellow's life a burden to him if I care to go into that store again. I shan't go. 'A woman scorned' would. Women like to have the last word and they like to have such an affair as that end with the clerk not sat down upon but simply squelched; and that's what that sort of clerk needs.

Another thing which seems to be a trick (and a dirty one, too) of the trade, is to get out of an article and then refuse to admit that they haven't it. That is the sum and substance of my grievance: to be put off and kept waiting when the fellow knew to begin with that he couldn't let me have what I wanted.

Smart? No, it isn't, it's lying, a principle, I take it, with which business and nothing else which is worth anything has anything to do.

R. M. STREETER.

### Every Clerk a Merchant.

From the Dry Goods Chronicle.

Every clerk should have an ambition above a mere clerkship; he should have an ambition above being considered a simple clerk. Mark you, he can be a merchant without being proprietor; he can be a business man without owning a store.

The man with knowledge, judgment, experience and the strength of character back of it to make his qualities felt is a merchant in spite of circumstances of purse, place or position.

There are men of mediocre calibre who just fit into a particular spot and are no good out of it. They are not of the kind who grow and are, perhaps, best left undisturbed by ambition. They are subordinates to the man born, to undertake to improve them might make misfits of them.

It should be the aim of every young fellow of mettle to make a merchant of himself whether he ever walks his own floor or makes himself valuable on somebody else's. One or the other he will be; a merchant in his own store or a merchant in some other man's store.

### Proposed to Elude Old Nick.

Father Hugh Lagan, of San Rafael, is an excellent raconteur. He relates that he was called recently to administer the last rites of the church to a dying sinner, who, like himself, was a native of the Emerald Isle.

"I have but one request to make, father," gasped the dying penitent.

"What is it, my son?" enquired the priest.

"That when I am dead, father, you will put me to rest in the Hebrew cemetery."

"And what for?" asked Father Lagan. "Because, your reverence," moaned the sick man, "it is the last place on the face of the globe where the devil would look for an Irishman."



## 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 Oil & Paint Co.*

80 Ohio St., Chicago, Ill.

None genuine without our label and signature.



## Stop Worrying

about Disputed Accounts,  
Books not Posted,  
Limiting your Credits,  
Errors in Transcribing,  
and many other things.

All of the above are so nicely cared for by the Standard Account System. The Standard Account System is a Duplicating System by which once writing the items does all your book work. The Standard System consists of Duplicating Pass Books, Duplicating Pads and the Standard Mechanical Ledger, which contains all the items and constantly shows the exact balance of every customer's account. It saves you much time and many annoyances. Send for sample Pass Book and particulars. Good salesman wanted in every town.

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

## TANGLEFOOT

SEALED

### STICKY FLY PAPER

TANGLEFOOT

SAVES  
LOTS  
OF  
WORK  
—  
SAVES  
LOTS  
OF  
GOODS



IS  
ONE  
OF THE  
MOST  
PROFIT-  
ABLE  
THINGS  
TO SELL

PRICES

1897

REGULAR  
10 Boxes in a Case  
30 cents per Box  
\$2.55 per Case

"LITTLE"  
15 Boxes in a Case  
13 cents per Box  
\$1.45 per Case



## RUSSIAN TEA.

## Some Facts Concerning the Growth of the Trade.

Written for the TRADESMAN.

It is not generally known that the Russians produce the finest teas grown. The time of its first introduction dates back to the middle of the Seventeenth Century, when a Russian embassy brought back to Moscow packages of tea which were received with much favor. The Russians are great consumers of tea and Russia may be said to be the home of the tea drinker. She consumes ninety pounds of tea to ten of coffee. Russia was the first and, up to date the only country, which by botanical training and long experience has proven that no tea can be perfect in healthfulness and flavor unless the leaves are separated as much as possible and assorted into different grades. A tea plant may produce from three to nine varieties of leaves, and if not assorted the result is a tea of poor quality and rough flavor. If assorted, however, each kind gives a different quality and flavor. And so Russia has produced skillful sorters and graders, who are the most expert in the world. The Russian grocers not being considered experts, sell tea in sealed packages only and are not responsible for its quality.

Tea is a delicate article and in Russia it is in the hands of only those who have thoroughly mastered the trade. The many varieties are produced from the same species, the quality being largely determined by the preparation given to the leaves, and their age at the time of picking; the younger the leaves the more delicate their flavor, and of course the smaller the yield. The classes of tea are subdivided, and named according to the size and age at which the leaves are picked.

It was also Russia that first prohibited the importation of tea in lead lined chests. (Chemical analysis has demonstrated that tea absorbs the poisonous salts of the lead lining.) By devoting so much attention to her teas, Russia has made them famous among connoisseurs. The average Russian drinks daily from eight to twelve glasses of tea, and yet they are the healthiest people in the world.

Tea is associated with the refinements and joys of home life. A contented Russian family around a large table with a rich red tablecloth of their own linen, with the steaming samovar, or self boiler, in the middle of crystal glasses with glistening porcelain saucers around, present a picture, the home-like effect and charming beauty of which must be seen to be appreciated. In the fall and winter months their evening tea lasts several hours, the time being passed in playing, singing, reading and pleasant conversation, while the half-cooled cup of tea awaits each guest and member of the family, to give new strength, liveliness and humor.

Russia owns immense tracts of land in the best tea growing districts and takes the first crop only. This crop is picked and cured in the early season when the most intelligent natives are at leisure. These laborers are divided into small groups, and are under the supervision of officials appointed for that purpose by the government. The division of the workmen into small groups insures cleanliness to the product of each and its strength is preserved; and this supervision is exercised with exactness and rigor which characterize all acts of the government.

After the crop has been gathered and packed in cases lined with moisture proof paper and covered with leather, it is conveyed by caravan to Kiakhta, a small town in the first Siberian region in the state of Irkutsk, about a half a mile from the Chinese frontier. It exports to European Russia the first crop of tea, which is superior to all others reaching Europe by other routes.

In Kiakhta the tea is carefully graded by experts, some of whom are paid from 8,000 to 12,000 roubles a year. The tea is then packed in half and pound packages, sealed and exported to all parts of European Russia. The greatest care is taken to avoid the tea being tainted during the process of packing. The rooms in which the work is done are kept thoroughly clean, and nothing that could impart the least taint is permitted in the vicinity.

The sorters and packers are prohibited from using tobacco in any form, and are required to be clothed in clean white linen suits. When the importance of these precautions is considered, it is easily understood why Russia excels the world in the perfection of its teas. The skill and knowledge acquired in a long course of training in the tea houses of Kiakhta enable the Russian sorters to produce, with the same methods and care, tea of his native land in any other country.

There can be no set rules as to the amount of tea and water used, as tastes differ, and the quality of the tea variable, but a few experiments will teach how much tea should be used to a given quantity of water, suitable to certain tastes. After having determined this it is necessary to measure the quantity of tea and water used. The best mode of making tea commonly used by Americans is about as follows: Use fresh water and when brought to the boil, have an earthen teapot previously warmed, and for each cup of tea desired put a teaspoonful in the pot, pouring over the leaves the required amount of water. Set the pot aside, not letting the infusion boil and after standing five or seven minutes it is sufficiently drawn. But to prepare the best, follow the Russian method and be convinced.

Russians never boil their tea but steep or draw it in a small quantity of water, and then dilute with hot water, making it weak or strong according to taste.

To prepare a rich cup of tea of fine flavor and aroma, put one and a half teaspoonfuls of tea in a small earthen pot, pour over it a pint of water which has just been brought to the boiling point, put over it a folded napkin to retain the steam, and set aside for from six to ten minutes, according to the quality of the tea; after putting sugar in the cup, pour over it a small quantity of the strong tea and fill it up with hot water. The tea should be used when freshly made, or poured from the steeping leaves into another pot, and kept until used.

In the infusion of tea the object is to extract as much of the theine and aromatic oil, two of the most important constituents, and as little of the tannin as possible. Tea infused too long, or boiled, contains a large quantity of tannin.

When the Russians have guests the so-called Czarina tea is served. A smooth glass is filled two-thirds full with sweetened water; the strong tea is then added so carefully that the red liquid remains on the surface. After admiring this beautiful sight a slice of

lemon is added; it is then stirred and ready for use.

The Russian iced teas with sugar in the mouth and lemon are unsurpassed. They also make the various kinds of cold and hot drinks of superior Kiakhta tea, using wines and liquors for the various punches. They start the day with a hot cup of tea usually putting in it a thin slice of lemon slightly squeezed and, taking a lump of sugar in the mouth, gradually wash it down. This makes a healthful and pleasant morning drink. It sharpens the appetite for a solid breakfast, strengthens the body and clears the brain. At lunch and dinner they use sweet tea with or without lemon, very seldom using cream or milk.

Machinery is not used in the Russian process of preparing tea. The manipulation of teas by machinery is deleterious to its delicate aroma and flavor. It is so sensitive to odors and impurities of the air, that the steam, dust and oil incident to the use of machinery, would injure its quality.

The statistics on human food show us that the English-speaking people consume the choicest and most expensive foods in the world, while the teas used are the poorest and cheapest, being the last pickings of the crop. Late in the season after the best crop has been cared for, a group of the lowest and poorest natives are employed to pick the remaining leaves and prepare them for the market. It is then adulterated with tea that has been used, rerolled and then colored with metallic salts. Teas are subject to various adulterations in China, the mixing of a finer tea with an inferior grade being common. The Chinese prepare a tea made from the dust which accumulates in the manufacture and

from the dust of other leaves such as rice, willow and wild plum. The tea thus adulterated and fouled by handling by these dirty workmen is shoveled into chests lined with lead and with this last act of rendering it impure, it is shipped to America to be consumed.

W. MARK DEANE.

## The Rhyme of the Playing Boy.

He had played with his soldiers, his drum and his ark,  
He had played in the house, he had played in the park,  
He had played with the parrot, the dog, and the cat,  
With the broom, with the umbrella, his father's best hat.  
From the first streak of dawn to the last light of day,  
He had played, and had played, and he still wished to play.

"But 'tis night, now, my darling," his fond mother said,  
"The time when all good little boys go to bed."  
But he vowed he must play with the bedpost a while,  
Though she urged with a frown and she coaxed with a smile.  
Then he played with the pillow, he played with the sheet,  
With his shoes, with his stockings, at last with his feet.

While his mother slept sound in her chair by his bed,  
And his nurse with sheer weariness nodded her head.  
His sisters had gone to their rest long ago,  
Still he played, and he played, till the morning's red glow.  
And if you'll believe me (I know what I'm saying),  
That boy is still playing, and playing, and playing.

To Live Without Buying or Selling.  
From the Springfield Republican.

A Western man named Gilbert is going to try the experiment of living exclusively upon the products of a small farm near Newton, raising his food and making his clothing. He proposes to neither buy nor sell. Mr. Gilbert was employed as an architect on some of the Worlds' Fair buildings. He has suffered from dyspepsia and nervousness and attributes his illness to the tension of modern life. His sister will be associated with him in his novel enterprise.

## 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.



## Dry Goods

### How a Shopper Improved a Stormy Day.

Written for the TRADESMAN.

"Good morning, boys. This is hardly suggestive of the ethereal mildness of spring," said Mr. Fanning, as he shook the snow from his hat and overcoat upon entering the store one stormy morning late in March. "It is suggestive of the fact, however, that, if this storm keeps up, there will be no trade to-day. I would, therefore, suggest a free and unstinted use of whisk brooms and dust cloths, if for no other reason than to keep idle hands out of mischief."

Mr. Fanning's arrival at 8:30 each morning was the signal for work to begin. A nervously energetic man himself, he could not endure to see any of his salesmen loafing when there was any work to be done, and soon all hands in the dress goods department were busy setting their stocks to rights, clearing the dust from neglected corners and replacing broken boards in bolts of cloth. For several hours the nine men in our department were kept busy.

The snow, when it first began to fall, floated quietly down, alighting with a soft light touch on street and passer-by; but, as the day advanced, the storm increased. A stiff northeast wind sprang up, stirring into activity the snow already fallen and driving that in the air along with biting swiftness until in sheltered nooks and corners great drifts were piled man high. Street cars moved slower and slower until finally all effort to move them was abandoned and motemen and conductors sought shelter inside the cars. Signs and awnings creaked and flapped in the gale. Telegraph and electric light wires played a tune as the wind whistled among them, the fierce music of which made one glad that he was housed and comfortable.

When lunch time came only those who lived "close in" went home. The others sought the nearest restaurant and, when their lunch was eaten, came immediately back to the store. An enterprising cash boy with whisk broom in hand had taken his stand at the main entrance of the store, ready to brush the snow from every comer and hoping to be rewarded with a chance nickel. I was much amused, as he carefully brushed the snow from my clothes, to see him glance at the nickels already earned, which he held in his left hand—a gentle hint, but quite effective.

A little later, as I stood behind my counter, from which I could see the main door, I noticed this boy open the door for a woman to enter. She had evidently come from a distance, as she was fairly covered with snow. The boy took great pains, not only to brush the snow from her; but also to give the hint for a reward. The woman didn't see it in that light and merely remarked that "he was a right smart boy and very accomodatin'." The usher brought her to my counter and, as she seated herself, she remarked that it was a stormy day.

"I felt pretty sure you clarks wouldn't be busy, so I just came in to look over your goods. It wuz a dredful tramp in, though. You see I live out to the west end o' town and the cayrs han't been a runin' sence ten this mornin'. Wall, when I seen the storm a beginnin' right smart, I told Mag—she's my dotter—to

watch an' not let the bread burn which I hed in the oven, an' I'd go over town to Jarvise en see ef they didn't hev suthin nice fer her a dress."

"We certainly have some nice goods and plenty of time to show them to you to-day," I remarked; "but how did you manage to get through the snowdrifts? There must be many of them between here and the west side?"

"Gracious me! yes, lots on 'em; but ye see I rigged fer 'em. I jest put on my man's gum boots. He uses 'em fer fishin', an' the legs on 'em reach clear up," and she indicated a part of her anatomy which I took to be her waist. "O, you needn't to smile. They're the comfortablest things ever wuz fer snowy weather. You ain't merried, be you? M—, I thought ye wuzn't. The most o' these store clarks don't earn 'nough to buy meal to slop a cow with, let 'lone keep a wife; but ef ye ever do git so as ye can keep a wife, you buy a pair o' gum boots, an' ef she don't wear 'em—an' the breeches, too—I'm mistaken!"

Realizing that I had met more than my match and that I had better let her do the most of the talking, I began, without further delay, to show her some dress goods, which I thought were about the quality she would buy.

"Sakes alive! can't ye wait till I get my breath? Ye don't s'pose a body can walk two miles agin this wind an' not feel it, do ye? You clarks are all tarrd with the same stick, always a hurrin'. Ye're never satisfied unless ye're rushin'. Now, I hev all afternoon ter look round an' don't hev to be home till supper time. How much ye askin' for thet piece o' goods ye just put onto the counter there?"

"Only 39 cents a yard."

"M—m. How wide is it?"

"Full thirty-six inches wide."

"Is it all wool?"

"O, yes, strictly pure wool. We have handled this line of goods with great success. They give thorough satisfaction."

"I guess I don't want none o' thet. Just show me some o' them others."

Thus for over an hour and a half the same questions were asked, as each new piece of goods was displayed. Still, I felt sure that the woman did not intend to buy. Finally, chancing to look out at the weather, she exclaimed: "Gracious sakes! I guess I better be agoin' hum. If thet storm keeps a gittin' wuz, I shan't git hum at all. I like thet fust piece o' goods ye showed me. I'll tell Mag about it an' ef she says she'd like to hev a dress off from it, I'll come in about the fust o' the month, when my man gits his pinsion, an' git it."

MAC ALLAN.

### Give Prompt Attention.

A good plan to make use of during "rush" periods is to try as assiduously to attract the attention of those who are waiting to have their wants attended to as is possible, thereby leaving no opportunity for anyone to feel themselves slighted. A smile, and the remark, "I will attend to you in a few moments," go a great way with many people and cost the giver nothing beyond the slight effort necessary to produce them. A feeling of interest between buyer and seller is a great trade factor.

### Thinks Much of the Butcher.

Fuddy—Between you and me, I believe my wife thinks more of the butcher than she does of me.

Duddy—You don't mean it!

Fuddy—I do, but I am not jealous.

Duddy—Not jealous?

Fuddy—You wouldn't be surprised if you knew what kind of thoughts she thinks of him.

### Thoughts of Bright Men.

There are some who desire to know with the sole purpose that they may know, and it is curiosity; and some who desire to know that they may be known, and it is base ambition; and some who desire to know that they may sell their knowledge for wealth and honor, and it is base avarice; but there are some, also, who desire to know that they may be edified, and it is prudence; and some who desire to know that they may help others, and it is charity.—S. Bernard.

The safeguard against temptation is not seclusion, but self-culture. As it is not disinfectants which will most certainly secure one against infection, but a sound constitution, so it is not rules of life which will strengthen one against temptation, but a strong soul. One must build up his moral constitution by the habit of noble deeds and high thinking, by fellowship with pure women and honorable men. The chief aids in this regimen are literature and friendship.—Ian Maclaren.

Education is the knowledge of how to use the whole of one's self. Men are often like knives with many blades: they know how to open one, and only one. All the rest are buried in the handle, and they are no better than they would have been if they had been made with but one blade. Many men use but one or two faculties out of the score with which they are endowed. A man is educated who knows how to make a tool of every faculty—how to open it, how to keep it sharp, and how to apply it to all practical purposes.—Beecher.

Telling what we have heard to another's disadvantage is not so bad as starting a slander without provocation, but it is next to it. Slanders do more harm through being repeated by those who just tell what they have heard than through being first told by the one who invented them. If a slanderer could find no one to pass along his slanders without being sure as to their truth or falsity, he would have no success in his infamous occupation. "Where no wood

is, there the fire goeth out. So, where there is no talebearer, the strife ceaseth." Before we tell anything to another's discredit, we should first know (not merely think) it is true; and, then, we should be sure that good is to come of its repeating.

Governments, like clocks, go from the motion men give them; and, as governments are made and moved by men, so by them they are ruined, too. Wherefore governments rather depend upon men than men upon governments. Let men be good, and the government cannot be bad. If it be ill, they will cure it. But, if men be bad, let the government be ever so good, they will endeavor to warp and spoil it to their turn. \* \* \* That, therefore, which makes a good constitution must keep it—namely, men of wisdom and virtue, qualities that, because they descend not with worldly inheritances, must be carefully propagated by a virtuous education of youth; for which after ages will owe more to the care and prudence of founders, and the successive magistracy than to their parents for their private patrimonies.—William Penn.

Be firm. One constant element in luck is genuine, solid, old Teutonic pluck. See you tall shaft? It felt the earthquake's thrill, Clung to its base, and greets the sunlight still.

Stick to your aim: the mongrel's hold will slip, But only crow-bars loose the bull-dog's grip; Small as he looks, the jaw that never yields Drags down the bellowing monarch of the fields.

Yet in opinions look not always back: Your wake is nothing, mind the coming track; Leave what you've done for what you have to do; Don't be "consistent," but be simply true. —Oliver Wendell Holmes.

### How It Happened.

"I beg your pardon," said the passenger in the long linen duster, leaning over the back of the seat in front of him, "but would you mind telling me how your nose got all knocked over to one side the way it is?"

"Not at all," cheerfully responded the passenger on the seat in front. "It was done one time when I was poking it into other folks' business."

## 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.

## Strike While the Iron is Hot

What we mean—it's to your interest to buy your goods in the opening of the season. Our line of

## Wash Dress Fabrics

is complete. If you come a little later some styles may be out. This stock comprises all the new colorings, designs and qualities. SCOTCH LAWS at 34c, 50c, 60c up to 10c. DIMITIES, ORGANDIES, ETC.

P. STEKETEE & SONS, Monroe and Fountain Sts.



# Commercial Travelers

## Michigan Knights of the Grip.

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

## Michigan Commercial Travelers' Association.

President, S. H. HART, Detroit; Secretary and Treasurer, D. MORRIS, Detroit.

## United Commercial Travelers of Michigan.

Chancellor, H. U. MARKS, Detroit; Secretary, EDWIN HUDSON, Flint; Treasurer, GEO. A. REYNOLDS, Saginaw.

## Michigan Commercial Travelers' Mutual Accident Association.

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

## Lake Superior Commercial Travelers' Club.

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

## Gripsack Brigade.

M. L. Isor has been engaged by Devoreaux & Duff to cover the States of Illinois, Iowa and Missouri for their World Challenger tobacco pail cover and moistener.

C. L. Linsney, representing the Stimpson Computing Scale Co., of Elkhart, Ind., will spend several weeks among the city trade. He is stopping at the Eagle.

The regular quarterly meeting of the Board of Directors of the Michigan Knights of the Grip will be held at Lansing Saturday of this week. Eight deaths in the ranks have taken place since the last quarterly meeting in March. The unusual mortality will probably necessitate an extra assessment before the end of the year.

The daughter of Capt. James Bradford (Olney & Judson Grocer Co.) sustained several painful injuries by the loosening of her handle bars while taking a run to Cascade Springs last Saturday with her Sunday school class. Luckily, a physician accompanied the party, so that the pain incident to a bruised arm and a cut in the forehead was reduced to the minimum.

Eaton Rapids Herald: Frank Hooker, the genial traveling salesman for the Hemmeter Cigar Co., of Detroit, was in the city Tuesday, with a bonny bride. Mr. Hooker was very happily married May 18 to Miss Sullivan, of Coldwater, and, judging from the demonstration the friends and relatives made on their leaving the bride's home city, they are held very dearly in the hearts of many friends in Coldwater. Their baggage was covered with shoes, rice and bouquets which were securely fastened on with nails. Mr. Hooker's friends will wish him and his lovely wife a long and happy life.

## Kept Tab on the Salesman.

A certain employer of traveling salesmen, who is of a somewhat suspicious disposition, recently conceived the idea of writing to several retailers at points he knew the boys would visit, asking them in confidence and as a personal favor if they would kindly let him know regarding the actions of his salesmen after nightfall, as he was very much interested in the welfare of the "dear boys." It so happened that a certain retailer in an Indiana town, upon receiving one of these touching epistles, laid it before his friend, the much regarded traveling man, upon the latter's arrival at his office. After a hearty laugh by both retailer and salesman at the jobber's expense, the gay and festive knight of the road asked to be allowed the privilege of answering the letter in

the name of the recipient; and a day or two later the jobber received a reply, involving important disclosures, as follows:

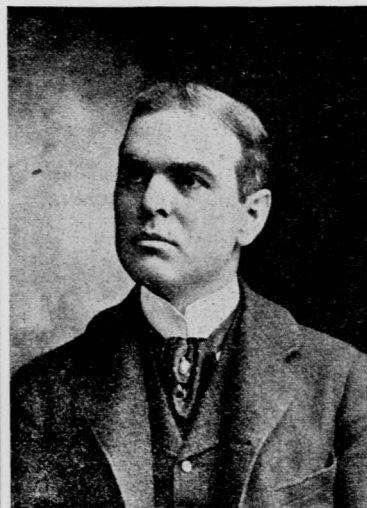
Dear Sir—In answer to your confidential enquiry as to the behavior of your Mr. —, who visits us every few weeks, will say that it pains me very much to be compelled to state that his conduct when in our moral city is something appalling. Last evening after he left my office, feeling an interest in you and your concern, I disguised myself and followed him. What I saw was awful and it pains me to think how he was acting when away from home, and abusing your confidence in him. A supper at the dollar a day hotel—although he has frequently told me that he charges the house \$2 a day for expenses—he deliberately joked with the dining room girl, winked at the landlord's wife and drank three cups of strong tea. After supper the tea having made him very hilarious, he loudly announced that he was going to walk up Main street to look at the girls. Oh, Mr. —, how I blushed for him and thought of you. He then recklessly bought a package of cigarettes, which cost him five cents, which I know went into his expense account; after lighting one of those horrible things and putting his hat recklessly on one side of his head, he said, "By jove,"—it really hurts me to write this profanity—"I'm out for a time." He then left the hotel and in the company of a dissipated Hebrew drummer, who sold—ah, what's the name of that nasty stuff men drink, why, oh yes, whisky—attended a strawberry festival and flirted with almost every girl in town, including my daughter and the minister's wife who really acted as if she thought your traveling man was a perfect gentleman. I was tempted to tell her about the cigarettes, but refrained and watched for further results, all of which I am glad I did, as it gives me pleasure in reporting to you with the hope that perhaps it is not too late to reclaim our friend. After spending 30 cents more of the company's money in buying the minister's wife two plates of the loveliest ice cream, made by my wife's aunt, Mandy, who is the second cousin of a great friend of McKinley's, and whose father was sheriff of our county for four terms, and was the best wrestler and jig dancer in the state, and could hit a knot hole in the middle of the grocery store floor, that stood on the hill back of the old Methodist church, with a mouthful of pug tobacco juice, while sitting on a barrel of sugar twenty feet away, better than any man in Indiana, and—oh, yes, about your man—well, when he got back to the hotel he found a letter awaiting him from your house, which, upon reading, he tore into a thousand pieces, and I heard him exclaim with that same horrible oath he used before, your name and something like "dampfool." Then he and that Hebrew drummer went to bed and on climbing a tree immediately in front of their window I saw them sitting in the room without hardly any clothes on at all, smoking more of those nasty things, while a pitcher of something was on the wash stand. It may have been ice water but I bet it was strong drink. I couldn't hear what they said but I know he was telling that other drummer, that he, your traveling man, had three wives, had been in jail four times, had run away with another man's wife, had been vaccinated twice, but it did not take, and a lot of other compromising statements, which had I heard would have shocked my oversensitive nature. Please do not send your man here again, but come yourself. I will try and make it pleasant for you.

Business men are the principal customers, although some courting is done by telephone. A few years ago a young man in Chicago was courting an Indianapolis young woman, and two or three evenings a week he would call her up at \$2 for five minutes' talk. They courted for a long time, and when they were married the telephone company gave them a present of a beautiful little telephone stand in silver.

## SUCCESSFUL SALESMEN.

W. R. Keasey, Representing Bell, Conrad & Co.

Wilbur R. Keasey was born Sept. 10, 1858, at Fayette, Ia. His father was descended from the sturdy Pennsylvania Dutch stock, while his mother was of New England descent. When six months of age, his parents removed to Chicago, locating in Hyde Park, and Wilbur attended the Haven school until 12 years of age, when he entered the employ of Willoughby, Hill & Co. as errand boy. During the next seven years he was promoted four times: First, to the position of stock-keeper; then to furnishing goods salesman; then to clothing salesman and, finally, to the management of the hat department, where he did the buying and had entire charge of that portion of the business. Believing that the road offered better opportunities for advancement than the inside of the es-



tablishment, he accepted a position as traveling salesman for Keith Bros., covering the retail trade of Indiana. Noting the cordial manner in which grocery salesmen were greeted by the trade, he conceived the idea that a traveling groceryman led an ideal life, and thereupon made an alliance with Bell, Conrad & Co., who assigned him as his territory the entire State of Michigan and Northern Indiana. This territory he has covered with marked regularity for the past nineteen years, it being his intention to see his customers once every seven weeks. Although twenty-five traveling salesmen are regularly employed by the house, yet Mr. Keasey has been the top notcher in each and every department for twelve consecutive years.

Mr. Keasey attributes his success to hard work, endurance, push and straightforward dealing. He early secured the confidence of the trade and succeeds in holding it to a remarkable degree. He is one of the men who believe that the traveler should systematize his work and, after establishing a system, follow it persistently until it wins success.

Mr. Keasey has never been married, but he has no one to blame but himself for his unfortunate condition, it being a matter of common knowledge that he has had several opportunities to distinguish himself by the capture of ladies of noted beauty and wit, while other men wait a lifetime for one such opportunity. He resides at the Great Northern when in Chicago, moves in excellent society wherever he happens to be,

and is universally respected by all who know him, either socially or in a business way.

## Only One Disturbing Factor in the Business World.

From the Boston Herald.

What our business men most need at present is nerve. They are too easily scared. They start at a shadow and often suffer from their empty fears as much damage as could be entailed upon them if their apprehensions were realized. It is, perhaps, excusable to be frightened when cause for fright exists; but now none is discernable. Aside from the tariff disturbance, in which uncertainty as to its extent is perhaps the worst feature, there is nothing that should give pause to business; and the tariff issue is steadily approaching a solution in Congress. When solved it will undoubtedly be found—as all previous tariffs have been—an evil which will prove more endurable than its opponents have looked for.

Once the tariff is out of the way, what other question will be left to excite uneasiness? The Cuban question is a scarecrow that should by this time have lost all power of stirring the pulses of the business world. It has become entirely manageable and is sure to remain so. The currency question in its present condition is harmless. There is no inflation going on; the circulation is not exposed to expansion either from silver or paper and is not likely to be for a long time to come. The export movement of gold is a small matter of no importance in view of our present large supplies of the yellow metal. In brief, excepting the tariff, there is not any factor of disturbance which offers the slightest cause for timidity in the business world.

## Organized to Increase Church Attendance.

Kalamazoo, June 1.—The Traveling Men's Association of the First M. E. Church is the name of a new organization in Kalamazoo, formed for the purpose of increasing Sunday observance on the part of traveling salesmen. To accomplish this letters and cards are sent to traveling men registered at the hotels. The presentation of the card to an usher will obtain especial recognition and attention. Members of the Association will visit the hotels on Saturday evenings and will invite the traveling men to the Sunday services. E. Starbuck is President of the organization and N. D. Sills is Secretary.

*Will Pay YOU*

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

## COLUMBIAN TRANSFER COMPANY

CARRIAGES, BAGGAGE AND FREIGHT WAGONS

15 and 17 North Waterloo St.,

Telephone 381-1

Grand Rapids.

## Commercial House

Iron Mountain, Mich.

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

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

## NEW REPUBLIC

Reopened Nov. 25.

FINEST HOTEL IN BAY CITY.

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

Cor. Saginaw and Fourth Sts.

GEO. H. SCHINDHETT, Prop.

## 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  
GEO. GUNDRUM, Ionia - Dec. 31, 1900

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

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

### MICHIGAN STATE PHARMACEUTICAL ASSOCIATION.

President, G. C. PHILLIPS, Armada.  
Secretary, B. SCHROUDER, Grand Rapids.  
Treasurer, CHAS. MANN, Detroit.  
Executive Committee—A. H. WEBBER, Cadillac;  
H. G. COLMAN, Kalamazoo; GEO. J. WARD, St. Clair; A. B. STEVENS, Detroit; F. W. R. PERRY, Detroit.

### The Drug Market.

Acetanilid—Dull, with quotations unchanged.

Acids—Without material change. Slow demand mainly of a jobbing character.

Alcohol—Grain continues in fair demand with quotations unchanged. Wood, values have declined on account of excessive competition notwithstanding the fact that demand is fairly good.

Arsenic—In spite of a fair consuming demand, the volume of business is disappointing and the market is easier.

Balsams—Are without change in quotations. Copaiba is in fair jobbing demand. Tolu is dull but unchanged. Peru continues firm. Canada fir, quiet.

Barium, Nitrate—Quiet and unchanged.

Beans—Vanilla, firm with good demand for consumption.

Bismuth Preparations—Quiet, with unchanged quotations.

Burgundy Pitch—Fair demand and prices firm.

Cocoa Butter—Quiet and easy.

Cantharides—Only a light jobbing demand, prices unchanged.

Cassia Buds—Quotations are unchanged except that they are slightly easier at primary sources.

Castor Oil—Quiet and unchanged.

Chloral Hydrate—Prices firm but small demand.

Cinchonidia—Quiet, with only a small jobbing movement.

Cocaine—Firm on account of small supplies.

Cod Liver Oil—Continues quiet, with efforts to sell old stock.

Colocynth Apples—Easier, with light decline and only jobbing demand.

Cream Tartar—Prices are maintained notwithstanding moderate demand.

Creoline—Improved demand has advanced prices somewhat.

Cubeb Berries—Quiet but nominally steady.

Cuttle Fish Bone—Unchanged with fair demand.

Epsom Salts—Quiet, but prices maintained.

Essential Oils—Sassafras has met with a further reduction in price. Others in fair demand with quotations steady.

Flowers—Saffron have declined on account of excessive offerings. Other varieties remain unchanged.

Gums—Camphor continues in good demand, but the movement of domestic is restricted to contract supplies.

Hypophosphites—Steady seasonable demand, prices unchanged.

Iodine—Quiet and unchanged.

Iodoform—Moderate jobbing demand, prices unchanged.

Juniper Berries—Prices are held firm on account of small supply.

Leaves—Short buchu continue firm

and unchanged. Senna, in good demand at former prices.

Lycopodium—Values nominally unchanged but demand light.

Menthol—Quiet and easier.

Mercurials—Fair consuming demand at unchanged prices.

Morphine—The market is supplied by deliveries on contract. Demand limited.

Naphthaline—Fair seasonable demand, prices steady.

Quicksilver—Moderate demand at former prices.

Quinine—Business is limited by the small supply but demand continues good.

Rochelle Salts—Quiet and unchanged.

Roots—Generally quiet, of jobbing character only. Ipecac continues active with advance on account of the condition of the foreign market. Burdock, scarce and firm. Powdered hellebore has been advanced on account of small supplies.

Salicin—Quiet and unchanged, with only small jobbing demand.

Seeds—General market quiet, with demand for Russian hemp and mustard leading. Dutch caraway is firm on account of scarce supply.

Seidlitz Mixture—Quiet and unchanged.

Sugar of Milk—Good consuming demand with prices well maintained.

### Acetone Alcohol.

From the American Druggist.

"Acetone Alcohol," is the misleading title which has been given by a local dealer to a highly refined methyl alcohol. No more incorrect name than "acetone alcohol" could be applied to the particular methyl alcohol which was sold in this city as acetone alcohol, for a cursory chemical examination showed it to be remarkably free from acetone. In fact the odor alone is sufficient evidence of the absence of any notable quantity of acetone. While the term "acetone alcohol" may have been adopted in perfectly good faith by the jobber who used the term as a designation for a particular brand of methyl alcohol, the result has been that a good many retail druggists understand that it was not wood alcohol at all which they were buying, but was an "alcohol made from acetone, just as chloroform is made from acetone." Of course a reference to the chemical constitution of acetone, of chloroform and of alcohol would have shown the absurdity of any such understanding of the character of the so-called "acetone alcohol," but it unfortunately happens that to do this would occur to but few retail druggists, and there is, therefore, some danger that the so-called "acetone alcohol" may be used in making preparations intended for internal administration, thereby incurring great danger of poisoning.

Quite recently several cases have been reported of death following the use of methyl alcohol as a beverage. One of these cases occurred within the week in this city. Methyl alcohol is a valuable solvent, and can be put to many uses in pharmacy, but whether known as methyl alcohol or as "acetone alcohol," or by any other title, the greatest care must be taken to prevent the public from confusing it with grain or methyl alcohol, as such confusion may lead to fatal poisoning.

### Mistook Fly Paper for His Plaster.

Reading Correspondence Philadelphia Press.

John R. Brown, of Williamsport, was found in bed this afternoon at the St. Cloud Hotel unconscious and dangerously ill. He has had heart trouble for five years, and last night went to a drug store and purchased several plasters to place over his chest. On reaching his room he caught hold of some fly paper and put it on his breast instead of the plasters. The acid on the paper ate through his flesh, exposing several ribs. He suffered excruciating pain, and it is feared cannot recover.

### The Passing of the Leech.

The medicative leech is not so much in demand as it ought to be, and the main difficulty, according to a recent report, is to get leeches that will not cause blood poisoning. The decrease in the use of leeches by the medical profession is remarkable. In England, the largest two hospitals formerly called for about 50,000 of them; now they call for fifty or a hundred leeches at regular intervals. Owing to a lack of demand and overproduction in the old country, the price has fallen there to about one-half of that easily obtained fifty years ago. In his country, a few places produce leeches, but they are not as good as those that are imported. The best are brought from Norway in tubs of rich loam. In England, the speckled leech, which is raised in Hungary for the

English trade, is the most popular. The leech is used almost exclusively for removing blood from the eye after the bruise is a day old. When the eye is first bruised the best thing to use is raw meat. The best leeches are those that hang on the longest. These are from Norway and they are long and slender.

### THUM BROS. & SCHMIDT.

Analytical and Consulting Chemists,

84 CANAL ST.,  
GRAND RAPIDS, MICH.

Special attention given to Water, Bark and Urine Analysis.

### PATENT MEDICINES

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



This is C. W. DIERDORF, the famous "S. C. W. Giant," who came in first at the great Grand Rapids road race.

The "S. C. W." cigars, like the people who sell them, are always First in all competition. All first-class jobbers have them.

**G. J. JOHNSON CIGAR CO., Mfrs.,**  
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.

**"MASTER"**  
**"YUMA"**

The best 5 cent cigars ever made. Sold by

**BEST & RUSSELL CO. CHICAGO.**

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



## WHOLESALE PRICE CURRENT.

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

| Acidum                        |            | Conium Mac.                 |            | Seilla Co.                    |             |
|-------------------------------|------------|-----------------------------|------------|-------------------------------|-------------|
| Aceticum.....                 | 80¢ 10     | Copaiba.....                | 1 10¢ 65   | Tolutan.....                  | 50          |
| Benzoleum, German             | 80¢ 85     | Cubeba.....                 | 1 10¢ 1 30 | Prunus virg.....              | 50          |
| Boric.....                    | 15         | Exechthitos.....            | 1 20¢ 1 30 | <b>Tinctures</b>              |             |
| Carbolicum.....               | 25¢ 41     | Erigeron.....               | 1 20¢ 1 30 | Aconitum Napellis R           | 60          |
| Citricum.....                 | 44¢ 46     | Gaultheria.....             | 1 50¢ 1 60 | Aconitum Napellis F           | 60          |
| Hydrochlor.....               | 30¢ 5      | Geranium, ounce.....        | 75         | Aloes.....                    | 60          |
| Nitrosum.....                 | 80¢ 10     | Gossypii, Sem. gal.....     | 50¢ 60     | Aloes and Myrrh.....          | 60          |
| Oxalicum.....                 | 12¢ 14     | Hedeoma.....                | 1 0¢ 1 10  | Arnica.....                   | 50          |
| Phosphoricum, dil.....        | 15         | Juniper.....                | 1 50¢ 2 00 | Assafetida.....               | 50          |
| Salicylicum.....              | 50¢ 55     | Lavandula.....              | 1 20¢ 2 00 | Atrope Belladonna.....        | 50          |
| Sulphuricum.....              | 1 1/2¢ 5   | Limonia.....                | 1 20¢ 1 40 | Aurant Cortex.....            | 50          |
| Tannicum.....                 | 1 40¢ 1 60 | Mentha Piper.....           | 1 60¢ 2 20 | Benzoin.....                  | 50          |
| Tartaricum.....               | 30¢ 38     | Mentha Verid.....           | 2 65¢ 2 75 | Benzoin Co.....               | 50          |
| Ammonia                       |            | Morhuus, gal.....           | 1 00¢ 1 10 | Carosma.....                  | 50          |
| Aqua, 16 deg.....             | 40¢ 6      | Myrcia.....                 | 4 00¢ 4 50 | Cantharides.....              | 75          |
| Aqua, 20 deg.....             | 60¢ 8      | Olive.....                  | 75¢ 3 00   | Capsicum.....                 | 50          |
| Carbonas.....                 | 12¢ 14     | Picis Liquida.....          | 10¢ 12     | Cardamon.....                 | 75          |
| Chloridum.....                | 12¢ 14     | Picis Liquida, gal.....     | 10¢ 12     | Cardamon Co.....              | 75          |
| Aniline                       |            | Ricini.....                 | 99¢ 1 04   | Castor.....                   | 1 00        |
| Black.....                    | 2 00¢ 2 25 | Rosmarini.....              | 1 00¢ 1 10 | Catechu.....                  | 50          |
| Brown.....                    | 80¢ 1 00   | Rose, ounce.....            | 6 50¢ 8 50 | Cinchona.....                 | 50          |
| Red.....                      | 45¢ 50     | Succini.....                | 40¢ 45     | Cinchona Co.....              | 50          |
| Yellow.....                   | 2 50¢ 3 00 | Sabina.....                 | 90¢ 1 00   | Columba.....                  | 50          |
| Bacca                         |            | Santal.....                 | 2 50¢ 7 00 | Cubeba.....                   | 50          |
| Cubee..... po. 18             | 13¢ 15     | Sassafras.....              | 50¢ 55     | Cassia Acutifol.....          | 50          |
| Juniperus.....                | 6¢ 8       | Sinapis, ess., ounce.....   | 1 40¢ 1 65 | Cassia Acutifol Co.....       | 50          |
| Xanthoxylum.....              | 25¢ 30     | Tigili.....                 | 40¢ 50     | Digitalis.....                | 50          |
| Balsamum                      |            | Thyme.....                  | 40¢ 50     | Ergot.....                    | 50          |
| Copaiba.....                  | 60¢ 65     | Thyme, opt.....             | 1 60       | Ferri Chloridum.....          | 35          |
| Peru.....                     | 40¢ 45     | Theobromas.....             | 15¢ 20     | Gentian Co.....               | 50          |
| Terabin, Canada.....          | 80¢ 85     | Potassium                   |            | Gentian Co.....               | 50          |
| Tolutan.....                  | 80¢ 85     | Bi Barb.....                | 15¢ 18     | Guaiac.....                   | 50          |
| Cortex                        |            | Bichromate.....             | 13¢ 15     | Guaiac ammon.....             | 50          |
| Abies, Canadian.....          | 18         | Bromide.....                | 48¢ 51     | Hyoeyamus.....                | 50          |
| Cassia.....                   | 12         | Carb.....                   | 12¢ 15     | Iodine.....                   | 75          |
| Cinchona Flava.....           | 18         | Chlorate, po. 17@19c        | 16¢ 18     | Iodine, colorless.....        | 50          |
| Cinchona Plava.....           | 18         | Cyanide.....                | 50¢ 55     | Kino.....                     | 50          |
| Euonymus atropurp.....        | 30         | Iodide.....                 | 2 65¢ 2 75 | Lobelia.....                  | 50          |
| Myrica Cerifera, po.....      | 20         | Potassa, Bitart, com.....   | 29¢ 31     | Myrrh.....                    | 50          |
| Prunus Virginiana.....        | 12         | Potassa, Bitart, opt.....   | 7¢ 9       | Nux Vomica.....               | 50          |
| Quillaja, gr'd.....           | 12         | Potass Nitras, opt.....     | 8¢ 10      | Opi.....                      | 75          |
| Sassafras..... po. 18         | 12         | Potass Nitras.....          | 7¢ 9       | Opi, camphorated.....         | 50          |
| Ulmus..... po. 15, gr'd       | 15         | Prussiate.....              | 25¢ 28     | Opi, deodorized.....          | 1 50        |
| Extractum                     |            | Sulphate po.....            | 15¢ 18     | Quassia.....                  | 50          |
| Glycyrrhiza Glabra.....       | 24¢ 25     | Radix                       |            | Rhatany.....                  | 50          |
| Glycyrrhiza, po.....          | 28¢ 30     | Aconitum.....               | 20¢ 25     | Rhe.....                      | 50          |
| Hematox, 15 lb box.....       | 11¢ 12     | Althe.....                  | 22¢ 25     | Sanguinaria.....              | 40          |
| Hematox, 1s.....              | 13¢ 14     | Anchusa.....                | 12¢ 15     | Serpentaria.....              | 50          |
| Hematox, 1/2s.....            | 14¢ 15     | Arum po.....                | 25         | Stromonium.....               | 50          |
| Hematox, 1/4s.....            | 16¢ 17     | Calamus.....                | 20¢ 40     | Tolutan.....                  | 60          |
| Ferru                         |            | Gentiana..... po. 15        | 12¢ 15     | Valerian.....                 | 50          |
| Carbonate Precip.....         | 15         | Glycyrrhiza..... pv. 15     | 16¢ 18     | Veratrum Veride.....          | 50          |
| Citrate and Quinia.....       | 2 25       | Hydrastis Canad.....        | 25¢ 28     | Zingiber.....                 | 50          |
| Citrate Soluble.....          | 80         | Hellebore, Alba, po.....    | 15¢ 20     | Miscellaneous                 |             |
| Ferrocyanidum Sol.....        | 50         | Inula, po.....              | 2 00¢ 2 10 | Ether, Spts. Nit. 3 F.....    | 30¢ 35      |
| Sulphate, com'l, by.....      | 2          | Ipecac, po.....             | 2 00¢ 2 10 | Ether, Spts. Nit. 4 F.....    | 34¢ 38      |
| Sulphate, com'l, by.....      | 3          | Iris plox..... po. 35@38    | 35¢ 40     | Alumen.....                   | 2 1/2¢ 3    |
| Sulphate, pure.....           | 7          | Jalapa, pr.....             | 40¢ 45     | Alumen, gro'd, po. 7.....     | 3¢ 4        |
| Flora                         |            | Maranta, 1/2s.....          | 22¢ 25     | Antimoni.....                 | 40¢ 50      |
| Arnica.....                   | 12¢ 14     | Podophyllum, po.....        | 22¢ 25     | Antimoni et PotassT.....      | 55¢ 60      |
| Anthemis.....                 | 18¢ 25     | Rhei.....                   | 75¢ 1 00   | Antipyrin.....                | 1 40        |
| Matricaria.....               | 30¢ 35     | Rhei, cut.....              | 75¢ 1 00   | Antifebrin.....               | 10¢ 12      |
| Folia                         |            | Rhei, pv.....               | 75¢ 1 35   | Argent Nitras, oz.....        | 15¢ 18      |
| Barosma.....                  | 15¢ 20     | Spigelia.....               | 35¢ 38     | Arsenicum.....                | 10¢ 12      |
| Cassia Acutifol, Tin.....     | 18¢ 25     | Sanguinaria..... po. 40     | 30¢ 35     | Balm Gilead Bud.....          | 38¢ 40      |
| Cassia Acutifol, Alix.....    | 25¢ 30     | Serpentaria.....            | 30¢ 35     | Bismuth S. N.....             | 1 40¢ 1 50  |
| Salvia officinalis, 1/2s..... | 12¢ 20     | Senega.....                 | 40¢ 45     | Calcium Chlor., 1s.....       | 9           |
| Ura Ursi.....                 | 8¢ 10      | Similax, officinalis H..... | 25         | Calcium Chlor., 1/2s.....     | 10          |
| Gummi                         |            | Smlax, M.....               | 25         | Calcium Chlor., 1/4s.....     | 12          |
| Acacia, 1st picked.....       | 45         | Scilla..... po. 35          | 10¢ 12     | Cantharides, Rus, po.....     | 75          |
| Acacia, 2d picked.....        | 45         | Symplocarpus, Foti.....     | 25         | Capsici Fructus, af.....      | 18          |
| Acacia, 3d picked.....        | 45         | Valeriana, Eng, po. 30      | 25         | Capsici Fructus, B, po.....   | 15          |
| Acacia, sifted sorts.....     | 28         | Valeriana, German.....      | 15¢ 20     | Caryophyllus..... po. 15      | 10¢ 12      |
| Acacia, po.....               | 60¢ 80     | Zingiber a.....             | 12¢ 16     | Carmine, No. 40.....          | 3 75        |
| Aloe, Barb. po. 30@28         | 14¢ 18     | Zingiber j.....             | 25¢ 27     | Cera Alba, S. & F.....        | 50¢ 55      |
| Aloe, Cape..... po. 15        | 12         | Semen                       |            | Cera Flava.....               | 40¢ 42      |
| Aloe, Socotri..... po. 40     | 12         | Anisum..... po. 15          | 12         | Coccus.....                   | 40          |
| Ammoniac.....                 | 55¢ 60     | Apium (graveleons).....     | 13¢ 15     | Cassia Fructus.....           | 33          |
| Assafetida..... po. 30        | 22¢ 25     | Bird, 1s.....               | 4¢ 6       | Centaria.....                 | 10          |
| Benzoin.....                  | 50¢ 55     | Cardam..... po. 18          | 10¢ 12     | Cetaceum.....                 | 45          |
| Catechu, 1s.....              | 13         | Cardamon.....               | 1 25¢ 1 75 | Chloroform.....               | 60¢ 63      |
| Catechu, 1/2s.....            | 14         | Coriandrum.....             | 8¢ 10      | Chloroform, squibbs.....      | 1 35        |
| Catechu, 1/4s.....            | 16         | Cannabis Sativa.....        | 3 1/2¢ 4   | Chloral Hyd Crst.....         | 1 15¢ 1 30  |
| Camphora.....                 | 48¢ 55     | Cydonium.....               | 75¢ 1 00   | Chondrus.....                 | 20¢ 25      |
| Euphorbium..... po. 35        | 10         | Chenopodium.....            | 10¢ 12     | Cinchonidine, P. & W.....     | 20¢ 25      |
| Galbanum.....                 | 65¢ 70     | Dipterix Odoate.....        | 2 90¢ 3 00 | Cinchonidine, Germ.....       | 15¢ 22      |
| Gamboge po.....               | 65¢ 70     | Foeniculum.....             | 7¢ 9       | Cocaine.....                  | 3 55¢ 3 75  |
| Guaiacum..... po. 35          | 40         | Foenugreek, po.....         | 7¢ 9       | Corks, list, dis. pr. ct..... | 65          |
| Kino..... po. 84.00           | 40         | Lini.....                   | 2 1/2¢ 4   | Creta.....                    | 2           |
| Mastic.....                   | 40         | Lini, gr'd..... bbl. 2 1/2  | 3 1/2¢ 4   | Creta, prep.....              | 9¢ 11       |
| Myrrh..... po. 45             | 40         | Lobelia.....                | 35¢ 40     | Creta, rubra.....             | 8           |
| Opi..... po. 83.80@4.00       | 2 50¢ 2 60 | Pharlaris Canarian.....     | 3 1/2¢ 4   | Crocus.....                   | 30¢ 35      |
| Shellac.....                  | 40¢ 60     | Rape.....                   | 4 1/2¢ 5   | Cudbear.....                  | 24          |
| Shellac, bleached.....        | 40¢ 60     | Sinapis Albu.....           | 7¢ 8       | Cupri Sulph.....              | 50¢ 6       |
| Tragacanth.....               | 50¢ 80     | Sinapis Nigra.....          | 11¢ 12     | Dextrine.....                 | 10¢ 12      |
| Herba                         |            | Spiritus                    |            | Ether Sulph.....              | 75¢ 80      |
| Absinthium..... oz. pkg       | 25         | Frumentum, W. D. Co.....    | 2 00¢ 2 50 | Emery, all numbers.....       | 8           |
| Eupatorium..... oz. pkg       | 25         | Frumentum, D. F. R.....     | 2 00¢ 2 25 | Emery, po.....                | 8           |
| Lobelia..... oz. pkg          | 25         | Juniperis Co. O. T.....     | 1 25¢ 1 50 | Ergota..... po. 40            | 30¢ 35      |
| Majorum..... oz. pkg          | 25         | Juniperis Co. E.....        | 1 65¢ 2 00 | Flake White.....              | 12¢ 15      |
| Mentha Pip..... oz. pkg       | 25         | Juniperis Co.....           | 1 75¢ 3 50 | Galla.....                    | 23          |
| Mentha Vir..... oz. pkg       | 25         | Saacharum N. E.....         | 1 90¢ 2 10 | Gambier.....                  | 8¢ 9        |
| Rue..... oz. pkg              | 39         | Spt. Vini Galli.....        | 1 75¢ 6 50 | Gelatin, Cooper.....          | 60          |
| Tanacetum Voz..... pkg        | 32         | Vini Oporto.....            | 1 25¢ 2 00 | Gelatin, French.....          | 35¢ 60      |
| Thymus, V..... oz. pkg        | 25         | Vini Alba.....              | 1 25¢ 2 00 | Glassware, flint, box.....    | 60, 10 & 10 |
| Magnesia                      |            | Sponges                     |            | Less than box.....            | 60          |
| Calcined, Pat.....            | 55¢ 60     | Florida sheeps' wool.....   | 2 50¢ 2 75 | Glue, brown.....              | 9¢ 12       |
| Carbonate, Pat.....           | 30¢ 32     | carriage.....               | 2 50¢ 2 75 | Glue, white.....              | 13¢ 25      |
| Carbonate, K. & M.....        | 20¢ 25     | Nassau sheeps' wool.....    | 2 00       | Glycerina.....                | 14¢ 20      |
| Carbonate, Jennings.....      | 35¢ 38     | carriage.....               | 2 00       | Grana Paradisi.....           | 15          |
| Oleum                         |            | Velvet extra sheeps'.....   | 2 10       | Humulus.....                  | 25¢ 55      |
| Absinthium..... 3 25¢ 3 50    | 30         | wool, carriage.....         | 2 10       | Hydraag Chlor Mite.....       | 80          |
| Amygdale, Dule.....           | 30¢ 50     | Extra yellow sheeps'.....   | 85         | Hydraag Chlor Cor.....        | 70          |
| Amygdale, Amare.....          | 8 00¢ 8 25 | wool, carriage.....         | 85         | Hydraag Ox Rub'm.....         | 90          |
| Anisi.....                    | 2 10¢ 2 20 | Grass sheeps' wool.....     | 65         | Hydraag Ammoniat.....         | 1 00        |
| Aurant Cortex.....            | 2 00¢ 2 20 | carriage.....               | 65         | Hydraag Unguentum.....        | 45¢ 55      |
| Bergamini.....                | 2 25¢ 2 30 | Hard, for slate use.....    | 75         | Hydrargyrum.....              | 55          |
| Bergamini.....                | 2 25¢ 2 30 | Yellow Reef, for.....       | 1 40       | Ichthyobolia, Am.....         | 1 25¢ 1 50  |
| Caliputi.....                 | 75¢ 80     | slate use.....              | 1 40       | Indigo.....                   | 75¢ 1 00    |
| Caryophylli.....              | 55¢ 61     | Syrups                      |            | Iodine, Resubi.....           | 2 60¢ 3 70  |
| Cedari.....                   | 35¢ 65     | Acacia.....                 | 50         | Iodoform.....                 | 4 20        |
| Chenopodi.....                | 4 00       | Aurant Cortes.....          | 50         | Lupulin.....                  | 2 25        |
| Cinnamoni.....                | 1 80¢ 2 00 | Zingiber.....               | 50         | Lycopodium.....               | 50¢ 55      |
| Citronella.....               | 45¢ 50     | Ipecac.....                 | 60         | Maeis.....                    | 65¢ 75      |
|                               |            | Ferri Iod.....              | 50         | Liquor Arset. et Hy.....      | 27          |
|                               |            | Rhei Arom.....              | 50         | Liquor PotassArsinit.....     | 10¢ 12      |
|                               |            | Smilax Officinalis.....     | 50¢ 60     | Magnesia, Sulph.....          | 22¢ 3       |
|                               |            | Scilla.....                 | 50         | Magnesia, Sulph, bbl.....     | 1 1/2       |
|                               |            |                             |            | Mannia, S. F.....             | 50¢ 60      |
|                               |            |                             |            | Menthol.....                  | 2 40        |

|                               |            |                                |             |                             |              |      |
|-------------------------------|------------|--------------------------------|-------------|-----------------------------|--------------|------|
| Morphia, S. P. & W.....       | 1 95¢ 2 20 | Sinapis.....                   | 18          | Linseed, pure raw.....      | 31           | 34   |
| Morphia, S. N. Y. Q. &.....   | 1 95¢ 2 10 | Sinapis, opt.....              | 30          | Linseed, boiled.....        | 33           | 36   |
| C. Co.....                    | 1 95¢ 2 10 | Snuff, Maccaboy, De.....       | 34          | Neatsfoot, winter str.....  | 65           | 70   |
| Moschus Canton.....           | 40         | Voas.....                      | 34          | Spirits Turpentine.....     | 34           | 40   |
| Myristica, No. 1.....         | 65¢ 80     | Snuff, Scotch, DeVos.....      | 6           |                             |              |      |
| Nux Vomica..... po. 20        | 10         | Soda Boras.....                | 6           | <b>Paints</b>               |              |      |
| Os Sepia.....                 | 15¢ 18     | Soda Boras, po.....            | 6           |                             |              |      |
| Pepsin Saac, H. & P.....      | 15¢ 18     | Soda et Potass Tart.....       | 20¢ 28      |                             |              |      |
| D. Co.....                    | 1 00       | Soda, Carb.....                | 1 1/2¢ 2    | Red Venetian.....           | 1 1/2¢ 2     | 28   |
| Picis Liq. N. N. 1/2 gal..... | 2 00       | Soda, Bi-Carb.....             | 3 1/2¢ 5    | Ochre, yellow Mars.....     | 1 1/2¢ 2     | 24   |
| Picis Liq. quart.....         | 2 00       | Soda, Ash.....                 | 3 1/2¢ 4    | Ochre, yellow Ber.....      | 1 1/2¢ 2     | 24   |
| Picis Liq. pints.....         | 1 00       | Soda, Sulphas.....             | 2           | Putty, commercial.....      | 2 1/2¢ 2 1/2 | 23   |
| Pil Hydrarg..... po. 80       | 50         | Spts. Cologne.....             | 50¢ 55      | Putty, strictly pure.....   | 2 1/2¢ 2 1/2 | 23   |
| Piper Nigra..... po. 22       | 18         | Spts. Ether Co.....            | 2 60        | Vermilion, Prime.....       | 13¢          | 15   |
| Piper Alba..... po. 35        | 30         | Spt Myrcia Dom.....            | 2 42        | Vermilion, English.....     | 70¢          | 75   |
| Plumbi Acet.....              | 10¢ 12     | Spts. Vini Rect. bbl.....      | 2 47        | Green, Paris.....           | 13¢          | 19   |
| Pulvis Ipecac et Opi.....     | 1 10¢ 1 20 | Spts. Vini Rect. 1/2 bbl.....  | 2 50        | Lead, Red.....              | 5 1/2¢       | 6    |
| & P. D. Co., doz.....         | 1 25       | Spts. Vini Rect. 10 gal.....   | 2 52        | Lead, white.....            | 5 1/2¢       | 6    |
| Pyrethrum, boxes H.....       | 30¢ 33     | Less 5c gal. cash 10 days..... | 1 40¢ 1 45  | Whiting, white Span.....    | 70¢          | 70   |
| Pyrethrum, pv.....            | 30¢ 33     | Strychnia, Crystal.....        | 2 1/2¢ 3    | Whiting, gliders.....       | 70¢          | 70   |
| Quassia.....                  | 8¢ 10      | Sulphur, Subl.....             | 2 1/2¢ 3    | White, Paris Amer.....      | 1 00         | 1 00 |
| Quassia, S. P. & W.....       | 25¢ 31     | Sulphur, Roll.....             | 2 1/2¢ 3    | Whiting, Paris Eng.....     | 1 00         | 1 00 |
| Quinia, S. German.....        | 20¢ 29     | Tamarinds.....                 | 8¢ 10       | Universal Prepared.....     | 1 00         | 1 15 |
| Quinia, N. Y.....             | 24¢ 29     | Terebenth Venice.....          | 28¢ 30      |                             |              |      |
| Rubia Tinctorum.....          | 12¢ 14     | Theobroma.....                 | 42¢ 45      | <b>Varnishes</b>            |              |      |
| Saccharum Lactis pv.....      | 24¢ 26     | Vanilla.....                   | 9 00¢ 16 00 | No. 1 Turp Coach.....       | 1 10¢        | 1 20 |
| Salacin.....                  | 3 00¢ 3 10 | Zinci Sulph.....               | 7¢ 8        | Extra Turp.....             | 1 60¢        | 1 70 |
| Sanguis Draconis.....         | 40¢ 50     |                                |             | Coach Body.....             | 2 75¢        | 3 00 |
| Sapo, W.....                  | 12¢ 14     |                                |             | No. 1 Turp Furn.....        | 1 00¢        | 1 10 |
| Sapo, G.....                  | 10¢ 12     |                                |             | Extra Turk Damar.....       | 1 55¢        | 1 60 |
| Siedlitz Mixture.....         | 20         |                                |             | Jap. Dryer, No. 1 Turp..... | 70¢          | 75   |



# Chamois

# Sponges

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

All numbers of Chamois  
at attractive prices

## Hazeltine & Perkins Drug Co.

Grand Rapids, Michigan.





# GROCERY PRICE CURRENT.

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

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  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| <b>AXLE GREASE.</b><br>doz. gross<br>Aurora.....55 6 00<br>Castor Oil.....60 7 00<br>Diamond.....50 4 00<br>Frazer's.....75 9 00<br>IXL Golden, tin boxes 75 9 00<br>Nica, tin boxes.....70 9 00<br>Paragon.....55 6 00                                                                                                                                                                                                                                                                                                             | <b>CHEESE.</b><br>Acme.....@ 9<br>Amboy.....@ 9 1/2<br>Byron.....@ 9<br>Elsie.....@ 2 1/2<br>Gold Medal.....@ 9 1/2<br>Ideal.....@ 9 1/2<br>Jersey.....@ 9<br>Lenawee.....@ 9 1/2<br>Riverside.....@ 9 1/2<br>Sparta.....@ 9<br>Edam.....@ 7 1/2<br>Leiden.....@ 19<br>Limburger.....@ 15<br>Pineapple.....@ 43 85<br>Sap Sago.....@ 18                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | <b>COUPON BOOKS.</b><br> <br><b>Tradesman Grade.</b><br>50 books, any denom.....1 50<br>100 books, any denom.....2 50<br>500 books, any denom.....11 50<br>1,000 books, any denom.....20 00<br><b>Economic Grade.</b><br>50 books, any denom.....1 50<br>100 books, any denom.....2 50<br>500 books, any denom.....11 50<br>1,000 books, any denom.....20 00<br><br><b>Universal Grade.</b><br>50 books, any denom.....1 50<br>100 books, any denom.....2 50<br>500 books, any denom.....11 50<br>1,000 books, any denom.....20 00<br><b>Superior Grade.</b><br>50 books, any denom.....1 50<br>100 books, any denom.....2 50<br>500 books, any denom.....11 50<br>1,000 books, any denom.....20 00<br><b>Coupon Pass Books.</b><br>Can be made to represent any denomination from \$10 down.<br>20 books.....1 00<br>50 books.....2 00<br>100 books.....3 00<br>250 books.....7 25<br>500 books.....10 00<br>1,000 books.....17 50 | <b>FARINACEOUS GOODS.</b><br><b>Farina.</b><br>Bulk.....3<br><b>Grits.</b><br>Walsh-DeRoo Co.'s.....2 00<br><b>Hominy.</b><br>Barrels.....2 25<br>Flake, 50 lb. drums.....1 00<br><b>Lima Beans.</b><br>Dried.....3 1/2<br><b>Macaroni and Vermicelli.</b><br>Domestic, 10 lb. box.....2 50<br>Imported, 25 lb. box.....2 50<br><b>Pearl Barley.</b><br>Common.....1 1/2<br>Chester.....2 1/2<br>Empire.....2 1/2<br><b>Peas.</b><br>Green, bu.....80<br>Split, per lb.....2 1/2<br><b>Rolled Oats.</b><br>Rolled Avena, bbl.....3 30<br>Monarch, bbl.....2 80<br>Monarch, 1/2 bbl.....1 55<br>Private brands, bbl.....2 75<br>Private brands, 1/2 bbl.....1 50<br>Quaker, cases.....3 20                                                                                                                                                                                                                                                                                                                                               | <b>Souders'.</b><br>Oval bottle, with corkscrew.<br>Best in the world for the money.<br><br><b>Regular Grade Lemon.</b><br>doz.....75<br>2 oz.....1 50<br>4 oz.....2 40<br><b>Regular Grade Vanilla.</b><br>doz.....1 20<br>2 oz.....1 50<br>4 oz.....3 00<br><b>XX Grade Lemon.</b><br>doz.....1 50<br>2 oz.....1 75<br>4 oz.....3 50<br><b>XX Grade Vanilla.</b><br>doz.....1 75<br>2 oz.....2 15<br>4 oz.....3 50                                                                                                                                                              | <b>SALT.</b><br><b>Diamond Crystal.</b><br>Cases, 24 3-lb boxes.....1 50<br>Barrels, 100 3 lb bags.....2 75<br>Barrels, 40 7 lb bags.....2 40<br>Butter, 28 lb. bags.....30<br>Butter, 56 lb. bags.....30<br>Butter, 20 14 lb bags.....3 00<br>Butter, 280 lb. bbls.....2 50<br><b>Common Grades.</b><br>100 3 lb sacks.....2 60<br>60 5-lb sacks.....1 85<br>28 11-lb sacks.....1 70<br><b>Worcester.</b><br>50 4 lb. cartons.....3 25<br>115 2 1/2 lb. sacks.....4 00<br>60 5 lb. sacks.....3 75<br>22 14 lb. sacks.....3 50<br>30 10 lb. sacks.....3 50<br>28 lb. linen sacks.....32<br>56 lb. linen sacks.....32<br>Bulk in barrels.....2 50<br><b>Warsaw.</b><br>56-lb dairy in drill bags.....30<br>28-lb dairy in drill bags.....15<br><b>Ashton.</b><br>56-lb dairy in linen sacks.....60<br><b>Higgins.</b><br>56-lb dairy in linen sacks.....60<br><b>Solar Rock.</b><br>56-lb sacks.....21<br><b>Common Fine.</b><br>Saginaw.....70<br>Manistee.....70 |
| <b>BAKING POWDER.</b><br><b>Absolute.</b><br>1/4 lb cans doz.....45<br>1/2 lb cans doz.....85<br>1 lb cans doz.....1 50<br><b>Acme.</b><br>1/4 lb cans doz.....45<br>1/2 lb cans doz.....85<br>1 lb cans doz.....1 00<br><b>El Purity.</b><br>1/4 lb cans doz.....75<br>1/2 lb cans doz.....1 20<br>1 lb cans doz.....2 00<br><b>Home.</b><br>1/4 lb cans doz case.....35<br>1/2 lb cans doz case.....55<br>1 lb cans doz case.....90                                                                                               | <b>Chicory.</b><br>Bulk.....5<br>Red.....7<br><b>CATSUP.</b><br>Columbia, pints.....4 25<br>Columbia, 1/2 pints.....2 50<br><b>CLOTHES PINS.</b><br>5 gross boxes.....40<br><b>COCOA SHELLS.</b><br>20 lb bags.....2 1/2<br>Less quantity.....3<br>Pound packages.....4<br><b>CREAM TARTAR.</b><br>Strictly Pure, wooden boxes. 35<br>Strictly Pure, tin boxes.....37                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | <b>Chicory.</b><br>Bulk.....5<br>Red.....7<br><b>CATSUP.</b><br>Columbia, pints.....4 25<br>Columbia, 1/2 pints.....2 50<br><b>CLOTHES PINS.</b><br>5 gross boxes.....40<br><b>COCOA SHELLS.</b><br>20 lb bags.....2 1/2<br>Less quantity.....3<br>Pound packages.....4<br><b>CREAM TARTAR.</b><br>Strictly Pure, wooden boxes. 35<br>Strictly Pure, tin boxes.....37                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | <b>Peas.</b><br>Green, bu.....80<br>Split, per lb.....2 1/2<br><b>Rolled Oats.</b><br>Rolled Avena, bbl.....3 30<br>Monarch, bbl.....2 80<br>Monarch, 1/2 bbl.....1 55<br>Private brands, bbl.....2 75<br>Private brands, 1/2 bbl.....1 50<br>Quaker, cases.....3 20                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | <b>GLUE.</b><br>per doz.<br>Jackson Liquid, 1 oz.....65<br>Jackson Liquid, 2 oz.....98<br>Jackson Liquid, 3 oz.....1 30<br><b>GUNPOWDER.</b><br><b>Rifle-Dupont's.</b><br>Kegs.....4 25<br>Half Kegs.....2 40<br>Quarter Kegs.....1 35<br>1 lb cans.....30<br>1/2 lb cans.....18<br><b>Choke Bore-Dupont's.</b><br>Kegs.....4 00<br>Half Kegs.....2 25<br>Quarter Kegs.....1 25<br>1 lb cans.....34<br><b>Eagle Duck-Dupont's.</b><br>Kegs.....8 00<br>Half Kegs.....4 25<br>Quarter Kegs.....2 25<br>1 lb cans.....45<br><b>LICORICE.</b><br>Pure.....30<br>Calabria.....25<br>Sicily.....14<br>Root.....10<br><b>MINCE MEAT.</b><br>Ideal, 3 doz. in case.....2 25 | <b>SPICES.</b><br><b>Whole Sifted.</b><br>Allspice.....9<br>Cassia, China in mats.....10<br>Cassia, Batavia in bund.....20<br>Cassia, Saigon in rolls.....32<br>Cloves, Amboy.....20<br>Cloves, Zanzibar.....9<br>Mace, Batavia.....60<br>Nutmegs, fancy.....60<br>Nutmegs, No. 1.....50<br>Nutmegs, No. 2.....45<br>Pepper, Singapore, black.....9<br>Pepper, Singapore, white.....12<br>Pepper, shot.....10<br><b>Pure Ground in Bulk.</b><br>Allspice.....12<br>Cassia, Batavia.....22<br>Cassia, Saigon.....35<br>Cloves, Amboy.....20<br>Cloves, Zanzibar.....15<br>Ginger, African.....15<br>Ginger, Cochon.....20<br>Ginger, Jamaica.....22<br>Mace, Batavia.....70<br>Mustard, Eng. and Trieste.....20<br>Mustard, Trieste.....25<br>Nutmegs.....40<br>Pepper, Sing., black.....10<br>Pepper, Sing., white.....15<br>Pepper, Cayenne.....17<br>Sage.....18                                                                                                |
| <b>Our Leader.</b><br>1/4 lb cans.....45<br>1/2 lb cans.....75<br>1 lb cans.....1 50<br><b>Peerless.</b><br>1 lb cans.....85<br><b>BASKETS.</b><br><br>Per doz.<br>Standard Bushel.....1 25<br>Extra Bushel.....1 75<br>Market.....3 30<br>1/4 bushel, bamboo del'ry. 4 00<br>1/2 bushel, bamboo del'ry. 4 00<br>1 bushel, bamboo del'ry. 5 00<br>Iron strapped, 50c extra.<br>Diamond Clothes, 30x16.....2 50<br>Braided Splint, 30x16.....4 00 | <b>COFFEE.</b><br><b>Green.</b><br>Rio.....17<br>Good.....18<br>Prime.....19<br>Golden.....20<br>Peaberry.....22<br><b>Santos.</b><br>Fair.....19<br>Good.....20<br>Prime.....22<br>Peaberry.....23<br><b>Mexican and Guatamala.</b><br>Fair.....21<br>Good.....22<br>Fancy.....24<br><b>Maracalbo.</b><br>Prime.....23<br>Milled.....24<br><b>Java.</b><br>Interior.....25<br>Private Growth.....27<br>Mandehling.....28<br><b>Mocha.</b><br>Imitation.....25<br>Arabian.....28<br><b>Roasted.</b><br>Clark Jewell Wells Co.'s Brands<br>Fifth Avenue.....28<br>Jewell's Arabian Mocha.....28<br>Wells' Mocha and Java.....25 1/2<br>Wells' Perfection Java.....25 1/2<br>Senabalo.....22<br>Valley City Maracalbo.....18 1/2<br>Ideal Blend.....13<br>Leader Blend.....13<br>Worden Grocer Co.'s Brands<br>Quaker Arabian Mocha.....31<br>Quaker Mandehling Java.....30<br>Quaker Mocha and Java.....29<br>Toko Mocha and Java.....26<br>Quaker Golden Santos.....22<br>State House Blend.....20<br>Quaker Golden Rio.....19 | <b>COFFEE.</b><br><b>Green.</b><br>Rio.....17<br>Good.....18<br>Prime.....19<br>Golden.....20<br>Peaberry.....22<br><b>Santos.</b><br>Fair.....19<br>Good.....20<br>Prime.....22<br>Peaberry.....23<br><b>Mexican and Guatamala.</b><br>Fair.....21<br>Good.....22<br>Fancy.....24<br><b>Maracalbo.</b><br>Prime.....23<br>Milled.....24<br><b>Java.</b><br>Interior.....25<br>Private Growth.....27<br>Mandehling.....28<br><b>Mocha.</b><br>Imitation.....25<br>Arabian.....28<br><b>Roasted.</b><br>Clark Jewell Wells Co.'s Brands<br>Fifth Avenue.....28<br>Jewell's Arabian Mocha.....28<br>Wells' Mocha and Java.....25 1/2<br>Wells' Perfection Java.....25 1/2<br>Senabalo.....22<br>Valley City Maracalbo.....18 1/2<br>Ideal Blend.....13<br>Leader Blend.....13<br>Worden Grocer Co.'s Brands<br>Quaker Arabian Mocha.....31<br>Quaker Mandehling Java.....30<br>Quaker Mocha and Java.....29<br>Toko Mocha and Java.....26<br>Quaker Golden Santos.....22<br>State House Blend.....20<br>Quaker Golden Rio.....19                                                                                                                                                         | <b>Cracked, bulk.</b><br>24 2 lb packages.....2 40<br><b>Fish.</b><br><b>Cod.</b><br>Georges cured.....@ 3 1/2<br>Georges genuine.....@ 4<br>Georges selected.....@ 5<br>Strips or bricks.....5 @ 8<br><b>Halibut.</b><br>Chunks.....10<br>Strips.....9<br><b>Herring.</b><br>Holland white hoops keg. 60<br>Holland white hoops bbl. 7 50<br>Norwegian.....2 50<br>Round 100 lbs.....1 30<br>Round 40 lbs.....1 30<br>Scaled.....10<br><b>Flackerel.</b><br>No. 1 100 lbs.....10 50<br>No. 1 40 lbs.....4 50<br>No. 1 10 lbs.....1 20<br>No. 2 100 lbs.....7 00<br>No. 2 40 lbs.....3 10<br>No. 2 10 lbs.....85<br>Family 90 lbs.....49<br>Family 10 lbs.....49<br><b>Sardines.</b><br>Russian kegs.....55<br><b>Stockfish.</b><br>No. 1, 100 lb. sales.....2<br>No. 2, 100 lb. sales.....2<br><b>TROUT.</b><br>No. 1 100 lbs.....4 25<br>No. 1 40 lbs.....2 00<br>No. 1 10 lbs.....58<br>No. 1 8 lbs.....49<br><b>Whitefish.</b><br>No. 1, 100 lb. Fam.....6 25<br>No. 1 40 lbs.....2 80<br>No. 1 10 lbs.....78<br>No. 1 8 lbs.....65 | <b>FLAVORING EXTRACTS.</b><br><br>D. C. Vanilla.....2 00<br>2 oz.....1 20<br>3 oz.....1 50<br>4 oz.....2 00<br>6 oz.....3 00<br>No. 8 4 00<br>No. 10 6 00<br>No. 2 T. 25<br>No. 3 T. 20<br>No. 4 T. 20<br>D. C. Lemon.....2 00<br>2 oz.....1 20<br>3 oz.....1 50<br>4 oz.....2 00<br>6 oz.....3 00<br>No. 8 4 00<br>No. 10 6 00<br>No. 2 T. 25<br>No. 3 T. 20<br>No. 4 T. 20                                                                                                                                                                                                     | <b>FLAVORING EXTRACTS.</b><br>D. C. Vanilla.....2 00<br>2 oz.....1 20<br>3 oz.....1 50<br>4 oz.....2 00<br>6 oz.....3 00<br>No. 8 4 00<br>No. 10 6 00<br>No. 2 T. 25<br>No. 3 T. 20<br>No. 4 T. 20<br>D. C. Lemon.....2 00<br>2 oz.....1 20<br>3 oz.....1 50<br>4 oz.....2 00<br>6 oz.....3 00<br>No. 8 4 00<br>No. 10 6 00<br>No. 2 T. 25<br>No. 3 T. 20<br>No. 4 T. 20                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
| <b>BATH BRICK.</b><br>American.....70<br>English.....80<br><b>BLUING.</b><br><b>CONDENSED PEARL BLUING</b><br>1 doz. pasteboard Boxes.....40<br>3 doz. wooden boxes.....1 20<br><b>BROOMS.</b><br>No. 1 Carpet.....1 90<br>No. 2 Carpet.....1 75<br>No. 3 Carpet.....1 50<br>No. 4 Carpet.....1 15<br>Parlor Gem.....2 00<br>Common Whisk.....70<br>Fancy Whisk.....80<br>Warehouse.....2 25                                                                                                                                        | <b>COFFEE.</b><br><b>Green.</b><br>Rio.....17<br>Good.....18<br>Prime.....19<br>Golden.....20<br>Peaberry.....22<br><b>Santos.</b><br>Fair.....19<br>Good.....20<br>Prime.....22<br>Peaberry.....23<br><b>Mexican and Guatamala.</b><br>Fair.....21<br>Good.....22<br>Fancy.....24<br><b>Maracalbo.</b><br>Prime.....23<br>Milled.....24<br><b>Java.</b><br>Interior.....25<br>Private Growth.....27<br>Mandehling.....28<br><b>Mocha.</b><br>Imitation.....25<br>Arabian.....28<br><b>Roasted.</b><br>Clark Jewell Wells Co.'s Brands<br>Fifth Avenue.....28<br>Jewell's Arabian Mocha.....28<br>Wells' Mocha and Java.....25 1/2<br>Wells' Perfection Java.....25 1/2<br>Senabalo.....22<br>Valley City Maracalbo.....18 1/2<br>Ideal Blend.....13<br>Leader Blend.....13<br>Worden Grocer Co.'s Brands<br>Quaker Arabian Mocha.....31<br>Quaker Mandehling Java.....30<br>Quaker Mocha and Java.....29<br>Toko Mocha and Java.....26<br>Quaker Golden Santos.....22<br>State House Blend.....20<br>Quaker Golden Rio.....19 | <b>COFFEE.</b><br><b>Green.</b><br>Rio.....17<br>Good.....18<br>Prime.....19<br>Golden.....20<br>Peaberry.....22<br><b>Santos.</b><br>Fair.....19<br>Good.....20<br>Prime.....22<br>Peaberry.....23<br><b>Mexican and Guatamala.</b><br>Fair.....21<br>Good.....22<br>Fancy.....24<br><b>Maracalbo.</b><br>Prime.....23<br>Milled.....24<br><b>Java.</b><br>Interior.....25<br>Private 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                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | <b>CONDENSED MILK.</b><br>4 doz in case.<br>Gail Borden Eagle.....6 75<br>Crown.....6 25<br>Daisy.....5 75<br>Champion.....4 50<br>Magnolia.....4 25<br>Challenge.....3 50<br>Dime.....3 30                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | <b>CONDENSED MILK.</b><br>4 doz in case.<br>Gail Borden Eagle.....6 75<br>Crown.....6 25<br>Daisy.....5 75<br>Champion.....4 50<br>Magnolia.....4 25<br>Challenge.....3 50<br>Dime.....3 30                                                                                                                                                                                                                                                                                                                                                                                                             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| <b>CONDENSED MILK.</b><br>4 doz in case.<br>Gail Borden Eagle.....6 75<br>Crown.....6 25<br>Daisy.....5 75<br>Champion.....4 50<br>Magnolia.....4 25<br>Challenge.....3 50<br>Dime.....3 30                                                                                                                                                                                                                                                                                                                                         | <b>CONDENSED MILK.</b><br>4 doz in case.<br>Gail Borden Eagle.....6 75<br>Crown.....6 25<br>Daisy.....5 75<br>Champion.....4 50<br>Magnolia.....4 25<br>Challenge.....3 50<br>Dime.....3 30                                                                                                                                                                                                                                                                                                      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                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | <b>CONDENSED MILK.</b><br>4 doz in case.<br>Gail Borden Eagle.....6 75<br>Crown.....6 25<br>Daisy.....5 75<br>Champion.....4 50<br>Magnolia.....4 25<br>Challenge.....3 50<br>Dime.....3 30                                                                                                                                                              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                                                                                                                                                                                                                                                                                                             | <b>CONDENSED MILK.</b><br>4 doz in case.<br>Gail Borden Eagle.....6 75<br>Crown.....6 25<br>Daisy.....5 75<br>Champion.....4 50<br>Magnolia.....4 25<br>Challenge.....3 50<br>Dime.....3 30                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               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| <b>CONDENSED MILK.</b><br>4 doz in case.<br>Gail Borden Eagle.....6 75<br>Crown.....6 25<br>Daisy.....5 75<br>Champion.....4 50<br>Magnolia.....4 25<br>Challenge.....3 50<br>Dime.....3 30                                                                                                                                                                                                                                                                                                                                         | <b>CONDENSED MILK.</b><br>4 doz in case.<br>Gail Borden Eagle.....6 75<br>Crown.....6 25<br>Daisy.....5 75<br>Champion.....4 50<br>Magnolia.....4 25<br>Challenge.....3 50<br>Dime.....3 30                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | <b>CONDENSED MILK.</b><br>4 doz in case.<br>Gail Borden Eagle.....6 75<br>Crown.....6 25<br>Daisy.....5 75<br>Champion.....4 50<br>Magnolia.....4 25<br>Challenge.....3 50<br>Dime.....3 30                                                                                                                                                                                                                                                                                                              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| <b>CONDENSED MILK.</b><br>4 doz in case.<br>Gail Borden Eagle.....6 75<br>Crown.....6 25<br>Daisy.....5 75<br>Champion.....4 50<br>Magnolia.....4 25<br>Challenge.....3 50<br>Dime.....3 30                                                                                                                                                                                                                                                                                                                                         | <b>CONDENSED MILK.</b><br>4 doz in case.<br>Gail Borden Eagle.....6 75<br>Crown.....6 25<br>Daisy.....5 75<br>Champion.....4 50<br>Magnolia.....4 25<br>Challenge.....3 50<br>Dime.....3 30                                                                                                                                                                                                                                                                                                      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| <b>CONDENSED MILK.</b><br>4 doz in case.<br>Gail Borden Eagle.....6 75<br>Crown.....6 25<br>Daisy.....5 75<br>Champion.....4 50<br>Magnolia.....4 25<br>Challenge.....3 50<br>Dime.....3 30                                                                                                                                                                                                                                                                                                                                         | <b>CONDENSED MILK.</b><br>4 doz in case.<br>Gail Borden Eagle.....6 75<br>Crown.....6 25<br>Daisy.....5 75<br>Champion.....4 50<br>Magnolia.....4 25<br>Challenge.....3 50<br>Dime.....3 30                                                                                                                                                                                                                                                                                                      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| <b>CONDENSED MILK.</b><br>4 doz in case.<br>Gail Borden Eagle.....6 75<br>Crown.....6 25<br>Daisy.....5 75<br>Champion.....4 50<br>Magnolia.....4 25<br>Challenge.....3 50<br>Dime.....3 30                                                                                                                                                                                                                                                                                                                                         | <b>CONDENSED MILK.</b><br>4 doz in case.<br>Gail Borden Eagle.....6 75<br>Crown.....6 25<br>Daisy.....5 75<br>Champion.....4 50<br>Magnolia.....4 25<br>Challenge.....3 50<br>Dime.....3 30                                                                                                                                                                                                                                                                                                      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| <b>CONDENSED MILK.</b><br>4 doz in case.<br>Gail Borden Eagle.....6 75<br>Crown.....6 25<br>Daisy.....5 75<br>Champion.....4 50<br>Magnolia.....4 25<br>Challenge.....3 50<br>Dime.....3 30                                                                                                                                                                                                                                                                                                                                         | <b>CONDENSED MILK.</b><br>4 doz in case.<br>Gail Borden Eagle.....6 75<br>Crown.....6 25<br>Daisy.....5 75<br>Champion.....4 50<br>Magnolia.....4 25<br>Challenge.....3 50<br>Dime.....3 30                                                                                                                                                                                                                                                                                                      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                                                                                                                                                                                                                                        |



## Lautz Bros. &amp; Co.'s Brands.



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

|                           |      |
|---------------------------|------|
| Acme, 5 cent size.        |      |
| Single box.....           | 2 85 |
| 5 box lots.....           | 2 75 |
| 10 box lots.....          | 2 70 |
| 25 box lots.....          | 2 65 |
| Acorn, 120 cakes, 75 lbs. |      |
| Single box.....           | 2 85 |
| 5 box lots.....           | 2 75 |
| 10 box lots.....          | 2 70 |
| 25 box lots.....          | 2 65 |



|                         |      |
|-------------------------|------|
| Marseille White.        |      |
| Single box.....         | 2 85 |
| 5 box lots.....         | 2 75 |
| 10 box lots.....        | 2 70 |
| 25 box lots.....        | 2 65 |
| 100 cakes, 75 lbs.      |      |
| Single box.....         | 5 75 |
| 5 box lots.....         | 5 65 |
| 10 box lots.....        | 5 60 |
| 25 box lots.....        | 5 50 |
| 100 cakes, 5 cent size. |      |
| Single box.....         | 4 00 |
| 5 box lots.....         | 3 90 |
| 10 box lots.....        | 3 85 |
| 25 box lots.....        | 3 80 |



|                           |      |
|---------------------------|------|
| Schulte's Family.....     | 2 75 |
| Clydesdale.....           | 2 85 |
| No Tax.....               | 2 50 |
| German Mottled.....       | 2 50 |
| Electro.....              | 2 25 |
| Oleine, white.....        | 2 55 |
| Thompson & Chute's Brand. |      |



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



|                               |      |
|-------------------------------|------|
| Wolverine Soap Co.'s Brands.  |      |
| Single box.....               | 2 65 |
| 5 box lots, delivered.....    | 2 60 |
| 10 box lots, delivered.....   | 2 50 |
| 25 box lots, delivered.....   | 2 45 |
| Allen B. Wrisley's Brands.    |      |
| Old Country, 80 lb. bars..... | 2 20 |
| Good Cheer, 60 lb. bars.....  | 3 75 |
| Uno, 100 1/2 lb. bars.....    | 2 50 |
| Doll, 100 1/2 lb. bars.....   | 2 25 |

|                              |      |
|------------------------------|------|
| Scouring.                    |      |
| Sapallo, kitchen, 3 doz..... | 2 40 |
| Sapallo, hand, 3 doz.....    | 2 40 |



|                                |       |
|--------------------------------|-------|
| Kingsford's Corn.              |       |
| 40 lb packages.....            | 6     |
| 20 lb packages.....            | 6 1/2 |
| Kingsford's Silver Gloss.      |       |
| 40 lb packages.....            | 6 1/2 |
| 6 lb boxes.....                | 7     |
| Diamond.                       |       |
| 64 10c packages.....           | 5 00  |
| 128 5c packages.....           | 5 00  |
| 32 10c and 64 5c packages..... | 5 00  |
| Common Corn.                   |       |
| 20-lb boxes.....               | 4 1/2 |
| 40-lb boxes.....               | 4 1/2 |

## Common Gloss.

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

## STOVE POLISH.



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

## SUGAR.

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

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

## TABLE SAUCES.

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

## TOBACCO.

|                                  |       |
|----------------------------------|-------|
| Clark-Jewell-Wells Co.'s brand.  |       |
| New Brick.....                   | 35 00 |
| Morrison, Plummer & Co.'s b'd.   |       |
| Governor Yates, 4 1/2 in.....    | 58 00 |
| Governor Yates, 4 1/4 in.....    | 65 00 |
| Governor Yates, 5 1/4 in.....    | 70 00 |
| Monitor.....                     | 30 00 |
| H. & P. Drug Co.'s brand.        |       |
| Quintette.....                   | 35 00 |
| G. J. Johnson Cigar Co.'s brand. |       |



|                       |       |
|-----------------------|-------|
| S. C. W. Cigars.....  | 35 00 |
| Miscellaneous Brands. |       |
| American Queen.....   | 35 00 |
| Mallory.....          | 35 00 |
| Michigan.....         | 35 00 |
| Royal Knight.....     | 35 00 |
| Sub Rosa.....         | 35 00 |

## VINEGAR.

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

## WICKING.

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

## Fish and Oysters

## Fresh Fish.

|                         | Per lb.     |
|-------------------------|-------------|
| Whitefish.....          | 8           |
| Trout.....              | 7           |
| Black Bass.....         | 10          |
| Halibut.....            | 12 1/2      |
| Ciscoes or Herring..... | 4           |
| Bluefish.....           | 12          |
| Live Lobster.....       | 15          |
| Boiled Lobster.....     | 17          |
| Cod.....                | 10          |
| Haddock.....            | 8           |
| No. 1 Pickerel.....     | 7           |
| Pike.....               | 6           |
| Smoked White.....       | 7           |
| Red Snapper.....        | 13          |
| Col River Salmon.....   | 2           |
| Mackerel.....           | 20          |
| Oysters in Cans.        |             |
| F. H. Counts.....       | 40          |
| Shell Goods.            |             |
| Oysters, per 100.....   | 1 25 @ 1 50 |
| Clams, per 100.....     | 90 @ 1 00   |

## Candies.

## Stick Candy.

|                     |           |
|---------------------|-----------|
| Standard.....       | 5 1/2 @ 7 |
| Standard H. H.....  | 5 1/2 @ 7 |
| Standard Twist..... | 6 @ 7     |
| Cut Leaf.....       | 6 @ 8     |
| Extra H. H.....     | 8 1/2 @ 8 |
| Boston Cream.....   | 8 @ 8 1/2 |

## Mixed Candy.

|                   |           |
|-------------------|-----------|
| Competition.....  | 6 @ 6 1/2 |
| Leader.....       | 6 @ 6 1/2 |
| Conserve.....     | 6 @ 7     |
| Royal.....        | 6 @ 7     |
| Ribbon.....       | 6 @ 7     |
| Broken.....       | 6 @ 8     |
| Cut Leaf.....     | 6 @ 8     |
| English Rock..... | 6 @ 8 1/2 |
| Kinderkorte.....  | 6 @ 8 1/2 |
| French Cream..... | 6 @ 8 1/2 |
| Dandy Pan.....    | 6 @ 8 1/2 |
| Valley Cream..... | 6 @ 13    |

## Fancy-In Bulk.

|                        |               |
|------------------------|---------------|
| Lozenges, plain.....   | 8 1/2 @ 8 1/2 |
| Lozenges, printed..... | 8 1/2 @ 8 1/2 |
| Choc. Drops.....       | 11 @ 14       |
| Choc. Monumentals..... | 12 @ 12       |
| Gum Drops.....         | 6 @ 5         |
| Moss Drops.....        | 6 @ 7 1/2     |
| Sour Drops.....        | 6 @ 8 1/2     |
| Imperial.....          | 6 @ 8 1/2     |

## Fancy-In 5 lb. Boxes.

|                           |           |
|---------------------------|-----------|
| Lemon Drops.....          | 25 @ 50   |
| Sour Drops.....           | 25 @ 50   |
| Peppermint Drops.....     | 25 @ 60   |
| Chocolate Drops.....      | 25 @ 60   |
| H. M. Choc. Drops.....    | 25 @ 75   |
| Gum Drops.....            | 25 @ 30   |
| Licorice Drops.....       | 25 @ 30   |
| A. B. Licorice Drops..... | 25 @ 50   |
| Lozenges, plain.....      | 25 @ 50   |
| Lozenges, printed.....    | 25 @ 50   |
| Imperial.....             | 25 @ 55   |
| Motatoes.....             | 25 @ 55   |
| Cream Bar.....            | 25 @ 50   |
| Molasses Bar.....         | 25 @ 50   |
| Hand Made Creams.....     | 80 @ 90   |
| Plain Creams.....         | 60 @ 90   |
| Decorated Creams.....     | 90 @ 90   |
| String Rock.....          | 90 @ 90   |
| Burnt Almonds.....        | 1 25 @ 25 |
| Wintergreen Berries.....  | 25 @ 55   |

## Caramels.

|                                 |         |
|---------------------------------|---------|
| No. 1 wrapped, 2 lb. boxes..... | 20 @ 30 |
| No. 1 wrapped, 3 lb. boxes..... | 20 @ 45 |
| No. 2 wrapped, 2 lb. boxes..... | 20 @ 45 |

## Fresh Meats.

|                    |           |
|--------------------|-----------|
| Beef.              |           |
| Carcase.....       | 6 @ 7     |
| Fore quarters..... | 5 @ 6     |
| Hind quarters..... | 7 1/2 @ 9 |
| Loins No. 3.....   | 11 @ 14   |
| Ribs.....          | 9 @ 12    |
| Rounds.....        | 7 @ 7 1/2 |
| Chucks.....        | 4 @ 5     |
| Plates.....        | 4 @ 4     |
| Pork.              |           |
| Dressed.....       | 6 @ 5     |
| Loins.....         | 6 1/2 @ 6 |
| Shoulders.....     | 5 1/2 @ 6 |
| Leaf Lard.....     | 5 1/2 @ 8 |
| Mutton.            |           |
| Carcase.....       | 7 @ 9     |
| Spring Lambs.....  | 9 @ 10    |
| Veal.              |           |
| Carcase.....       | 5 @ 6 1/2 |

## Crackers.

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

|                                 |        |
|---------------------------------|--------|
| Butter.                         |        |
| Seymour XXX.....                | 4      |
| Seymour XXX, 3 lb. carton.....  | 4 1/2  |
| Family XXX.....                 | 4 1/2  |
| Family XXX, 3 lb. carton.....   | 4 1/2  |
| Salted XXX.....                 | 4 1/2  |
| Salted XXX, 3 lb. carton.....   | 4 1/2  |
| Soda XXX.....                   | 4      |
| Soda XXX, 3 lb. carton.....     | 4 1/2  |
| Soda, City.....                 | 4      |
| Zephyrette.....                 | 10     |
| Long Island Wafers.....         | 9      |
| L. I. Wafers, 1 lb. carton..... | 10     |
| Oyster.                         |        |
| Square Oyster, XXX.....         | 4      |
| Q. Oys. XXX, 1 lb. carton.....  | 5      |
| Farina Oyster, XXX.....         | 4      |
| SWEET GOODS-Boxes.              |        |
| Animals.....                    | 9      |
| Bent's Cold Water.....          | 13     |
| Belle Rose.....                 | 6      |
| Cocoanut Taffy.....             | 8      |
| Coffee Cakes.....               | 8      |
| Frosted Honey.....              | 10     |
| Graham Crackers.....            | 6      |
| Ginger Snaps, XXX round.....    | 5      |
| Ginger Snaps, XXX city.....     | 5      |
| Gin. Snaps, XXX home made.....  | 5      |
| Gin. Snaps, XXX scalloped.....  | 5      |
| Ginger Vanilla.....             | 6      |
| Imperial.....                   | 6      |
| Jumbles, Honey.....             | 10     |
| Molasses Cakes.....             | 6      |
| Marshmallow.....                | 12     |
| Marshmallow Creams.....         | 13     |
| Pretzels, hand made.....        | 6      |
| Pretzettes, Little German.....  | 6      |
| Sugar Cake.....                 | 6      |
| Sulphur.....                    | 10     |
| Sears' Luncheon.....            | 6      |
| Sears' Zephyrette.....          | 7      |
| Vanilla Square.....             | 12     |
| Vanilla Wafers.....             | 12     |
| Pecan Wafers.....               | 12     |
| Fruit Coffee.....               | 9      |
| Mixed Picnic.....               | 10     |
| Cream Jumbles.....              | 11 1/2 |
| Boston Ginger Nuts.....         | 6      |
| Chimble Fadden.....             | 9      |
| Pineapple Glace.....            | 12     |

## Grains and Feedstuffs

## Wheat.

## Winter Wheat Flour.

|                                          |      |
|------------------------------------------|------|
| Local Brands.                            |      |
| Patents.....                             | 4 60 |
| Second Patent.....                       | 4 25 |
| Straight.....                            | 4 05 |
| Clear.....                               | 3 70 |
| Graham.....                              | 4 00 |
| Buckwheat.....                           | 3 40 |
| Rye.....                                 | 2 65 |
| Subject to usual cash discount.          |      |
| Flour in bbls., 25c per bbl. additional. |      |
| Worden Grocer Co.'s Brand.               |      |
| Quaker, 1/2s.....                        | 4 35 |
| Quaker, 1/4s.....                        | 4 35 |
| Quaker, 1/8s.....                        | 4 35 |

## Spring Wheat Flour.

|                                  |      |
|----------------------------------|------|
| Clark-Jewell-Wells Co.'s Brand.  |      |
| Pillsbury's Best 1/2s.....       | 4 55 |
| Pillsbury's Best 1/4s.....       | 4 45 |
| Pillsbury's Best 1/8s.....       | 4 35 |
| Pillsbury's Best 1/4s paper..... | 4 35 |
| Pillsbury's Best 1/8s paper..... | 4 35 |
| Ball-Barnhart-Putman's Brand.    |      |
| Grand Republic, 1/2s.....        | 4 60 |
| Grand Republic, 1/4s.....        | 4 50 |
| Grand Republic, 1/8s.....        | 4 40 |
| Lemon & Wheeler Co.'s Brand.     |      |
| Parisian, 1/2s.....              | 4 60 |
| Parisian, 1/4s.....              | 4 50 |
| Parisian, 1/8s.....              | 4 40 |
| Olney & Judson's Brand.          |      |
| Ceresota, 1/2s.....              | 4 60 |
| Ceresota, 1/4s.....              | 4 50 |
| Ceresota, 1/8s.....              | 4 40 |
| Worden Grocer Co.'s Brand.       |      |
| Laurel, 1/2s.....                | 4 60 |
| Laurel, 1/4s.....                | 4 50 |
| Laurel, 1/8s.....                | 4 40 |

## Meal.

|                 |      |
|-----------------|------|
| Bolted.....     | 1 50 |
| Granulated..... | 1 75 |

## Feed and Millstuffs.

|                                             |        |
|---------------------------------------------|--------|
| St. Car Feed, screened.....                 | 12 50  |
| No. 1 Corn and Oats.....                    | 11 50  |
| Unbolted Corn Meal.....                     | 11 00  |
| Winter Wheat Bran.....                      | 9 00   |
| Winter Wheat Middlings.....                 | 10 00  |
| Screenings.....                             | 8 00   |
| The O. E. Brown Mill Co. quotes as follows: |        |
| New Corn.                                   |        |
| Car lots.....                               | 27     |
| Less than car lots.....                     | 30 1/2 |
| Oats.                                       |        |
| Car lots.....                               | 23 1/2 |
| Carlots, clipped.....                       | 25     |
| Less than car lots.....                     | 27     |
| Hay.                                        |        |
| No. 1 Timothy carlots.....                  | 11 00  |
| No. 1 Timothy, ton lots.....                | 12 00  |

## Fruits.

## Oranges.

|                   |      |
|-------------------|------|
| Seedlings.        |      |
| 96-112.....       | 2 75 |
| 250.....          | 2 50 |
| 150-170-200.....  | 2 50 |
| Med't Sweets.     |      |
| 126.....          | 2 25 |
| 150-170-200.....  | 2 50 |
| Napels.           |      |
| 96.....           | 2    |
| 126.....          | 2    |
| Messinas.         |      |
| Fancy 200s.....   | 2 30 |
| Valencias.        |      |
| Cases of 420..... | 6 00 |

## Lemons.

|                           |      |
|---------------------------|------|
| Strictly choice 300s..... | 2 30 |
| Strictly choice 300s..... | 2 25 |
| Fancy 300s.....           | 2 30 |
| Ex. Fancy 300s.....       | 2 35 |

## Bananas.

|                                                 |                  |
|-------------------------------------------------|------------------|
| Medium bunches.....                             | 1 25 @ 1 50      |
| Large bunches.....                              | 1 75 @ 2 00      |
| Foreign Dried Fruits.                           |                  |
| Figs, Choice Layers.....                        | 10 @ 10          |
| 10 lb.....                                      | 10 @ 10          |
| Figs, New Smyrna.....                           | 12 @ 12          |
| 14 and 20 lb boxes.....                         | 12 @ 12          |
| Figs, Naturals in.....                          | 30 lb. bags..... |
| Dates, Fards in 10 lb boxes.....                | 8 @ 8            |
| Dates, Fards in 60 lb cases.....                | 6 @ 6            |
| Dates, Persians, H.M. B., 60 lb cases, new..... | 5 1/2 @ 5 1/2    |
| Dates, Sairs 60 lb cases.....                   | 4 1/2 @ 4 1/2    |

## Nuts.

|                                        |            |
|----------------------------------------|------------|
| Almonds, Tarragona.....                | 2 @ 12     |
| Almonds, Ivaca.....                    | 2 @ 11     |
| Almonds, California, soft shelled..... | 2 @ 7 1/2  |
| Almonds, new.....                      | 2 @ 12 1/2 |
| Walnuts, Greenobles.....               | 2 @ 10     |
| Walnuts, Calif No. 1.....              | 2 @ 12     |
| Walnuts, soft shelled.....             | 2 @ 11     |
| Table Nuts, fancy.....                 | 2 @ 10     |
| Table Nuts, choice.....                | 2 @ 10     |
| Pecans, Med.....                       | 2 @ 10     |
| Pecans, Ex. Large.....                 | 2 @ 10     |
| Pecans, Jumbos.....                    | 2 @ 12     |
| Hickory Nuts per bu.....               | 2 @        |



## GOTHAM GOSSIP.

News from the Metropolis—Index to the Market.

Special Correspondence.

New York, May 29—During the week we have had a very matter-of-fact market here in nearly all lines. Among jobbers there are all degrees of expressions, but the leaders in the grocery trade report everything satisfactory. Prices show no particular change and not much interest is manifested in future business—buying for future profits. There is very little doing in coffee; practically nothing in an invoice way, and smaller transactions have been few and far between. Rio No. 7 closes at 7½c. The stock in New York amounts to 435,311 bags and the total amount in store and afloat aggregates 749,388 bags, against 344,894 bags at the same time last year. There is a better feeling for mild sorts and there are no very large lots of some sorts of East India grades on offer. The general feeling is one of steadiness and sellers seem to be in no haste to dispose of holdings.

The people who loaded up with teas in advance of the increase proposed in the tariff are now waiting for something to turn up; in fact, the whole market is in a waiting mood and there is nothing doing to speak of in the way of immediate transactions. These who have loaded up are confident their turn will come soon to realize and they expect to make a good round sum. It may be so.

Mr. Havemeyer is reported to have been overwhelmed with congratulations upon the favorable outcome of his trial at Washington. It has been the talk of the trade here and the general opinion seems to incline in his favor. The only thing that will punish Mr. Havemeyer will be free refined sugar. In the sugar market there has been a good volume of business for refined, orders coming for quite large quantities and from all parts of the country. Prices are unchanged, but the tone is so firm that some advance seems probable.

There is a steady amount of business pushing forward in rice and dealers are seemingly pretty well content with the outlook. Foreign grades attract most attention, but all kinds are going and prices are well held. Prime to choice domestic 4½@5½c.

There is not much doing in spices. Some buyers are making enquiries, but actual transactions are rather light. No changes of importance have been made.

Both molasses and syrups are moving in slowly. Sales of each are of the inferior sorts—low grades—to the interior grocery trade. Accumulations are not large, centrifugals being in rather larger supply than other sorts.

There is mighty little of interest to chronicle in the canned goods line. Prices are extremely low and it would seem as though packers were doing business from philanthropic motives, rather than for profit. Peas are being packed in Maryland and the yield so far seems satisfactory and unsatisfactory—good and bad—heavy and light—according to the man who tells the story. For future tomatoes a price in one instance has been made at 55c net.

Lemons and oranges have had a lively week, comparatively speaking. Lemons, particularly, have moved out in a satisfactory manner and genuine summer weather orders are coming in, both by mail and wire. Bananas are steady, although the high prices obtained a fortnight ago have taken a tumble, and for firsts a quotation is made of \$1.50 per bunch. Pineapples are in liberal supply and are selling at moderate rates.

Currants and raisins are attracting attention and there is a livelier market for them than has been chronicled for a long time. Stocks of Sultanias are reported light in almost every instance and the rate ranges from 7½@9c here. Large sizes of prunes are scarce and are selling readily at 12@12½c for 40s, French.

Best Western creamery butter is selling at 15c without much trouble. The tone of the market generally is strong and the outlook is not bad. The qual-

ity of much butter that is arriving is not all it might be, however.

Cheese is dull and lifeless. The supply is large—larger than last year, by a good deal—and, as a result, quotations are not well sustained.

Eggs are quiet. There is very little demand and, supplies being ample, the market is a dull and sagging one. Western stock must be good to bring 11½c.

The bean market shows little animation. Pea beans are held from 85@87½c, choice marrows, \$1.15; California limas, \$1.25@1.27½.

#### One Chance of Effecting a Cure.

From the Boston Traveler.

A nervous young lady called a physician for a slight ailment, but one which she magnified, in her own estimation, into a serious one.

"Run," said the doctor to a servant, giving him a prescription, "to the nearest drug store and bring back the medicine as quickly as you can."

"Is there much danger?" replied the young lady, in alarm.

"Yes," said the doctor, "if your servant is not quick it will be useless."

"Oh, doctor, shall I die?" gasped the patient.

"There is no danger of that," said the doctor, "but you may get well before John returns."

This year is the centenary of the meerschaum pipe. It was just a hundred years ago that the raw material of which it is composed, hydrated silicate of magnesium, was brought to Prague and converted into a pipe by a Magyar. The soothing effect which this pipe has had on men for a century and the eagerness with which some of them—generals, statesmen and philosophers—searched for valuable specimens of the work of the great pipemaker—Edouard Cardon—have been told in literature. Yet there are thousands of people to-day who consider the corncob priceless and would not exchange it for the most historic meerschaum or hookah.

#### Would Sing the Song of the Vanquished.

Bliss, June 1—I have been a regular subscriber and reader of the Tradesman, with the exception of a short time, ever since its first issue and have found myself disposed to criticize, favorably and otherwise, very many articles I have found in its columns; but lacking, very many times when criticism seemed in order, the essential element—time—and always the most essential element—brass—I have permitted the occasion, as in other matters, to pass unimproved.

I have frequently read, with much interest, the elements of success discussed by the eminently successful and the methods used in obtaining the success sought after, but I do not remember of ever reading the subject of ill-success or failure, as it may be termed, discussed by one of the unsuccessful. You know the unsuccessful include 95 per cent. of the merchants in trade. They are a creditably sized crowd, even if they are not a creditable—not credit worthy—lot of fellows, individually. It seems to me that if some of the celebrated 95 per cent. could be found who could successfully discuss the elements of ill-success from the standpoint of experience, just as the successful have, it would possibly prove interesting and instructive, but if neither, it would afford amusement to the readers of the Tradesman. With the aid of the editor to prevent the murdering of the "Queen's English," the reading, at any rate, would be possible. Suppose you give this a place in the Tradesman, together with your comments or criticisms thereon, as an invitation to some of the 95 per cent. who have undertaken the work of illumination and see what will come of it. Let us hear from you, at any rate.

GIDEON NOEL.

Several French and German dentists have lately made investigations which convinced them that hollow teeth are favorite breeding places for tuberculosis and microbes.



# FIREWORKS

None better, none cheaper than the varied assortments offered by us. Net price list mailed upon request.

PUTNAM CANDY CO., Grand Rapids.



# MAKING MONEY.

## Precautions Taken by Uncle Sam to Prevent Counterfeiting.

Very few business men in the zest of pursuit stop to consider the artistic features of the money they seek. Money for the most part, as handled in the business operations of the day, consists of paper on the two sides of which, in addition to the denomination, official seal, and signatures, are printed certain illustrations more or less artistic in character. Mechanical excellence in the manufacture of the bills, for the purpose of preventing counterfeiting, doubtless receives more attention at the hands of the Treasury's experts than mere beauty or art, and yet it is to be admitted that many of the newer bills and treasury notes that we handle from time to time, at least when fresh from the treasury printer, are attractive in appearance and of a character to command attention by reason of their art features as well as the value they repre-

that he is literally making money, and yet the result of his artistic skill is not money in itself but is rather the foundation of much that will soon pass for money in trade operations. Mr. Low is the designer of the new issues that will begin to circulate a few months hence. The making of a design is with him a work of a considerable period of time, and after him come the engravers, who also have tedious tasks to perform. Mr. Low receives his commission from the art department of the United States Treasury and is engaged by the job. His duties are to get up a bill of specified denomination after an original design. With a piece of drawing paper before him he commences work upon the bill. Allegorical figures, historical scenes, and other suggestions occur. Finally he strikes an idea that is satisfactory and so proceeds with his work.

In the new one-dollar bill recently issued from the engraving department of the treasury, the design is of

kind. Of course what will be seen is not in itself the artist's work but instead the reproduction of the artist's designs at the hands of mechanical engravers. Nevertheless, a good idea of what the artist does is thereby afforded.

Mr. Low is only one of several artists that have distinguished themselves in work of this kind. The pay for the designing of the Government bills is comparatively small, much less than an able artist could earn in other fields, but the designing of treasury bills is a matter of pride with American artists, and they would rather do the work for a very small consideration than not to secure the honor. It is only a few years since that great artists began designing bank notes and United States bonds. Formerly the plan in vogue in the Treasury department was to use a good stock portrait, and then embellish the picture with new letterings and ornament the bill with small designs, the composition passing for a new design. The result of this cheap way of producing money designs caused the United States to be a laughing-stock among foreign banks. All this has been changed, and gradually our notes and bonds are assuming the artistic grade to which they are entitled. Less attention at present is being paid to bonds, which, as our readers well know, are nowadays issued only as emergency measures, than to bills. The limited circulation of bonds causes the treasury officials to assume that almost any design is good enough for them. With the treasury notes, however, or green backs, as they are familiarly termed, the case is different. A note passes through many hands.

It is a part of the policy of the Treasury department to never allow a magazine, newspaper, or individual to copy the design upon a bill in its completeness. Even the artist who prepares the design is never allowed to see more than a portion of the finished proof. The entire bill, reduced, engraved and printed, the artist never sees until it is a dollar bill, or a bill of some other amount, in his pocket. While Mr. Low sometimes exhibits to favored friends the original designs of bills upon which he is engaged, he is as careful as the officials of the Treasury department not to allow a copy to be taken for printing. That which appears upon the easel in the picture presented in this connection bears no resemblance whatsoever to the work here referred to.

People ridicule learned women and dislike even women who are well informed, probably because it is considered impolite to put so many ignorant men to shame.—Goethe.



sent. Government bonds also are occasionally worthy of consideration in the character of artistic productions. Bonds of private corporations, stock certificates, and documents of various kinds, with which the business man of the period is more or less familiar, are also sometimes artistic, and in their preparation pass through much the same process as those to which issues of money or bills are subjected.

It is a most serious offense against the Treasury of the United States to print or paint a representation of a bill or bond after it has been issued by the Government. Whatever is done in the way of pictorial representation of bills is restricted to the first stages of their production, and is in the hands of the original designers. Artists of marked ability are engaged when new bills are to be produced, and to them is intrusted the delicate work of constructing appropriate designs. The cut on this page suggests the general method of procedure in such cases.

Our engraving shows the well-known artist, Will H. Low, of New York, in the process of designing a new treasury note. To be facetious, it may be asserted

the figure variety. The title is, "History Instructing Youth." A female figure points to a youth, who stands beside her, representing the growth of the country. In the distance are seen the Washington monument and the capitol, and upon a slab at her feet is a suggestion of the constitution of the United States.

The representation of the bill is complete when it leaves the artist's hands. It is like a mammoth note and would deceive most persons at a short distance, particularly if they are color blind. The colors used in printing are lacking, that is all. Everything about it is done in black and white. This representation becomes the copy for the engravers. When the plates are made the bill is printed in appropriate colors upon Government paper, and finally the seal is added in deep red. Some of the complete designs of bills are prepared in oil colors, and, as may be supposed, are exquisite works of art. We suggest to the reader that the next time a clean bill comes into his hands that he examine it critically for the purpose of noting the fine lines that an artist must draw in completing a design of this

Custom-made Men's Boys' and Youths'...

# Fine.. Shoes

WORCESTER, MASS., June 1.—Our new line of samples for the coming season will consist exclusively of SPECIALTIES IN FINE SHOES FOR MEN, BOYS AND YOUTHS. We have concentrated our line to Leaders Only, such as the trade demands, and at popular prices. It is the strongest and best line of Satins, Calf, Box Calf, Russias, Vicis, Enamels, Etc., that we have ever offered, both as to quality, style and workmanship. The line will embrace both McKay Sewed and Goodyear Welt, from especially selected stock, made in all the leading styles, toes and lasts.

If you would like to inspect our line, or any portion thereof, drop a card to our Michigan representative, A. B. Clark, Lawton, Mich., who will promptly respond to your request. E. H. STARK & CO.

Established 1780.

Walter Baker & Co. LTD.

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

No Chemicals are used in their manufactures.

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

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

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

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

Walter Baker & Co. Ltd.,  
Dorchester, Mass.

# RUBEROID READY ROOFING

All ready to lay. Needs no painting for two years.

Is odorless, absolutely waterproof, will resist fire and the action of acids.

Can be used over shingles of steep roofs, or is suitable for flat roofs.

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For coating tin, iron or ready roofs. Write for prices.

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Detroit Office, Foot of Third St.





### Rambling Thoughts on a Large Subject.

Big Rapids, June 1.—So much is being said upon the question of "what shall we eat and drink" that, as a politician would say, it is time we brought out a platform on which to stand and find "where we are at." Each advocate apparently has a selfish interest or motive in what he recommends or condemns, minus any arguments or reasons for his faith. There is an old axiom that "what is one man's meat is another man's poison" and this may aptly apply to the present subject. For example, the first food a human being ever takes into its stomach, and which is considered the most simple and harmless—milk—will prove an irritant to many an adult stomach in after life, and in some cases can hardly be tolerated. Such foods, however, are the exception and not the rule. We have before stated through the Tradesman that the basis of all our best and most nourishing foods is summed up in four entirely different substances—gluten, starch, oil and sugar. These are all found in greater or less quantities in some form, and in different proportions, in all our vegetable and animal food, and without them life and health could not be maintained. Aside, then, from a mere matter of taste, how unreasonable to denounce the use of one kind of ordinary food or drink as harmful and another as always healthful! Either ignorance or a selfish motive only prompts this action. Witness now and then the denunciation of tea or coffee and the substitution of an infusion of different grains containing no alkaloids which furnish the grateful and peculiar aroma and flavor of the former; and, en passant, let us add that hot water alone is one of the best beverages, with or without our food, and that one cup of it is worth several of cold in a hot day for quenching thirst. Our grandmothers not only drank tea three times daily, but also ate the leaves from the teapot and lived to a good old age. The nicely-graded and yet palatable and refreshing beverages—coffee, tea and cocoa—owe their peculiar flavors to different salts they contain and which are never present in our cereals and are far too expensive to be artificially added. For these peculiar flavors, it is quite often necessary in our youth to cultivate a taste; and for a long time, before really enjoying the beverage, many articles of food as well as drink now largely used are simply an acquired taste, notably mushrooms, tomatoes, olives and artichokes, also many kinds of flesh, as frogs, rabbits, eels, bear meat, horseflesh, etc. And why, pray should not all these be eaten, when we understand them chemically? No better flesh meats for our sustenance on earth! Aside from starch, they contain all we could ask to nourish our bodies and appease hunger. What! Horseflesh, says one. Certainly. Do you know any animal more dainty and careful in selecting his food? If so, trot him out. Do you know any animals ten times more filthy in their habits and food, which are considered fit for the President's table? They are the hog and the common hen! The food makes the flesh. Which, then, will be the sweeter and more healthful? The very process of fattening a hog, more particularly, is one causing him to become more or less diseased, yet we use the fat of his body in our food almost daily and reject with disgust the sweet vegetable fats which are offered us in its stead—the oils of nuts and seeds in which disease never enters. Horseflesh is sold in many European markets and we believe may be purchased to-day in several American cities under its own name, as the law demands. What flesh could be sweeter and more healthful, than to take a poor broken down horse; turn him into a good clover pasture for a few months and then stall feed him for a few more, upon his own selection of grains, until his coat fairly glistens in its fatness? Let those who have eaten such horsesteak answer. There is a close—an almost inseparable—connection between our vegetable and animal food, and which was hardly known half a century ago. Witness the mushroom, which obtains its full growth in a sin-

gle night and is killed in a few hours by the morning sun. It will often be found decayed and putrid at such times, while yet in its native bed, and alive with maggots! Half a century ago we had our exclusive vegetarians and many advocates of that system. To-day it is well known that we can live exclusively upon either a vegetable or a flesh diet or a mixed one and retain the same good health. The writer contends that in Michigan we are becoming overburdened with pure food laws. We should require only that every new food, simple or compound, placed upon the market shall be healthful in its material and not subject to change from that standard; that it shall have a specific name and be labeled and sold by no other; and, lastly, that both maker and dealer shall be held strictly answerable for any injury whatever from its use. It is a usurpation and violation of personal rights to demand the publication of the formula of any preparation, as this is valuable private property. A new law is also required whereby food of every kind, including fruits and vegetables, should all be sold by the pound. There is no other just system. The custom now is to sell green vegetables from the gardens, as onions, asparagus, celery, pieplant, etc., by the bunch and this is often ingeniously small or will vary in size or quantity from one-fourth to one-half, yet the price remain the same. The average weight of the hen's eggs are nine to a pound, yet you may one day purchase a dozen eggs which weigh a pound and six ounces, and to-morrow you purchase a dozen at the same price weighing only a pound! There is no justice in this. Without such a law as selling all food by weight there is no incentive to grow larger and better fruits or vegetables, nor to keep the breed of hens which produce the largest eggs, whereby the result would be more beneficial to all parties from producer to consumer. During the past century mankind has made greater progress in the production of new varieties of food than in the previous 400 years, having discovered and added nearly 50 per cent. of new varieties then unknown. By this progression we have not only added to length of life, but the common classes of our people now fare better and dress better than did the kings and prices of former ages.

FRANK A. HOWIG.

### The Produce Market.

Asparagus—Home grown has advanced to 30c per doz. bunches.  
Bananas—Prices on fancy stock have dropped slightly this week. There is now no trouble in the getting of a sufficient supply in the New Orleans market. The present arrivals are of fine quality.  
Beets—40c per doz. bunches.  
Butter—Local handlers hold separator creamery at 14c and choice dairy at 10c, with lower grades at proportionately lower prices.  
Cabbage—75¢@90c per doz. for Mississippi stock.  
Cheese—The market continues to show the influence of the increased receipts of new made cheese, having sustained a further decline of 1/2c.  
Cucumbers—Home grown command 50c per doz. Southern fetch 30c.  
Eggs—Dealers have been paying 8c per doz., case count, on track, but the weakness in the market has caused a drop of 1/2c, both in paying and selling prices. The stock of eggs in storage is not as large as in previous years, shippers preferring to sell rather than hold. The general report from the country over is that the lay is very large and that prices are apt to rule low for some time.  
Lemons—The weather is still against the good sale of lemons, but the holdings are light and the call is steady. As soon as warm weather prevails over the country the market is sure to advance, as the receipts of Messinas are certain to be lighter than last year.  
Lettuce—Grand Rapids forcing 10c per lb.  
Onions—Green fetch 10¢@15c per doz. bunches. Bermuda stock brings \$2.75 per bu. crate; Egyptian, \$1.50; Mississippi, \$1.10.

Peas—Illinois stock brings \$1.50 per bu.  
Pieplant—1c per lb.  
Pineapples—\$1.15 per doz.  
Potatoes—New Mississippi command \$1.15 per bu. Home grown are still selling at 18¢@20c, according to quality.  
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 30c per bu.  
Squash—Illinois stock brings 3c per lb.  
Strawberries—Prices range from \$1.15 per case of 24 quarts, depending on the quality of the stock and the condition of the market. During the past week most of the receipts have come from Missouri and Illinois, but Indiana berries are expected to begin to come in the latter part of the week and next week Michigan berries are expected to put in an appearance.  
Tomatoes—\$1.60 for 4 basket crate and \$2.25 for 6 basket crate.  
Wax Beans—Declined to \$1.50 per bu. crate.

### Clio Business Men Alert.

Clio, June 1.—The business men of this place have organized the Clio Improvement Association, membership being open to all persons signing the constitution and paying a membership fee, and annual dues.  
The following officers have been elected.  
President—William Giberson.  
Vice-President—A. Goodfellow.  
Secretary—T. W. Smithson.  
Treasurer—C. H. May.

### Laudable Undertaking.

Sam Folz, of Kalamazoo, is trying to organize the clothiers of Michigan for protection from the hundreds of peddlers and fakirs wandering about the State. Thousands of dollars are taken from Michigan every week by agents for houses in other states.

## 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 KLAR; 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 McBRATNIE; Secretary, W. H. LEWIS; Treasurer, LOUIE SCHWEMMER. Regular Meetings—First and third Tuesday evenings of each month at Elk's Hall.

### Jackson Retail Grocers' Association

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

### Lansing Retail Grocers' Association

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

### Adrian Retail Grocers' Association

President, Martin Gafney; Secretary, E. F. Cleveland; Treasurer, Geo. M. Hoch.

### Traverse City Business Men's Association

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

### Owosso Business Men's Association

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

### Alpena Business Men's Association

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

Grand Rapids Retail Meat Dealers' Association  
President, L. J. KATZ; Secretary, PHILIP HILBER; Treasurer, S. J. HUFFORD.

## WANTS COLUMN.

### BUSINESS CHANCES.

FOR SALE—DRUG STOCK AND FIXTURES, new, doing good business; stock inventories \$1,000; a bargain if sold at once; terms right. Owner going to Europe. Geo. F. Clark, Port Huron, Mich. 307

FOR SALE—BAND SAW, MILL MACHINERY, lot of lumber carts, three show cases, one fire proof safe, lot of mammoth store lamps—all at closing-out prices. Address The Converse Manufacturing Co., Newaygo, Mich. 306

FOR RENT—BRICK HARDWARE STORE and warehouse. Owning 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 SECONDHAND Cash Registers. Very cheap, Peck's, Standard's, etc. Address J. N. Biddle, 226 South Clinton St., Chicago. 302

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, roofing, etc. Have several good jobs on hand and a well-established trade; best location in heart of city. Address Box 522, Big Rapids, Mich. 298

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

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 line 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, Oute Brothers, proprietors. 289

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. 262

FOR SALE CHEAP—STOCK OF SECONDHAND grocery fixtures. Address Jos. D. Powers, Eaton Rapids, Mich. 233

RUBBER STAMPS AND RUBBER TYPE. 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

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. 295

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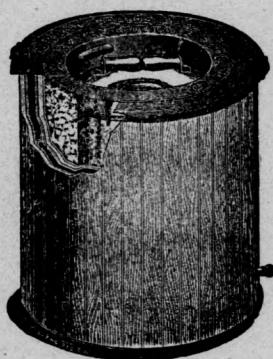
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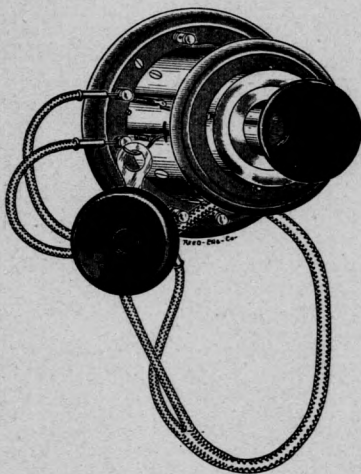
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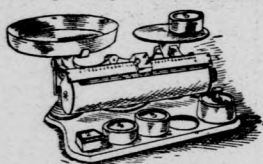
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